

MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR FISCAL YEAR
FISCAL YEAR 2018 (Oct. 1, 2017-Sep. 30, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Fiscal Year		Change		Fiscal Year		Change		Fiscal Year		Change	
	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent
First-Class Mail:												
Single-Piece Letters	8,400,677	8,767,062	(366,385)	(4.2)	16,830,360	17,907,942	(1,077,582)	(6.0)	499,483	536,596	(37,112)	(6.9)
Single-Piece Cards	224,634	235,384	(10,750)	(4.6)	630,117	674,676	(44,559)	(6.6)	4,042	4,322	(280)	(6.5)
Total Single-Piece Letters and Cards	8,625,311	9,002,446	(377,135)	(4.2)	17,460,477	18,582,618	(1,122,142)	(6.0)	503,525	540,918	(37,392)	(6.9)
Presort Letters	13,775,590	14,002,184	(226,594)	(1.6)	35,795,690	36,670,181	(874,491)	(2.4)	1,959,946	2,019,372	(59,426)	(2.9)
Presort Cards	540,062	547,549	(7,487)	(1.4)	2,075,510	2,125,273	(49,762)	(2.3)	16,956	17,358	(401)	(2.3)
Total Presort Letters and Cards	14,315,652	14,549,733	(234,081)	(1.6)	37,871,200	38,795,454	(924,254)	(2.4)	1,976,902	2,036,730	(59,827)	(2.9)
Flats	1,909,874	1,998,585	(88,711)	(4.4)	1,381,864	1,455,178	(73,314)	(5.0)	269,417	289,822	(20,405)	(7.0)
Parcels 2/	0	548,888	(548,888)	(100.0)	0	191,742	(191,742)	(100.0)	0	60,186	(60,186)	(100.0)
Domestic Negotiated Serv. Agreement Mail	0	0	0	-	0	0	0	-	0	0	0	-
Outbound First-Class Mail International	198,140	231,102	(32,962)	(14.3)	132,032	152,094	(20,062)	(13.2)	7,143	8,540	(1,397)	(16.4)
Inbound Intl. Letter-Post Single-Piece & NSA Mai	841,714	706,507	135,207	19.1	622,569	643,554	(20,985)	(3.3)	243,671	235,503	8,168	3.5
First-Class Mail Fees	125,148	137,773	(12,625)	(9.2)	-	-	-	-	-	-	-	-
First-Class Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total First-Class Mail	26,015,838	27,175,033	(1,159,195)	(4.3)	57,468,142	59,820,640	(2,352,498)	(3.9)	3,000,659	3,171,699	(171,040)	(5.4)
USPS Marketing Mail:												
High Density and Saturation Letters	1,153,580	1,089,166	64,415	5.9	7,265,225	7,093,856	171,369	2.4	244,093	241,205	2,887	1.2
High Density and Saturation Flats & Parcels	2,027,952	1,978,988	48,964	2.5	11,592,369	11,231,484	360,885	3.2	2,138,383	2,092,052	46,331	2.2
Carrier Route	1,847,737	1,858,951	(11,214)	(0.6)	7,034,113	7,133,004	(98,891)	(1.4)	1,519,641	1,529,335	(9,694)	(0.6)
Letters	9,656,356	9,574,162	82,194	0.9	46,517,167	46,973,209	(456,042)	(1.0)	2,293,497	2,338,927	(45,430)	(1.9)
Flats	1,649,376	1,900,058	(250,683)	(13.2)	4,078,768	4,944,063	(865,296)	(17.5)	1,046,117	1,237,673	(191,557)	(15.5)
Parcels	42,243	45,678	(3,435)	(7.5)	34,650	40,582	(5,932)	(14.6)	12,931	14,289	(1,358)	(9.5)
Every Door Direct Mail Retail	126,628	133,955	(7,327)	(5.5)	712,621	758,160	(45,539)	(6.0)	90,389	96,165	(5,776)	(6.0)
Domestic Negotiated Serv. Agreement Mail	14,187	47,050	(32,864)	(69.8)	68,445	195,484	(127,040)	(65.0)	14,508	41,762	(27,254)	(65.3)
USPS Marketing Mail Fees	36,408	43,950	(7,542)	(17.2)	-	-	-	-	-	-	-	-
USPS Marketing Mail Dom. NSA Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total USPS Marketing Mail	16,554,467	16,671,959	(117,492)	(0.7)	77,303,357	78,369,843	(1,066,486)	(1.4)	7,359,558	7,591,408	(231,850)	(3.1)
Periodicals Mail:												
In-County	55,923	56,866	(943)	(1.7)	510,334	516,432	(6,099)	(1.2)	134,325	141,189	(6,865)	(4.9)
Outside County	1,214,408	1,306,063	(91,655)	(7.0)	4,482,996	4,784,313	(301,318)	(6.3)	1,609,963	1,780,783	(170,820)	(9.6)
Periodicals Mail Fees	6,369	11,833	(5,464)	(46.2)	-	-	-	-	-	-	-	-
Total Periodicals Mail	1,276,700	1,374,762	(98,062)	(7.1)	4,993,329	5,300,745	(307,416)	(5.8)	1,744,288	1,921,972	(177,684)	(9.2)
Package Services Mail:												
Alaska Bypass	32,910	33,694	(785)	(2.3)	1,258	1,306	(48)	(3.7)	84,644	87,974	(3,330)	(3.8)
Bound Printed Matter Flats	197,673	200,292	(2,618)	(1.3)	265,404	264,493	912	0.3	439,122	429,995	9,127	2.1
Bound Printed Matter Parcels	318,254	297,160	21,093	7.1	294,800	277,594	17,206	6.2	637,855	614,646	23,209	3.8
Media and Library Mail	276,316	268,351	7,965	3.0	78,964	76,963	2,001	2.6	179,886	182,639	(2,752)	(1.5)
Package Services Mail Fees	2,755	3,237	(483)	(14.9)	-	-	-	-	-	-	-	-
Total Package Services Mail	827,907	802,734	25,172	3.1	640,425	620,355	20,070	3.2	1,341,507	1,315,253	26,254	2.0

