



# Top 150 USPS Suppliers by Payment Received for Fiscal Year 2001

This list is sorted by amount paid. An alphabetical listing by contractor name appears on page 3. We compiled this list from information we obtained from the U.S. Postal Service for *payments made* during USPS Fiscal Year 2001 (09/09/00 through 09/08/01). The information is based on contractor Taxpayer Identification Number (TIN); some TINs have been combined for companies that appear affiliated. The information on this list has not been audited and may not be fully accurate.

Compiled by  
**David P. Hendel, Esq.**  
**Wickwire Gavin, P.C.**

Rank	Vendor	Amount Paid	Rank	Vendor	Amount Paid
1	Emery Worldwide Airlines, Inc., Vienna, VA	\$749,024,880	29	Burlington Northern Railroad, St. Paul, MN	55,063,117
2	Mannesmann Dematic Rapistan Corp., Grand Rapids, MI	249,603,785	30	Gemini Air Cargo, Inc., Dulles, VA	54,879,691
3	Lockheed Martin Corp., Owego, NY	231,852,808	31	PRC, Inc., McLean, VA	52,755,254
4	Ford Motor Co., Dearborn, MI	228,236,643	32	US Airways, Inc., Winston-Salem, NC	52,691,882
5	Kitty Hawk Group Inc., Bedford, TX	170,467,176	33	PricewaterhouseCoopers, Fairfax, VA	50,951,360
6	Siemens ElectroCom LP, Novi, MI	163,458,159	34	Wheeler Bros. Inc., Somerset, PA	49,915,953
7	United Air Lines Inc., Chicago, IL	138,790,323	35	Boise Cascade Off. Products, Alexandria, VA	46,583,825
8	Delta Airlines Inc., Atlanta, GA	126,976,030	36	DDD Company, Landover, MD	44,405,911
9	Alan Ritchey, Valley View, TX	121,780,395	37	Resource Consultants Inc., Vienna, VA	43,186,965
10	Compaq Federal LLC, Greenbelt, MD	115,998,648	38	Nations Bank Corp., Atlanta, GA	43,122,397
11	Evergreen Airlines, Palatine, IL	115,540,948	39	Eagle Express Lines	41,218,202
12	IBM Corp., Bethesda, MD	113,321,623	40	Southwest Airlines Co., Dallas, TX	41,123,433
13	NCR Gov't Systems, Rockville, MD	106,302,634	41	Chase Manhattan Bank, Pittsburgh, PA	40,633,968
14	MCI Worldcom, McLean, VA	105,380,804	42	Weyerhaeuser Co., Lynchburgh, VA	37,508,531
15	American Airlines Inc., Dallas, TX	104,621,733	43	Electronic Data Systems Corp. Herndon, VA	36,653,121
16	Northwest Airlines Inc., St. Paul, MN	87,431,419	44	Accenture, Washington, DC	34,562,680
17	National Railroad Passenger Corp, Washington, DC	85,981,232	45	Hoovestol, Inc., Eagan, MN	33,328,366
18	New Breed Leasing, Greensboro, NC	82,640,836	46	Banknote Corp. of America, New York, NY	33,071,705
19	Norfolk Southern, Atlanta, GA	76,739,513	47	Alaska Airlines, Seattle, WA	28,378,155
20	Federal Express Corp., Memphis, TN	72,628,134	48	Sun Microsystems Inc., McLean, VA	26,368,209
21	Continental Airlines, Houston, TX	68,271,184	49	Amdahl Corporation, Washington, DC	24,194,189
22	Andersen Consulting LLP, Washington, DC	64,618,400	50	American Locker Security, Jamestown, NY	24,118,968
23	Pat Salmon & Sons, Little Rock, AR	64,297,203	51	International Envelope Co., Exton, PA	24,090,459
24	MediaCom, New York, NY	63,634,401	52	Bell & Howell, Chicago, IL	23,078,610
25	ABB Flexible Automation, New Berlin, WI	62,004,518	53	Minnesota Diversified Industries, St. Paul, MN	21,650,683
26	Midwest Transit Inc.	58,160,310	54	So. Texas Lighthouse, Corpus Christi, TX	21,234,516
27	Teletech Facilities Mgmt. Inc., Denver, CO	56,714,755	55	Computer Associates, Herndon, VA	21,214,972
28	Dyncorp, Reston, VA	55,238,879	56	America West Airlines, Phoenix, AZ	21,055,942

