

TOP U.S. POSTAL SERVICE SUPPLIERS FOR FISCAL YEAR 2023



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 2023 (October 1, 2022 - September 30, 2023). As in past years, we do not include purchases made via credit cards (U.S. Bank and Voyager card fuel purchases). Separate fuel payments that could be traced to particular contractors were added to that contractor's total. 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 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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2023 Rank	2022 Rank	Supplier Name	FY 2023 Total	City	State
1	1	Federal Express Corporation	\$ 1,600,744,405.00	Memphis	TN
2	2	10 Roads Express*	\$ 734,585,436.50	Carter Lake	IA
3	6	OEM Systems LLC	\$ 507,584,934.00	New York	NY
4	-	[Utility and telecom payments]	\$ 475,737,962.00	Chenny	WA
5	20	Oshkosh Defense, LLC	\$ 378,722,642.00	Oshkosh	WI
6	4	UPS Worldwide Forwarding, Inc.	\$ 339,870,226.00	Atlanta	GA
7	7	Victory Packaging	\$ 270,821,196.30	Northbrook	IL
8	9	Matheson Trucking Inc.*	\$ 260,989,692.80	Sacramento	CA
9	10	ITS National, LLC	\$ 248,228,039.70	Reno	NV
10	13	Accenture Federal Services	\$ 243,263,653.10	Arlington	VA
11	8	EVO Transportation and Energy Services, Inc.*	\$ 236,363,049.50	Springfield	MO
12	154	WSP-Korte Joint Venture	\$ 232,748,253.00	Exton	PA
13	5	Eagle Express Lines, Inc.	\$ 227,594,416.60	South Holland	IL
14	23	Jones Lang Lasalle Americas, Inc.	\$ 221,973,466.60	Chicago	IL
15	19	Intralox, LLC	\$ 203,124,953.00	Harahan	LA
16	27	Insight Public Sector, Inc.*	\$ 191,894,844.30	Herndon	VA
17	11	Universal McCann Worldwide, Inc.*	\$ 191,628,051.40	Chicago	IL
18	17	Southern Mail Service, Inc.	\$ 175,351,513.10	Dallas	TX
19	15	Northern Air Cargo*	\$ 173,682,965.10	Honolulu	HI
20	16	Amerijet International, Inc.	\$ 163,905,093.40	Miami Springs	FL
21	30	Ryder Truck Rental, Inc.*	\$ 163,058,117.90	Miami	FL
22	21	Wheeler Bros, Inc.	\$ 161,126,814.90	Somerset	PA
23	31	HP, Inc.	\$ 159,527,582.70	Chicago	IL
24	14	United Airlines, Inc.	\$ 159,212,212.90	San Francisco	CA
25	55	Peraton*	\$ 158,550,497.96	Herndon	VA
26	12	Kalitta Air, LLC*	\$ 153,429,066.80	Ypsilanti	MI
27	29	Traffix USA	\$ 150,527,486.70	Plano	TX
28	18	Midwest Transport, Inc.	\$ 145,423,169.30	Robinson	IL
29	26	Alan Ritchey, Inc.	\$ 144,145,271.40	Valley View	TX
30	52	World Wide Technology, LLC*	\$ 132,406,679.00	Maryland Heights	MO

*Denotes consolidated entries

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(Continues from page 1)