MARKET DOMINANT 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 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent
U.S. Postal Service Mail	-	-	-	-	290,423	322,338	(31,915)	(9.9)	113,123	105,646	7,477	7.1
Free Mail	-	-	-	-	42,115	44,719	(2,604)	(5.8)	14,826	19,902	(5,075)	(25.5)
Total Market Dominant Mail	44,674,912	46,024,488	(1,349,576)	(2.9)	140,737,791	144,478,640	(3,740,849)	(2.6)	13,573,962	14,125,880	(551,919)	(3.9)
Ancillary Services:												
Certified Mail	613,642	672,086	(58,444)	(8.7)	178,689	200,888	(22,199)	(11.1)				
Collect on Delivery	3,974	4,171	(198)	(4.7)	360	395	(35)	(8.9)				
Delivery Confirmation	1,103	804	300	37.3	5,338,495	4,951,414	387,080	7.8				
Insurance	79,140	74,482	4,657	6.3	17,619	14,766	2,853	19.3				
Registered Mail	29,137	30,415	(1,278)	(4.2)	1,832	1,985	(154)	(7.7)				
Return Receipts	323,127	339,940	(16,813)	(4.9)	141,842	147,004	(5,162)	(3.5)				
Stamped Envelopes and Cards	11,757	13,115	(1,359)	(10.4)	-	-	-	-				
Other Domestic Ancillary Services	77,424	96,110	(18,686)	(19.4)	26,288	32,320	(6,032)	(18.7)				
International Ancillary Services	46,934	35,127	11,807	33.6	25,333	25,858	(525)	(2.0)				
Total Ancillary Services	1,186,237	1,266,250	(80,013)	(6.3)	5,730,457	5,374,631	355,826	6.6				
Special Services:												
Money Orders	146,822	146,813	9	0.0	83,390	86,835	(3,445)	(4.0)				
Post Office Box Service 3/	287,485	278,659	8,826	3.2	5,717	5,813	(96)	(1.7)				
Other Domestic Special Services	104,602	108,283	(3,681)	(3.4)	1,133	1,748	(615)	(35.2)				
Other International Special Services	0	0	-	-	0	0	-	-				
Total Additional Special Services	538,909	533,754	5,154	1.0	90,241	94,396	(4,156)	(4.4)				
Total Market Dominant Services	1,725,146	1,800,005	(74,859)	(4.2)	5,820,698	5,469,027	351,671	6.4				
Total Market Dominant Mail and Services	46,400,058	47,824,493	(1,424,435)	(3.0)								
Other Market Dominant Revenue	1,196,353	1,109,653	86,700	7.8								
Total Market Dominant Revenue	47,596,411	48,934,146	(1,337,735)	(2.7)								

