

MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES
FISCAL YEAR 2019 (Oct. 1, 2018-Sep. 30, 2019) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2018
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Fiscal Year		Change		Fiscal Year		Change		Fiscal Year		Change	
	FY 2019	FY 2018	Amount	Percent	FY 2019	FY 2018	Amount	Percent	FY 2019	FY 2018	Amount	Percent
First-Class Mail:												
Single-Piece Letters	8,284,783	8,411,074	(126,291)	(1.5)	15,953,934	16,861,027	(907,093)	(5.4)	467,047	501,677	(34,630)	(6.9)
Single-Piece Cards	203,989	225,337	(21,348)	(9.5)	563,453	631,737	(68,283)	(10.8)	3,618	4,053	(435)	(10.7)
Total Single-Piece Letters and Cards	8,488,772	8,636,411	(147,639)	(1.7)	16,517,387	17,492,764	(975,377)	(5.6)	470,664	505,730	(35,065)	(6.9)
Presort Letters	13,689,504	13,761,219	(71,715)	(0.5)	35,207,142	35,758,782	(551,641)	(1.5)	2,032,376	2,067,798	(35,422)	(1.7)
Presort Cards	502,518	539,807	(37,289)	(6.9)	1,923,399	2,074,704	(151,305)	(7.3)	15,713	16,951	(1,238)	(7.3)
Total Presort Letters and Cards	14,192,021	14,301,026	(109,005)	(0.8)	37,130,541	37,833,487	(702,946)	(1.9)	2,048,089	2,084,748	(36,660)	(1.8)
Flats	1,648,854	1,900,134	(251,280)	(13.2)	1,295,348	1,385,365	(90,016)	(6.5)	261,492	278,938	(17,447)	(6.3)
Domestic Negotiated Serv. Agreement Mail	0	0	0	-	0	0	0	-	0	0	0	-
Outbound First-Class Mail International	184,408	198,140	(13,732)	(6.9)	126,054	132,032	(5,979)	(4.5)	6,449	7,143	(694)	(9.7)
Inbound Intl. Letter-Post Single-Piece & NSA Mail	843,113	841,714	1,399	0.2	563,149	622,569	(59,420)	(9.5)	238,348	243,671	(5,323)	(2.2)
First-Class Mail Fees	104,829	110,465	(5,635)	(5.1)	-	-	-	-	-	-	-	-
Total First-Class Mail	25,461,998	25,987,889	(525,891)	(2.0)	55,632,479	57,466,216	(1,833,738)	(3.2)	3,025,042	3,120,230	(95,188)	(3.1)
USPS Marketing Mail:												
High Density and Saturation Letters	1,195,697	1,153,496	42,201	3.7	7,253,647	7,265,425	(11,779)	(0.2)	292,006	294,541	(2,535)	(0.9)
High Density and Saturation Flats & Parcels	2,065,768	2,025,122	40,646	2.0	11,606,928	11,575,099	31,828	0.3	2,034,704	2,137,076	(102,373)	(4.8)
Carrier Route	1,668,960	1,847,842	(178,882)	(9.7)	6,358,867	7,035,083	(676,216)	(9.6)	1,304,414	1,519,813	(215,399)	(14.2)
Letters	9,713,346	9,658,177	55,169	0.6	45,966,176	46,532,796	(566,619)	(1.2)	2,242,030	2,294,262	(52,232)	(2.3)
Flats	1,560,533	1,649,995	(89,462)	(5.4)	3,818,182	4,081,145	(262,963)	(6.4)	961,509	1,051,386	(89,877)	(8.5)
Parcels	48,293	42,594	5,698	13.4	36,861	35,046	1,815	5.2	14,852	13,131	1,721	13.1
Every Door Direct Mail Retail	119,485	126,628	(7,143)	(5.6)	649,386	712,621	(63,235)	(8.9)	82,368	90,389	(8,021)	(8.9)
Domestic Negotiated Serv. Agreement Mail	0	14,187	(14,187)	(100.0)	0	68,445	(68,445)	(100.0)	0	14,508	(14,508)	(100.0)
USPS Marketing Mail Fees	35,036	36,516	(1,480)	(4.1)	-	-	-	-	-	-	-	-
Total USPS Marketing Mail	16,407,117	16,554,556	(147,439)	(0.9)	75,690,047	77,305,661	(1,615,613)	(2.1)	6,931,881	7,415,106	(483,225)	(6.5)
Periodicals Mail:												
In-County	55,512	55,916	(404)	(0.7)	499,313	510,335	(11,022)	(2.2)	127,964	134,326	(6,362)	(4.7)
Outside County	1,132,246	1,214,415	(82,169)	(6.8)	4,135,305	4,483,474	(348,169)	(7.8)	1,444,298	1,610,087	(165,789)	(10.3)
Periodicals Mail Fees	6,319	6,392	(73)	(1.1)	-	-	-	-	-	-	-	-
Total Periodicals Mail	1,194,077	1,276,723	(82,646)	(6.5)	4,634,618	4,993,809	(359,191)	(7.2)	1,572,263	1,744,413	(172,151)	(9.9)
Package Services Mail:												
Alaska Bypass	31,731	30,802	930	3.0	1,274	1,258	16	1.3	85,758	84,644	1,114	1.3
Bound Printed Matter Flats	190,487	192,752	(2,265)	(1.2)	254,368	258,826	(4,459)	(1.7)	428,698	428,290	408	0.1
Bound Printed Matter Parcels	314,168	323,176	(9,008)	(2.8)	285,933	302,800	(16,868)	(5.6)	590,904	650,009	(59,105)	(9.1)
Media and Library Mail	283,892	276,683	7,209	2.6	80,122	79,169	953	1.2	174,195	180,143	(5,948)	(3.3)
Package Services Mail Fees	1,141	971	170	17.5	-	-	-	-	-	-	-	-
Total Package Services Mail	821,420	824,383	(2,963)	(0.4)	621,696	642,053	(20,357)	(3.2)	1,279,555	1,343,086	(63,532)	(4.7)