2023 Rank	2022 Rank	Supplier Name	FY 2023 Total	City	State	2023 Rank	2022 Rank	Supplier Name	FY 2023 Total	City	State
31	25	EVE International Logistics, Inc.	\$ 123,355,046.50	Chicago	IL	76	64	W W Grainger, Inc.	\$ 45,934,524.19	Lake Forest	IL
32	22	McCormick Trucking*	\$ 115,874,016.10	Murfreesboro	TN	77	60	Sodrel Truck Lines, Inc.	\$ 44,757,648.70	Clarksville	IN
33	28	AJR Trucking, Inc.	\$ 114,236,946.10	Glendale	CA	78	53	Material Handling Systems, Inc.	\$ 43,508,486.73	Mount Washington	KY
34	-	Dell Federal Systems, L.P.	\$ 113,633,071.90	Dallas	TX	79	72	Hollingsworth Logistics Group	\$ 43,074,209.76	Dearborn	MI
35	32	Jasper Innovative Solutions*	\$ 106,685,397.30	Willow Brook	IL	80	80	HII Defense and Federal Solutions	\$ 42,346,626.99	Newport News	VA
36	47	Mail Management Services	\$ 105,319,561.70	Lincoln	NE	81	87	STK Transportation, LLC	\$ 41,983,630.24	Las Vegas	NV
37	34	Davenport Transportation, Inc.	\$ 102,367,807.10	Blairsville	GA	82	85	MBA Consulting Services, Inc.	\$ 41,116,252.20	Vienna	VA
38	128	Hyunadi Translead	\$ 101,121,175.00	San Diego	CA	83	-	Freedom Trans USA	\$ 40,839,265.61	Gainesville	GA
39	33	Bancroft & Sons Transportation	\$ 95,798,523.27	Grand Prairie	TX	84	84	Metro Air Service, Inc.	\$ 40,055,320.37	Orlando	FL
40	-	RoofConnect Logistics, Inc.	\$ 85,682,983.23	Sheridan	AR	85	51	Deloitte Consulting, LLP	\$ 39,305,109.50	Hermitage	TN
41	118	Hewlett Packard*	\$ 85,682,983.23	Des Moines	IA	86	167	Syfan Logistics, Inc.	\$ 38,796,239.22	Gainesville	GA
42	124	Western Industrial Contractors	\$ 76,523,257.64	Aurora	CO	87	63	Alaska Airlines	\$ 38,321,638.79	Seattle	WA
43	99	Automated Control Technologies	\$ 75,113,758.55	Tempe	AZ	88	105	Hartwig Transit, Inc.	\$ 37,936,950.04	Cincinnati	OH
44	39	PAE Applied Technologies, LLC	\$ 72,652,654.60	Fort Worth	TX	89	58	Carroll Fulmer Logistics Corp.	\$ 37,209,672.01	Sharpsburg	GA
45	40	ECS Federal*	\$ 72,074,956.90	Tampa	FL	90	103	FLS Transportation Services (USA)	\$ 36,038,431.80	Atlanta	GA
46	56	General Dynamics	\$ 68,879,075.98	Pittsburgh	PA	91	-	MSC Industrial Supply Co., Inc.	\$ 36,003,421.30	Edison	NJ
47	48	B & B Trucking, Inc.	\$ 65,422,436.82	Sarasota	FL	92	54	American Airlines, Inc.	\$ 35,838,949.35	Fort Worth	TX
48	49	Davis Mail Services, Inc.	\$ 65,597,484.31	Jacksonville	FL	93	173	Trumble Construction, Inc.	\$ 35,265,379.04	Nashville	TN
49	-	Fives Intralogistics Corp.	\$ 64,597,337.71	Louisville	KY	94	86	DDA Transport, Inc.	\$ 34,784,309.35	Londonderry	NH
50	65	Total Quality Logistics, LLC	\$ 64,584,474.77	Cincinnati	OH	95	81	Milestone Equipment Holdings	\$ 34,692,293.77	Dallas	TX
51	42	International Paper	\$ 64,288,919.13	Des Plaines	IL	96	139	Oracle America, Inc.	\$ 34,275,407.94	Broomfield	CO
