



Top 150 Suppliers for U.S. Postal Service FY 2005

Shown below are the top 150 suppliers to the U.S. Postal Service based on payments received in Fiscal Year 2005 (October 1, 2004—September 30, 2005). An alphabetical listing appears inside on page 3. We compiled the list from U.S. Postal Service data provided in response to a Freedom of Information Act request. Payments related to construction, leaseholds, and real estate projects are not included on this list. The information on this list has not been audited and may not be fully accurate. Please feel free to contact us at 703/90-8750 if you have any questions. "Top" lists for previous years are located at www.wickwire.com (click on "Postal Contracting").

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

FY04				FY04			
Rank	Rank	Vendor	Amount Paid	Rank	Rank	Vendor	Amount Paid
1	1	Federal Express	\$1,361,311,847	34	16	DHL	\$42,566,074
2	2	Northrop Grumman	\$450,544,815	35	35	Grainger	\$42,170,493
3	3	Siemens	\$268,918,358	36		Compaq Federal LLC	\$41,162,768
4	4	Lockheed Martin Corp	\$232,263,303	37		Motorola Inc	\$40,120,608
5	5	IBM Corporation	\$190,303,095	38	36	Pitney Bowes	\$36,941,724
6	13	Kalitta Air LLC	\$160,781,286	39	34	Freightliner LLC	\$36,434,998
7	8	MCI	\$141,382,991	40		EMC Corporation Federal Div	\$35,666,716
8	9	Delta Airlines Inc	\$129,314,199	41	51	Alaska Airlines Co	\$32,739,918
9	14	Campbell Ewald Comm	\$122,447,150	42		Throughbred Direct Intermodal	\$32,196,173
10	12	American Airlines	\$119,240,481	43	71	Southwest Airlines Co	\$31,387,550
11	45	Accu-Sort Systems Inc	\$100,292,362	44	79	Manpower International Inc	\$31,384,963
12	11	United Airlines Inc	\$100,289,163	45	54	Meyers Transport. of New York	\$29,525,142
13	7	Alan Ritchey Inc	\$95,821,601	46		Parsons Infra & Tech Grp Inc	\$28,570,919
14	10	NCR Corporation	\$78,906,960	47	85	Con Edison	\$28,100,142
15	18	Dunn Intech	\$78,658,597	48	68	Beam Bros Trucking Inc	\$27,331,143
16	41	International Truck	\$78,286,097	49	55	AC Technologies Inc	\$27,151,135
17	26	Eagle Express Lines Inc	\$77,557,572	50		Korte Construction Co	\$26,576,689
18	22	Boise Cascade Office Products	\$76,067,110	51	86	Clark Construction Group LLC	\$26,316,086
19	6	Hewlett Packard	\$72,272,856	52	56	Beco Inc	\$26,118,111
20	17	Convergys Corporation	\$68,941,948	53	39	Mail Contractors L L Co	\$26,029,847
21	20	Accenture	\$68,926,569	54	109	Lange Trucking Inc	\$24,431,513
22	15	Wheeler Bros Inc	\$65,934,072	55	72	Auth Florence Mfg Company	\$24,083,718
23	23	Evergreen - E A G L E	\$63,886,426	56	78	Postal Products Unlimited Inc	\$23,796,754
24	24	Continental Airlines Inc	\$63,660,638	57	141	Available Communications Inc	\$23,554,378
25	63	J B Hunt Transport Inc	\$62,861,289	58	77	90 Church Street LP	\$23,133,159
26	21	Pat Salmon & Sons	\$60,933,203	59	105	Sprint	\$22,200,921
27	70	Midwest Transport Inc	\$56,187,793	60	48	Sennett Security Products	\$22,026,962
28	31	Hallmark Custom Marketing Inc	\$54,832,535	61		Cendant Mobility	\$21,695,444
29	27	Northwest Airlines Inc	\$52,912,192	62	75	TXU Energy	\$21,330,779
30	38	Hoovestol Inc	\$50,308,545	63	57	Health & Human Services	\$21,132,173
31	32	R B Matheson Postal	\$50,195,114	64	140	Unicor Federal Prison	\$21,095,745
32	28	Dyncorp	\$47,000,738	65	83	Ashton Potter USA Ltd	\$20,930,260
33	47	New Breed Leasing Corporation	\$42,737,691	66	145	Alpine Aviation Inc	\$20,742,981