Rank	Vendor	Amount Paid	Rank	Vendor	Amount Paid
57	Bell Paper Box Inc., Sioux Falls, SD	21,045,090	104	Smurfit Recycling Co., Aston, PA	12,650,540
58	Unicor Federal Prison Ind., Washington, DC	20,986,596	105	Kyla Inc.	12,536,841
59	Beco Inc.	20,660,642	106	Key Handling Systems Inc., Moonachie, NJ	12,391,456
60	Pacific Gas & Electric Co., Sacramento, CA	20,321,410	107	Meyers Transp. of NY	12,387,031
61	Hallmark Mktg. Corp., Kansas City, MO	20,154,718	108	L&G Industries Inc.	12,190,099
62	911 Air Cargo Inc., Austin, TX	19,269,228	109	Advanced Information Systems, McLean, VA	12,111,764
63	Sennett Security Products, Chantilly, VA	19,058,983	110	Rood Trucking Co. Inc.	12,050,897
64	Avery Dennison	18,835,122	111	Wang Government Services, McLean, VA	11,911,986
65	Accu-Sort Systems Inc., Hatfield, PA	18,813,682	112	Bank of America, Dallas, TX	11,822,474
66	Alaska Central Express Inc., Anchorage, AK	18,804,569	113	Robert M. Neff Inc.	11,672,223
67	Clifford B. Finkle, Jr., Clifton, NJ	18,417,273	114	Leo Burnett USA, Chicago, IL	11,373,024
68	Flight Extenders	18,260,112	115	General Bag Corp., Cleveland, OH	11,109,918
69	Elbar Inc.	17,888,536	116	E.F. Thompson, Inc.	11,098,331
70	Sadler Bros. Trucking	17,498,639	117	W.E. Graham, Inc.	10,877,763
71	Charter America, Miami, FL	17,367,127	118	CTC Communications Corp., Hartford, CT	10,859,264
72	Verizon Wireless, Baltimore, MD	17,148,861	119	TXU Electric, Dallas, TX	10,768,672
73	TIP, Devon, PA	16,985,314	120	Streicher Mobile Fueling, Ft. Lauderdale, FL	10,701,974
74	CSX Lines, Jacksonville, FL	16,899,378	121	Thompson Bros. Inc., Norwich, NY	10,557,450
75	Tatonduk Outfitters Ltd., Fairbanks, AK	16,512,089	122	Grumman Olson Industries Inc., Sturgis, MI	10,548,335
76	Auth-Florence Mfg. Co., Glendale Hts., IL	16,373,851	123	Southern Mail Service	10,488,999
77	Oracle Corp., Reston, VA	16,346,629	124	Accurate Box Co. Inc., Paterson, NJ	10,426,200
78	Sprint, Overland Park, KS	16,020,160	125	Roth Trucking Inc.	10,398,945
79	Hartwig Transit Inc., Schiller Park, IL	15,933,372	126	TIC Enterprises, Roswell, GA	10,355,047
80	Comed, Chicago, IL	15,824,901	127	Aramark Uniform Services, Philadelphia, PA	10,275,751
81	Superior Jamestown Corp., Jamestown, NY	15,768,643	128	Orange County Container, City of Industry, CA	10,239,591
82	Alpine Air, Provo, UT	15,760,994	129	Lucas Trucking Corp.	10,051,840
83	Orkand Corp., The, Vienna, VA	15,628,678	130	Midland Delivery Service	9,943,655
84	Con Edison, New York, NY	15,458,596	131	Mac Motors Inc., Willow Grove, PA	9,940,043
85	East Coast Leasing	15,139,416	132	Exxon Mobil Corp., Atlanta, GA	9,752,762
86	Mike Albert Leasing, Cincinnati, OH	15,113,688	133	AmeriTech, Saginaw, MI	9,410,915
87	Lange Trucking	15,074,370	134	Responsible Solutions Ltd., Redwood City, CA	9,373,432
88	Northern Air Cargo, Anchorage, AK	15,038,279	135	Color-Box, Dubuque, IA	9,223,319
89	Sodrel Truck Lines Inc.	14,710,992	136	Con Edison Solutions, New York, NY	9,179,508
90	Bell South, Atlanta, GA	14,633,899	137	Ready Built Transmissions, Montgomery, AL	9,054,229
91	So. Cal. Edison Co., Rosemead, CA	14,097,144	138	Marriott Hotel Services Inc., Washington, DC	9,049,143
92	Byrd Trucking Co. Inc.	14,047,449	139	90 Church St. Limited, Boston, MA	8,937,908
93	B&B Trucking Co. Inc.	13,742,456	140	Beam Bros. Trucking	8,891,500
94	FCB, New York, NY	13,609,189	141	Freight Movers Inc.	8,627,470
95	General Technology Inc., Newport Beach, CA	13,603,114	142	Westvaco Envelope Division, Springfield, MA	8,553,983
96	AT&T, Phoenix, AZ	13,567,878	143	Capital Cargo Int'l. Airlines, Orlando, FL	8,419,670
97	American Express, Salt Lake City, UT	13,455,409	144	Lanier Brugh Inc.	8,370,914
98	Texas Mail Service	13,233,142	145	Manpower Inc., Milwaukee, WI	8,334,702
99	PSE&G Co., New Brunswick, NJ	13,106,551	146	Sodrel Truck Lines	8,253,950
100	Norbar Inc.	12,947,761	147	Detroit Edison, Detroit, MI	8,239,644
101	Sea-Land Service Inc.	12,882,273	148	Causley Trucking Inc., Saginaw, MI	8,188,505
102	Information Builders Inc., Arlington, VA	12,669,853	149	Quality Systems Inc., Reston, VA	8,142,254
103	Frankel & Company, Chicago, IL	12,652,710	150	Shuert Industries Inc., Sterling Hts., MI	8,085,638