52	71	The Gordian Group, Inc.	\$ 63,096,053.24	Greenville	SC	97	38	Beco, Inc.	\$ 33,706,213.15	New Salem	ND
53	41	EMCOR Facilities Services, Inc.	\$ 62,781,290.70	Irvine	CA	98	77	Area Storage & Transfer, Inc.	\$ 32,328,374.78	Harrisburg	PA
54	61	Roth Bros., Inc.	\$ 62,373,212.63	Cincinnati	OH	99	190	Aramark*	\$ 32,073,115.95	Gainesville	GA
55	67	The Good Year Tire and Rubber Company	\$ 60,429,915.87	Olympia	WA	100	149	FCA North America Holdings	\$ 31,867,382.00	Norwalk	CT
56	24	XPO Logistics*	\$ 59,607,564.59	Chicago	IL	101	89	Hi Pro, Inc.	\$ 31,836,703.99	Twentynine Palms	CA
57	-	Retiina, LLC	\$ 59,082,300.71	Owings Mills	MD	102	51	Deloitte & Touche	\$ 31,748,827.21	Washington	DC
58	66	Postal Products, Inc.	\$ 59,067,641.70	Milwaukee	WI	103	137	Postal Delivery Systems, LLC	\$ 31,381,169.28	Mission Hills	CA
59	36	Delta Air Lines, Inc.	\$ 57,922,468.42	Atlanta	GA	104	95	W & L Mail Service, Inc.	\$ 30,364,872.41	Keysville	VA
60	43	XO Holdings	\$ 56,542,073.83	Herndon	VA	105	96	Maxway	\$ 30,336,444.06	Salt Lake City	UT
61	37	Northrop Grumman*	\$ 54,561,817.03	New York	NY	106	88	Japan Airlines Co., Ltd.	\$ 30,109,380.57	El Segundo	CA
62	76	Booz Allen & Hamilton, Inc.	\$ 53,313,232.88	Mc Lean	VA	107	-	The Boston Consulting Group	\$ 29,937,599.66	Boston	MA
63	45	AT&T*	\$ 53,241,730.63	Silver Spring	MD	108	131	Ashton Potter USA, Ltd.	\$ 29,889,177.07	Williamsville	NY
64	46	Verizon/MCI*	\$ 52,728,167.18	Washington	DC	109	98	Weston Solutions, Inc.	\$ 29,749,975.51	Concord	CA
65	59	International Business Machines	\$ 52,475,998.96	Bethesda	MD	110	-	Blue-Grace Logistics, LLC	\$ 29,674,289.80	Riverview	FL
66	70	C L Services, Inc.	\$ 52,368,365.46	Atlanta	GA	111	93	NCR Corp.	\$ 28,991,345.72	Chicago	IL
67	90	WSP*	\$ 51,970,236.62	Exton	PA	112	69	Zebra Technologies Int.	\$ 28,191,922.98	Chicago	IL
68	82	Carahsoft Technology Corp.	\$ 50,949,802.99	Reston	VA	113	109	Postal Carrier Corp.	\$ 28,191,621.35	West Palm Beach	FL
69	44	C H Robinson*	\$ 50,259,233.81	Eden Prairie	MN	114	159	MDI	\$ 28,156,772.31	Saint Paul	MN
70	62	FX Logistics, LLC	\$ 50,043,169.46	Gainesville	GA	115	101	American Bank Note Company	\$ 27,921,223.91	Columbia	TN
71	-	Steel Craft Corporation	\$ 49,460,321.19	Hartford	WI	116	94	Toyota Material Handling, Inc.*	\$ 27,716,570.04	Irvine	CA
72	-	Covenant Transport, Inc.	\$ 48,458,434.62	Chattanooga	TN	117	-	The Shyft Group USA, Inc.	\$ 27,524,336.60	Bristol	IN
73	79	Prosegur Services Group, Inc.	\$ 47,409,537.67	Herndon	VA	118	123	Staples Contract & Commercial	\$ 27,020,133.02	Farmingham	MA
74	68	Cargo Force, Inc.	\$ 46,357,643.28	South Miami	FL	119	141	Parsons Corporation	\$ 26,957,641.24	Centreville	VA
75	73	United Express Service, Inc.*	\$ 46,123,706.78	Rocky Hill	CT	120	120	COMPX Security Products	\$ 26,644,385.72	Greenville	SC