Wickwire Gavin, P.C., 8100 Boone Blvd., Suite 700, Vienna, VA 22182-7732
 Tel: 703/790-8750; Fax: 703/448-1801; dhendel@wickwire.com; www.wickwire.com

FY04				FY04			
Rank	Rank	Vendor	Amount Paid	Rank	Rank	Vendor	Amount Paid
67		Harris Orkand Information	\$20,226,123	109	104	SBC	\$13,558,642
68	37	Resource Consultants Inc	\$20,147,584	110	129	MDI Commercial Services Inc	\$13,408,753
69	98	MAC Motors Inc	\$19,988,096	111		Oracle Corporation	\$13,278,609
70	76	Northern Air Cargo	\$19,953,500	112		M & A Technology Inc	\$13,161,750
71		America West Airlines Inc	\$19,891,156	113		FKI Logistex Inc	\$13,131,059
72		ABB Incorporated	\$19,572,888	114	121	Chicago Tag & Label Inc	\$13,036,626
73	73	Bancroft & Sons Inc	\$19,511,357	115	103	Bell Paper Box	\$12,989,366
74	74	ELBAR Inc	\$19,483,635	116	130	Lanier Brugh Inc	\$12,803,418
75		General Services Admin	\$19,482,967	117		Cross Street Service Inc	\$12,706,275
76	82	Tatonduk Flying Service	\$19,413,384	118	128	Norbar Inc	\$12,488,129
77	33	EDS	\$19,359,090	119	136	Byrd Trucking Co Inc	\$12,309,850
78		ABM Security Services	\$18,118,489	120	127	Contract Transport Inc	\$12,179,816
79	65	Clifford B Finkle Jr In	\$18,046,438	121		NPC Inc	\$12,132,413
80		Temple-Inland	\$17,794,126	122	123	Norlease Inc Assigne	\$12,035,362
81	88	Sun Microsystems Federal Inc	\$17,786,595	123		Honeywell International Inc	\$12,033,369
82	67	Avery Dennison	\$17,745,076	124	64	Integrated Airline Service Inc	\$11,945,377
83	99	East Coast Leasing Inc	\$17,595,712	125	132	L & G Industries Inc	\$11,882,991
84	84	Nippon Cargo Airlines	\$17,370,965	126	102	Texas Mail Service Inc	\$11,645,990
85	90	Southern Mail Serv Inc	\$17,370,635	127		SLM Trans Inc	\$11,642,980
86	61	Sodrel Truck Lines Inc	\$17,333,584	128	81	Moser Enterprises Inc	\$11,345,420
87		Diversi Plast Products	\$16,983,481	129	94	South Texas Lighthouse	\$11,229,096
88	62	Verizon	\$16,925,322	130		Energys Inc	\$11,127,932
89	118	B and B Trucking Inc	\$16,829,164	131	147	E F Thompson Inc	\$11,054,486
90	93	Hartwig Transit Inc	\$16,579,106	132	95	SAP Public Services Inc	\$10,922,887
91	52	TIP Government Servi	\$16,401,351	133	139	Carter Control Systems	\$10,872,091
92	112	COMED	\$16,217,633	134		Pav Lak Contracting Inc	\$10,844,071
93		Chrysler Financial Company	\$15,545,147	135	149	Lucas Trucking Corp	\$10,788,376
94	120	Worldwide Flight Ser	\$15,487,482	136		Siegling America LLC	\$10,768,507
95	87	North American Conveyor Inc	\$14,984,454	137		Lynden Air Cargo	\$10,720,869
96		British Airways PLC	\$14,935,329	138		Adecco Tad Technical	\$10,635,543
97	60	Pacific Gas & Electric Company	\$14,817,434	139		Jaynes Corp	\$10,600,143
98	100	Sadler Brothers Trucking	\$14,604,255	140		Roth Trucking Inc	\$10,479,145
99	108	Kyla Inc	\$14,576,928	141	125	All Nippon Airways	\$10,320,281
100	137	Amerada Hess Corp	\$14,477,523	142		American Bank Note Company	\$10,200,291
101		Alan Berman Trkg Inc	\$14,213,293	143		Camco Construction Inc	\$10,181,969
102	69	Berry Contractors Inc	\$14,088,701	144	106	Western Industrial Contractors	\$10,140,105
103	131	Jasper Engine Exchange Inc	\$13,927,352	145	53	American Locker Security Sys	\$10,045,285
104	114	Midland Delivery	\$13,829,753	146		MSC Industrial Supply Co Inc	\$10,032,730
105		Petroleum Traders Corporation	\$13,668,629	147	92	Weyerhaeuser Company	\$9,950,103
106	111	Johnston McLamb Case	\$13,665,876	148	116	The Goodyear Tire An	\$9,877,633
107		United Parcel Service Co	\$13,662,814	149		CBF Trucking Inc	\$9,871,197
108	134	Smurfit Stone	\$13,628,452	150		Tiger Natural Gas Inc	\$9,806,192