Service Transactions	
U.S. Postal Service Mail	
FY 2018 1/	
Ancillary Services	14,737
Other Services	933
Total	15,670

COMPETITIVE PRODUCTS
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	Fiscal Year		Change		Fiscal Year		Change		Fiscal Year		Change	
	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent
Priority Mail Express:												
Total Priority Mail Express Mail	751,368	765,972	(14,604)	(1.9)	28,211	29,763	(1,552)	(5.2)	30,287	32,939	(2,652)	(8.0)
First-Class Package Service:												
Total First Class Package Service 2/	3,870,555	2,804,075	1,066,480	38.0	1,274,600	965,437	309,163	32.0	491,352	395,237	96,115	24.3
USPS Retail Ground Mail:												
Total USPS Retail Ground	283,889	349,982	(66,093)	(18.9)	13,762	18,607	(4,846)	(26.0)	94,456	116,034	(21,577)	(18.6)
Priority Mail:												
Total Priority Mail	9,103,194	8,367,509	735,685	8.8	1,074,470	1,026,535	47,935	4.7	2,698,954	2,425,965	272,989	11.3
Parcel Select Mail:												
Total Parcel Select Mail	6,407,771	5,661,659	746,112	13.2	2,997,008	2,796,085	200,923	7.2	7,188,827	6,333,041	855,786	13.5
Parcel Return Service Mail:												
Total Parcel Return Service Mail	220,008	182,905	37,103	20.3	88,691	69,154	19,537	28.3	229,418	194,533	34,885	17.9
International Mail:												
Outbound Priority Mail International	389,514	432,065	(42,550)	(9.8)	6,621	7,535	(913)	(12.1)	44,284	50,246	(5,962)	(11.9)
Outbound International Expedited Services	107,886	110,908	(3,023)	(2.7)	1,279	1,297	(18)	(1.4)	7,595	7,126	469	6.6
Other Outbound International Mail	793,265	854,877	(61,612)	(7.2)	162,847	181,626	(18,778)	(10.3)	88,351	89,520	(1,169)	(1.3)
Inbound International	246,642	236,960	9,682	4.1	15,856	15,292	564	3.7	112,874	109,575	3,299	3.0
International Mail Fees	23	7	16	231.4	-	-	-	-	-	-	-	-
Total International Mail	1,537,330	1,634,817	(97,487)	(6.0)	186,604	205,750	(19,146)	(9.3)	253,104	256,467	(3,363)	(1.3)
Total Competitive Mail	22,174,115	19,766,919	2,407,196	12.2	5,663,346	5,111,331	552,014	10.8	10,986,399	9,754,215	1,232,184	12.6

**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
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	Fiscal Year		Change		Fiscal Year		Change		Fiscal Year		Change	
	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	66,849,027	65,791,408	1,057,619	1.6	146,401,137	149,589,972	(3,188,835)	(2.1)	24,560,360	23,880,095	680,265	2.8
Total All Services	2,608,186	2,659,551	(51,364)	(1.9)	5,909,238	5,560,826	348,412	6.3				
Total All Mail and Services	69,457,213	68,450,958	1,006,255	1.5								
Total All Other Revenue	1,325,767	1,243,644	82,123	6.6								
Total All Revenue	70,782,980	69,694,602	1,088,378	1.6								

RPW SUMMARY REPORT FOOTNOTES: MARKET DOMINANT PRODUCTS SECTION

1/ Not included elsewhere in this report.

2/ First-Class Mail Parcels within this category have been shifted to the First-Class Package Service competitive product category as of September 3, 2017.

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.

RPW SUMMARY REPORT FOOTNOTES: COMPETITIVE PRODUCTS SECTION

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