*Denotes consolidated entries

(Top 150 list continues on page 4)

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Rank	Supplier Name	Rank	Supplier Name	Rank	Supplier Name
2	10 ROADS EXPRESS	90	FLS TRANSPORTATION SERVICES (USA), INC.	119	PARSONS CORPORATION
10	ACCENTURE FEDERAL SERVICES	83	FREEDOM TRANS USA	25	PERATON
33	AJR TRUCKING, INC.	70	FX LOGISTICS, LLC	149	POLAR AIR CARGO WORLDWIDE, INC.
29	ALAN RITCHEY, INC.	46	GENERAL DYNAMICS	113	POSTAL CARRIER CORP.
87	ALASKA AIRLINES	55	GOODYEAR TIRE AND RUBBER COMPANY	103	POSTAL DELIVERY SYSTEMS, LLC
134	AMAZON.COM SERVICES, LLC	52	GORDIAN GROUP, INC.	58	POSTAL PRODUCTS, INC.
92	AMERICAN AIRLINES, INC.	88	HARTWIG TRANSIT, INC.	73	PROSEGUR SERVICES GROUP, INC.
115	AMERICAN BANK NOTE COMPANY	41	HEWLETT PACKARD	132	RAYTHEON BLACKBIRD TECHNOLOGES, INC.
20	AMERIJET INTERNATINAL, INC.	147	HICKMAN TRANSPORT COMPANY, INC.	57	RETIINA, LLC
99	ARAMARK	80	HII DEFENSE AND FEDERAL SOLUTIONS, INC.	135	RFX, LLC
98	AREA STORAGE & TRANSFER, INC.	101	HI-PRO, INC.	40	ROOFCONNECT LOGISTICS, INC.
108	ASHTON POTTER USA, LTD.	79	HOLLINGSWORTH LOGISTICS GROUP, LLC	54	ROTH BROS., INC.
63	AT&T	23	HP, INC.	145	RR DONNELLY
43	AUTOMATED CONTROL TECHNOLOGIES, LLC	38	HYUNDAI TRANSLEAD	21	RYDER TRUCK RENTAL, INC.
47	B & B TRUCKING, INC.	133	IMPACT AUTOMATION	139	SADLER BROS TRUCKING & LEASING CO, INC.
39	BANCROFT & SONS TRANSPORTATION, LLC	16	INSIGHT PUBLIC SECTOR, INC.	144	SALSBURY INDUSTRIES
127	BANKNOTE CORPORATION OF AMERICA, INC.	65	INTERNATIONAL BUSINESS MACHINES	117	SHYFT GROUP USA, INC.
97	BECO, INC.	51	INTERNATIONAL PAPER	77	SODREL TRUCK LINES, INC.
129	BLUE YONDER, INC.	15	INTRALOX, LLC	18	SOUTHERN MAIL SERVICE, INC.
110	BLUE-GRACE LOGISTICS, LLC	9	ITS NATIONAL, LLC	118	STAPLES CONTRACT & COMMERCIAL, INC.
62	BOOZ ALLEN & HAMILTON, INC.	131	J. B. HUNT TRANSPORT, INC.	71	STEEL CRAFT CORPORATION
107	BOSTON CONSULTING GROUP, INC.	106	JAPAN AIRLINES CO., LTD.	81	STK TRANSPORTATION, LLC
69	C. H. ROBINSON	35	JASPER INNOVATIVE SOLUTIONS	86	SYFAN LOGISTICS, INC.
66	C. L. SERVICES	14	JONES LANG LASALLE AMERICAS, INC.	143	T&T ENTERPRISES OF OHIO, INC.
68	CARAHSOFT TECHNOLOGY CORPORATION	26	KALITTA AIR, LLC	50	TOTAL QUALITY LOGISTICS, LLC
74	CARGO FORCE, INC.	124	LGSTX DISTRIBUTION SERVICES, INC.	116	TOYOTA MATERIAL HANDLING, INC.
89	CARROLL FULMER LOGISTICS CORPORATION	36	MAIL MANAGEMENT SERVICES	27	TRAFFIX USA
141	CASCADES HOLDING US, INC.	78	MATERIAL HANDLING SYSTEMS, INC.	148	TRIENDA HOLDINGS, LLC
142	CEPHEID	8	MATHESON TRUCKING, INC.	93	TRUMBLE CONSTRUCTION, INC.
146	CLIFFORD BLACKBURN	105	MAXWAY	128	TS TRANSPORTING, INC.
140	COMMERCIAL TRAILER LEASING, INC.	82	MBA CONSULTING SERVICES, INC.	150	TURNER & TOWNSEND HEERY, LLC
120	COMPX SECURITY PRODUCTS	32	MCCORMICK TRUCKING	24	UNITED AIRLINES, INC.
122	COUNTRYWIDE TRUCKING CORPORATION	121	MCRAES US MAIL SERVICE, INC.	75	UNITED EXPRESS SERVICE, INC.
72	COVENANT TRANSPORTATION, INC.	114	MDI	17	UNIVERSAL MCCANN WORLDWIDE, INC.
37	DAVENPORT TRANSPORTATION, INC.	84	METRO AIR SERVICE, INC.	6	UPS WORLDWIDE FORWARDING, INC.
48	DAVIS MAIL SERVICES, INC.	28	MIDWEST TRANSPORT, INC.	4	UTILITY AND TELECOM PAYMENTS
94	DDA TRANSPORT, INC.	95	MILESTONE EQUIPMENT HOLDINGS, ILLC	125	VELTRI, INC.
24	DELL FEDERAL SYSTEMS, L.P.	91	MSC INDUSTRIAL SUPPLY CO., INC.	64	VERIZON/MCI
102	DELOITTE & TOUCHE	136	NAVISTAR, INC.	7	VICTORY PACKAGING
85	DELOITTE CONSULTING, LLP	111	NCR CORP.	104	W & L MAIL SERVICE, INC.
59	DELTA AIR LINES, INC.	123	NEW DIRECTIONS BEHAVIORAL HEALTH, LLC	76	W W GRAINGER, INC.
13	EAGLE EXPRESS LINES, INC.	138	NIECE TRUCKING, INC.	42	WESTERN INDUSTRIAL CONTRACTORS
126	EAN HOLDINGS, LLC	19	NORTHERN AIR CARGO	109	WESTON SOLUTIONS, INC.
45	ECS FEDERAL	61	NORTHROP GRUMMAN	22	WHEELER BROS., INC.
53	EMCOR FACILITES SERVICES, INC.	130	ODP BUSINESS SOLUTIONS, LLC	30	WORLD WIDE TECHNOLOGY
31	EVE INTERNATIONAL LOGISTICS, INC.	3	OEM SYSTEMS, LLC	12	WSP - KORTE JOINT VENTURE
11	EVO TRANSPORTATION	137	OLIVER RUBBER COMPANY, LLC	67	WSP USA SOLUTIONS
100	FCA NORTH AMERICA HOLDINGS, LLC	96	ORACLE AMERICA, INC.	60	XO HOLDINGS
1	FEDERAL EXPRESS CORPORATION	5	OSHKOSH DEFENSE, LLC	56	XPO LOGISTICS, INC.
49	FIVES INTRALOGISTICS CORP.	44	PAE APPLIED TECHNOLOGIES, LLC	112	ZEBRA TECHNOLOGIES INTERNATIONAL, LLC