Top 150 Suppliers by Payment Received for FY 2005 *(in alphabetical order)*

Vendor	Rank	Vendor	Rank	Vendor	Rank
90 Church Street LP	58	Dyncorp	32	New Breed Leasing Corporation	33
ABB Incorporated	72	E F Thompson Inc	131	Nippon Cargo Airlines	84
ABM Security Services	78	Eagle Express Lines Inc	17	Norbar Inc	118
AC Technologies Inc	49	East Coast Leasing Inc	83	Norlease Inc Assigne	122
Accenture	21	EDS	77	North American Conveyor Inc	95
Accu-Sort Systems Inc	11	ELBAR Inc	74	Northern Air Cargo	70
Adecco Tad Technical	138	EMC Corporation Federal Div	40	Northrop Grumman	2
Alan Berman Trkg Inc	101	Energys Inc	130	Northwest Airlines Inc	29
Alan Ritchey Inc	13	Evergreen - E A G L E	23	NPC Inc	121
Alaska Airlines Co	41	Federal Express	1	Oracle Corporation	111
All Nippon Airways	141	FKI Logistex Inc	113	Pacific Gas & Electric Co	97
Alpine Aviation Inc	66	Freightliner LLC	39	Parsons Infra & Tech Grp Inc	46
Amerada Hess Corp	100	General Services Administration	75	Pat Salmon & Sons	26
America West Airlines Inc	71	Grainger	35	Pav Lak Contracting Inc	134
American Airlines	10	Hallmark Custom Marketing Inc	28	Petroleum Traders Corp	105
American Bank Note Company	142	Harris Orkand Information	67	Pitney Bowes	38
American Locker Security Sys	145	Hartwig Transit Inc	90	Postal Products Unlimited Inc	56
Ashton Potter USA Ltd	65	Health & Human Services	63	R B Matheson Postal	31
Auth Florence Mfg Company	55	Hewlett Packard	19	Resource Consultants Inc	68
Available Communications Inc	57	Honeywell International Inc	123	Roth Trucking Inc	140
Avery Dennison	82	Hoovestol Inc	30	Sadler Brothers Trucking	98
B and B Trucking Inc	89	IBM Corporation	5	SAP Public Services Inc	132
Bancroft & Sons Inc	73	Integrated Airline Service Inc	124	SBC	109
Beam Bros Trucking Inc	48	International Truck	16	Sennett Security Products	60
Beco Inc	52	J B Hunt Transport Inc	25	Siegling America LLC	136
Bell Paper Box	115	Jasper Engine Exchange Inc	103	Siemens	3
Berry Contractors Inc	102	Jaynes Corp	139	SLM Trans Inc	127
Boise Cascade Office Products	18	Johnston Mclamb Case	106	Smurfit Stone	108
British Airways PLC	96	Kalitta Air LLC	6	Sodrel Truck Lines Inc	86
Byrd Trucking Co Inc	119	Korte Construction Co	50	South Texas Lighthouse	129
Camco Construction Inc	143	Kyla Inc	99	Southern Mail Serv Inc	85
Campbell Ewald Comm	9	L & G Industries Inc	125	Southwest Airlines Co	43
Carter Control Systems	133	Lange Trucking Inc	54	Sprint	59
CBF Trucking Inc	149	Lanier Brugh Inc	116	Sun Microsystems Federal Inc	81
Cendant Mobility	61	Lockheed Martin Corp	4	Tatonduk Flying Service	76
Chicago Tag & Label Inc	114	Lucas Trucking Corp	135	Temple-Inland	80
Chrysler Financial Company	93	Lynden Air Cargo	137	Texas Mail Service Inc	126
Clark Construction Group LLC	51	M & A Technology Inc	112	The Goodyear Tire An	148
Clifford B Finkle Jr In	79	MAC Motors Inc	69	Throughbred Direct Intermodal	42
COMED	92	Mail Contractors L L Co	53	Tiger Natural Gas Inc	150
Compaq Federal LLC	36	Manpower International Inc	44	TIP Government Servi	91
Con Edison	47	MCI	7	TXU Energy	62
Continental Airlines Inc	24	MDI Commercial Services Inc	110	Unicor Federal Prison	64
Contract Transport Inc	120	Meyers Transportation of New York	45	United Airlines Inc	12
Convergys Corporation	20	Midland Delivery	104	United Parcel Service Co	107
Cross Street Service Inc	117	Midwest Transport Inc	27	Verizon	88
Delta Airlines Inc	8	Moser Enterprises Inc	128	Western Industrial Contractors	144
DHL	34	Motorola Inc	37	Weyerhaeuser Company	147
Diversi Plast Products	87	MSC Industrial Supply Co Inc	146	Wheeler Bros Inc	22
Dunn Intech	15	NCR Corporation	14	Worldwide Flight Ser	94