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(In alphabetical order)**

<u>Name</u>	<u>Rank</u>	<u>Name</u>	<u>Rank</u>	<u>Name</u>	<u>Rank</u>
90 Church St. Limited	139	E.F. Thompson Inc.	116	Northern Air Cargo	88
911 Air Cargo Inc.	62	Eagle Express Lines	39	Northwest Airlines Inc.	16
ABB Flexible Automation	25	East Coast Leasing	85	Oracle Corporation	77
AT&T	96	Elbar Inc.	69	Orange County Container	128
Accenture	44	Electronic Data Systems Corp.	43	Orkand Corporation, The	83
Accu-Sort Systems Inc.	65	Emery Worldwide Airlines, Inc.	1	PRC Inc.	31
Accurate Box Co. Inc.	124	Evergreen International Airlines	11	PSE&G Co.	99
Advanced Information Systems	109	Exxon Mobil Corp.	132	Pacific Gas & Electric Company	60
Alan Ritchey	9	FCB	94	Pat Salmon & Sons	23
Alaska Airlines	47	Federal Express Corp.	20	PricewaterhouseCoopers	33
Alaska Central Express Inc.	66	Flight Extenders	68	Quality Systems	149
Alpine Air	82	Ford Motor Co.	4	Ready Built Transmissions	137
Amdahl Corporation	49	Frankel & Company	103	Resource Consultants Inc.	37
America West Airlines Inc.	56	Freight Movers Inc.	141	Responsible Solutions Ltd.	134
American Airlines	15	Gemini Air Cargo Inc.	30	Robert M. Neff Inc.	113
American Express	97	General Bag Corporation	115	Rood Trucking	110
AmeriTech	133	General Technology Inc.	95	Roth Trucking Inc.	125
Andersen Consulting LLP	22	Grumman Olson Industries Inc.	122	Sadler Bros. Trucking	70
Aramark Uniform Services	127	Hallmark Marketing Corp.	61	Sea-Land Service Inc.	101
Auth-Florence Manufacturing Co.	76	Hartwig Transit Inc.	79	Sennett Security Products	63
Avery Dennison	64	Hoovestol Inc.	45	Shuert Industries Inc.	150
B&B Trucking Co., Inc.	93	IBM Corp.	12	Siemens Electrocom LP	6
Bank of America	112	Information Builders	102	Smurfit	104
Banknote Corporation of America	46	International Envelope Company	51	Sodrel Truck Lines Inc.	89, 146
Beam Bros. Trucking	140	Key Handling Systems Inc.	106	South Texas Lighthouse	54
Beco Inc.	59	Kitty Hawk Group Inc.	5	Southern California Edison	91
Bell & Howell Postal Systems	52	Kyla Inc.	105	Southern Mail Service	123
Bell Paper Box Inc.	57	L&G Industries	108	Southwest Airlines Co.	40
BellSouth	90	Lange Trucking	87	Sprint	78
Boise Cascade Office Products	35	Lanier Brugh Inc.	144	Streicher Mobile Fueling Inc.	120
Burlington Northern Railroad	29	Leo Burnett USA	114	Sun Microsystems Inc.	48
Byrd Trucking Co. Inc.	92	Lockheed Martin Corp.	3	Superior Jamestown Corp.	81
CSX Lines	74	Lucas Trucking Corp.	129	TIC Enterprises	126
CTC Communications Corp.	118	MCI Worldcom	14	TIP	73
Capital Cargo Int'l. Airlines	143	Mac Motors Inc.	131	TXU Electric	119
Causley Trucking	148	Mannesmann Dematic Rapistan	2	Tatonduk Outfitters Ltd.	75
Charter America	71	Manpower Inc.	145	Teletech Facilities Management Inc.	27
Chase Manhattan Bank (Trustee)	41	Marriott Hotel Services Inc.	138	Texas Mail Service	98
Clifford B. Finkle, Jr.	67	MediaCom	24	Thompson Bros. Inc.	121
Color-Box Company	135	Meyers Transp.	107	Unicor Federal Prison Industries	58
Comed	80	Midland Delivery Service	130	United Air Lines Inc.	7
Compaq Federal LLC	10	Midwest Transit	26	Verizon	72
Computer Associates	55	Mike Albert Leasing	86	W.E. Graham Inc.	117
Con Edison	84	Minnesota Diversified Industries	53	Wang Government Services	111
Con Edison Solutions	136	NCR Government Systems	13	Westvaco Envelope Division	142
Continental Airlines Inc.	21	National Railroad Passenger Corp.	17	Weyerhaeuser Co.	42
DDD Company	36	Nations Bank Corp.	38	Wheeler Bros. Inc.	34
Delta Airlines Inc.	8	New Breed Leasing Corp.	18		
Detroit Edison	147	Norbar Inc.	100		
Dyncorp	28	Norfolk Southern	19		