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2023 Rank	2022 Rank	Supplier Name	FY 2023 Total	City	State	2023 Rank	2022 Rank	Supplier Name	FY 2023 Total	City	State
121	122	McRae's U.S. Mail Service, Inc.	\$ 26,514,091.02	Richfield	WI	136	-	Navistar, Inc.	\$ 23,643,088.00	Atlanta	GA
122	-	Countrywide Trucking Corp.	\$ 26,373,728.70	Tampa	FL	137	151	Oliver Rubber Company, LLC	\$ 23,537,288.95	Greenville	SC
123	165	New Directions Behavioral Health, LLC	\$ 26,203,682.23	Kansas City	MO	138	148	Niece Trucking, Inc.	\$ 23,445,427.25	Des Moines	IA
124	121	LGSTX Distribution Services	\$ 25,840,775.78	Wilmington	OH	139	113	Sadler Bros Trucking & Leasing	\$ 22,901,691.66	Nashville	TN
125	79	Veltri, Inc*	\$ 25,878,772.64	Levittown	PA	140	140	Commercial Trailer Leasing	\$ 22,777,600.22	Roseland	NJ
126	-	EAN Holdings, LLC	\$ 25,730,961.58	Saint Louis	MO	141	133	Cascades Holding US, Inc.	\$ 22,730,225.28	Niagara Falls	NY
127	115	Banknote Corporation of America, Inc.	\$ 25,419,664.25	Browns Summit	NC	142	92	Cepheid	\$ 22,325,129.71	Sunnyvale	CA
128	144	TS Transporting, Inc.	\$ 25,213,940.75	Sparks	NV	143	-	T&T Enterprises of Ohio, Inc.*	\$ 22,220,331.21	Cincinnati	OH
129	-	Blue Yonder, Inc.	\$ 25,114,207.13	Scottsdale	AZ	144	102	Salsbury Industries	\$ 21,817,577.11	Carson	CA
130	-	ODP Business Solutions, LLC	\$ 24,839,000.63	Boca Raton	FL	145	129	RR Donnelley	\$ 21,774,707.76	Bolingbrook	IL
131	188	J. B. Hunt Transport, Inc.	\$ 24,767,226.38	Lowell	AR	146	107	Clifford Blackburn*	\$ 21,645,565.73	Elizaville	NY
132	116	Raytheon Blackbird Tech.	\$ 24,714,485.37	Herndon	VA	147	145	Hickman Transport Company	\$ 21,126,259.11	Valdosta	GA
133	130	Impact Automation	\$ 24,679,302.65	Laurel	MD	148	126	TriEnda Holdings, LLC	\$ 20,970,711.00	Chicago	IL
134	78	Amazon.com Services, LLC	\$ 24,096,561.91	Seattle	WA	149	135	Polar Air Cargo Worldwide, Inc.	\$ 20,294,748.57	Purchase	NY
135	-	RFX, LLC	\$ 23,855,102.11	Pittsburgh	PA	150	-	Turner & Townsend Heery, LLC	\$ 19,984,184.43	Atlanta	GA

*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 civil 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 interpretations, 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

Proudly shaking up the legal marketplace since 2013, Culhane 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 nearly 70 attorneys located in 12 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.culhane.law.



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