A Unique Perspective on Postal Contracting

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 adjustment
- Proposal review
- Protests
- Contract award
- Compliance
- Contract administration
- Changes
- Payments
- Implied conditions
- Modifications
- Delays
- Requests for equitable adjustment
- Negotiation
- Contract interpretation
- Subcontracting
- Cost & pricing data
- Claim preparation
- Audits
- Terminations
- Disputes
- ADR
- Claims litigation

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. 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 or shurlbut@wickwire.com.

For more information, please visit our Web site or contact us at:

Wickwire Gavin, P.C.
Suite 700, 8100 Boone Boulevard
Vienna, VA 22182-7732
Tel: 703/790-8750
Fax: 703/448-1801
www.wickwire.com



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 has counseled over 100 companies who do business with the Postal Service on all aspects of procurement and contract administration. David writes a monthly column on postal contracting for *The Star Carrier* and is the co-author of the Federal Publications, Inc. *Briefing Paper* on "Contracting with the U.S. Postal Service II" (September 2002). 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 formerly Managing Director of, the law firm of Wickwire Gavin, P.C. He 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 the co-author of the Federal Publications, Inc. *Briefing Paper* on "Contracting with the U.S. Postal Service II" (September 2002). He is also the co-author of two well-respected construction scheduling publications: *Construction Scheduling: Liability, Claims and Disputes* (1991; 2nd Ed., 2003; Aspen Law & Business) and "Use of Critical Path Method Techniques in Contract Claims: Issues and Developments, 1974 to

Announcing the return presentation of

Doing Business with the U.S. Postal Service

May 4, 2006 • Marriott at Tyson's Corner, Vienna, VA

A special one-day seminar on doing business with the Postal Service – essential information for all postal contractors presented by recognized industry experts. Now featuring a new session on **compliance!**

Register by April 13 and receive the Early Bird Registration Rate of \$395 (a \$100 savings). Visit our Web site at www.wickwire.com for details (click on "Postal Contracting"). Contact Beth Hughes at Wickwire Gavin, P.C. by telephone (703/790-8750) or email (bhughes@wickwire.com) for more information.

One day of intensive instruction for ALL postal contractors – seasoned & new!

Doing Business with the U.S. Postal Service

A special one-day seminar providing essential information for all postal contractors presented by recognized industry experts

May 4, 2006
Marriott Hotel
Tyson's Corner, Virginia

Presented by
Wickwire Gavin
MEMBERS OF LAW
www.wickwire.com