**This information provided courtesy of the law firm of Wickwire Gavin, P.C.**

Wickwire Gavin helps a wide variety of postal contractors understand and work effectively within the Postal Service's unique contracting environment. We counsel and assist postal contractors in many areas, including solicitation review, proposal preparation, bid protests, subcontract drafting, contract administration, FOIA requests, contract interpretation, negotiation, equitable adjustments, claims litigation, terminations, investigations, and audits. The firm's postal contracting group is led by David Hendel and Stephen Hurlbut, shareholders in the firm who formerly served in the USPS General Counsel's office. They also developed and present the popular "Contracting with the U.S. Postal Service" seminar, which more than 800 postal contractor representatives have attended. The seminar will next be held in the spring of 2002 (details to be announced).



**David P. Hendel** is a shareholder in, and formerly Managing Director of, the law firm of Wickwire Gavin, P.C. He previously served as an Honors Attorney for the U.S. Postal Service General Counsel in the Office of Contracts and Property Law. While at the Postal Service, he reviewed hundreds of procurement actions, advised senior officials on contracting matters, drafted protest decisions, and received a special commendation for outstanding claims litigation. He counsels clients on all aspects of the postal procurement and contract administration process. David is co-author of the Federal Publications, Inc. *Briefing Paper* on "Contracting with the U.S. Postal Service." He served as a member of the Postal Service's Industry Review Task Force on information technology purchasing. Education: B.A., *magna cum laude*, with High Honors, Brandeis University; J.D., New York University School of Law.



**Stephen B. Hurlbut** is a shareholder in, and Managing Director of, the law firm of Wickwire Gavin, P.C. He formerly served as a trial attorney for the U.S. Postal Service in the Office of Contracts and Property Law. Since entering private practice in 1987, he has been lead counsel for postal contractors in a variety of Postal Service-related litigation. Steve is a former Chairman of the Postal Service Subcommittee of the Associated General Contractors' Federal Buildings Committee. He is co-author of the Federal Publications, Inc. *Briefing Paper* on "Contracting with the U.S. Postal Service." Education, B.A., *with distinction*, University of Virginia; J.D., Washington University School of Law.

David and Steve enjoy hearing from postal contractors, so please feel free to call or e-mail them with any questions at [dhendel@wickwire.com](mailto:dhendel@wickwire.com) or [shurlbut@wickwire.com](mailto:shurlbut@wickwire.com).

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