COMPETITIVE PRODUCTS
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(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Fiscal Year		Change		Fiscal Year		Change		Fiscal Year		Change	
	FY 2019	FY 2018	FY 2019 over FY 2018 Amount	FY 2019 over FY 2018 Percent	FY 2019	FY 2018	FY 2019 over FY 2018 Amount	FY 2019 over FY 2018 Percent	FY 2019	FY 2018	FY 2019 over FY 2018 Amount	FY 2019 over FY 2018 Percent
Priority Mail Express:												
Total Priority Mail Express	716,187	752,236	(36,049)	(4.8)	26,163	28,240	(2,077)	(7.4)	28,225	30,333	(2,108)	(6.9)
First-Class Package Service:												
Total First Class Package Service	4,466,212	3,878,471	587,741	15.2	1,398,204	1,279,458	118,746	9.3	532,379	496,429	35,950	7.2
Retail Ground Mail:												
Total Retail Ground	266,432	285,948	(19,516)	(6.8)	11,872	13,784	(1,912)	(13.9)	83,037	94,537	(11,500)	(12.2)
Priority Mail:												
Total Priority Mail	9,463,724	9,055,307	408,417	4.5	1,085,277	1,070,051	15,226	1.4	2,854,404	2,742,352	112,052	4.1
Parcel Select Mail:												
Total Parcel Select Mail	6,800,932	6,407,785	393,147	6.1	2,909,870	2,991,657	(81,786)	(2.7)	7,701,220	7,169,065	532,155	7.4
Parcel Return Service Mail:												
Total Parcel Return Service Mail	203,426	220,008	(16,582)	(7.5)	75,373	88,691	(13,317)	(15.0)	199,044	229,418	(30,374)	(13.2)
International Mail:												
Outbound Priority Mail International	352,470	389,514	(37,044)	(9.5)	5,865	6,621	(756)	(11.4)	37,733	44,284	(6,551)	(14.8)
Outbound International Expedited Services	95,366	107,886	(12,519)	(11.6)	1,125	1,279	(154)	(12.1)	6,284	7,595	(1,311)	(17.3)
Other Outbound International Mail	672,016	793,265	(121,249)	(15.3)	144,072	162,847	(18,775)	(11.5)	78,689	88,351	(9,663)	(10.9)
Inbound International	254,766	246,642	8,124	3.3	14,633	15,856	(1,223)	(7.7)	108,231	112,874	(4,643)	(4.1)
International Mail Fees	7	23	(16)	(69.6)	-	-	-	-	-	-	-	-
Total International Mail	1,374,626	1,537,330	(162,704)	(10.6)	165,695	186,604	(20,908)	(11.2)	230,937	253,104	(22,168)	(8.8)
Total Competitive Mail	23,291,539	22,137,086	1,154,453	5.2	5,672,455	5,658,485	13,970	0.2	11,629,246	11,015,239	614,008	5.6

**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
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	FY 2019	FY 2018	Amount	Percent	FY 2019	FY 2018	Amount	Percent	FY 2019	FY 2018	Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	67,176,151	66,780,637	395,513	0.6	142,569,982	146,402,059	(3,832,077)	(2.6)	24,551,755	24,767,308	(215,553)	(0.9)
Total All Services	2,688,113	2,676,576	11,537	0.4	5,990,021	5,927,454	62,567	1.1				
Total All Mail and Services	69,864,264	69,457,213	407,050	0.6								
Total All Other Revenue	1,441,225	1,325,767	115,458	8.7								
Total All Revenue	71,305,488	70,782,980	522,508	0.7								

RPW SUMMARY REPORT FOOTNOTES: MARKET DOMINANT PRODUCTS SECTION

1/ Not included elsewhere in this report.

3/ Year to Date Post Office Box volume is equal to the volume for the current time period. Adding Post Office Box volumes for any period is not a reflection of the number of boxes rented.

6/ The figures presented for the prior year use a methodology consistent with the methodology used to calculate the current year's figures. This allows for a direct comparison of the years (independent of methodological changes that have occurred). As a result, the prior year's figures shown in this report may differ from those in the previous year.

- Report totals may not sum due to rounding.

RPW SUMMARY REPORT FOOTNOTES: COMPETITIVE PRODUCTS SECTION

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