

MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2019 (Oct. 1, 2018-Dec. 31, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2018
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		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
First-Class Mail:												
Single-Piece Letters	2,465,049	2,479,190	(14,141)	(0.6)	4,884,325	5,028,568	(144,243)	(2.9)	144,946	151,983	(7,037)	(4.6)
Single-Piece Cards	59,270	61,810	(2,540)	(4.1)	164,345	175,698	(11,353)	(6.5)	1,052	1,126	(75)	(6.6)
Total Single-Piece Letters and Cards	2,524,319	2,541,000	(16,681)	(0.7)	5,048,671	5,204,267	(155,596)	(3.0)	145,997	153,109	(7,112)	(4.6)
Presort Letters	3,467,939	3,466,899	1,039	0.0	8,974,331	9,099,102	(124,770)	(1.4)	515,497	526,401	(10,904)	(2.1)
Presort Cards	132,107	154,520	(22,413)	(14.5)	505,822	600,119	(94,297)	(15.7)	4,132	4,905	(773)	(15.8)
Total Presort Letters and Cards	3,600,046	3,621,419	(21,374)	(0.6)	9,480,154	9,699,221	(219,067)	(2.3)	519,630	531,306	(11,677)	(2.2)
Flats	489,113	508,828	(19,715)	(3.9)	360,903	373,801	(12,897)	(3.5)	72,219	75,162	(2,943)	(3.9)
Domestic Negotiated Serv. Agreement Mail	0	0	0	-	0	0	0	-	0	0	0	-
Outbound First-Class Mail International	63,998	74,035	(10,036)	(13.6)	45,921	50,423	(4,502)	(8.9)	2,193	2,567	(374)	(14.6)
Inbound Intl. Letter-Post Single-Piece & NSA Mail	228,688	220,764	7,924	3.6	167,094	175,093	(7,999)	(4.6)	68,856	70,352	(1,496)	(2.1)
First-Class Mail Fees	27,681	29,229	(1,548)	(5.3)	-	-	-	-	-	-	-	-
Total First-Class Mail	6,933,845	6,995,276	(61,430)	(0.9)	15,102,743	15,502,804	(400,062)	(2.6)	808,895	832,497	(23,602)	(2.8)
USPS Marketing Mail:												
High Density and Saturation Letters	313,762	305,782	7,980	2.6	1,974,370	1,960,746	13,624	0.7	77,759	77,051	709	0.9
High Density and Saturation Flats & Parcels	581,506	521,621	59,885	11.5	3,352,782	2,974,676	378,106	12.7	569,753	570,503	(750)	(0.1)
Carrier Route	613,128	574,747	38,381	6.7	2,399,474	2,233,759	165,715	7.4	444,896	495,943	(51,047)	(10.3)
Letters	2,657,601	2,532,409	125,192	4.9	12,968,201	12,477,691	490,511	3.9	631,082	630,930	152	0.0
Flats	457,880	454,965	2,915	0.6	1,177,435	1,149,683	27,752	2.4	280,828	295,089	(14,261)	(4.8)
Parcels	13,355	12,134	1,220	10.1	10,629	10,431	198	1.9	3,844	3,672	172	4.7
Every Door Direct Mail Retail	30,613	31,712	(1,099)	(3.5)	171,981	179,161	(7,180)	(4.0)	21,814	22,725	(911)	(4.0)
Domestic Negotiated Serv. Agreement Mail	0	15,024	(15,024)	(100.0)	0	68,445	(68,445)	(100.0)	0	14,508	(14,508)	(100.0)
USPS Marketing Mail Fees	9,952	10,699	(748)	(7.0)	-	-	-	-	-	-	-	-
Total USPS Marketing Mail	4,677,795	4,459,093	218,702	4.9	22,054,872	21,054,592	1,000,281	4.8	2,029,977	2,110,421	(80,444)	(3.8)
Periodicals Mail:												
In-County	14,603	14,405	197	1.4	127,642	128,621	(979)	(0.8)	35,992	37,020	(1,028)	(2.8)
Outside County	293,715	320,074	(26,359)	(8.2)	1,070,416	1,185,858	(115,442)	(9.7)	383,180	436,020	(52,840)	(12.1)
Periodicals Mail Fees	2,339	2,091	248	11.9	-	-	-	-	-	-	-	-
Total Periodicals Mail	310,657	336,571	(25,914)	(7.7)	1,198,058	1,314,479	(116,421)	(8.9)	419,172	473,040	(53,868)	(11.4)
Package Services Mail:												
Alaska Bypass	8,301	7,874	427	5.4	338	325	13	4.0	22,760	21,872	888	4.1
Bound Printed Matter Flats	52,794	52,574	221	0.4	73,558	73,294	264	0.4	119,187	117,913	1,273	1.1
Bound Printed Matter Parcels	85,640	89,892	(4,251)	(4.7)	79,299	86,380	(7,081)	(8.2)	164,203	188,002	(23,798)	(12.7)
Media and Library Mail	72,029	72,118	(90)	(0.1)	20,726	20,783	(57)	(0.3)	45,487	48,016	(2,529)	(5.3)
Package Services Mail Fees	429	278	151	54.2	-	-	-	-	-	-	-	-
Total Package Services Mail	219,193	222,735	(3,542)	(1.6)	173,921	180,782	(6,860)	(3.8)	351,637	375,803	(24,166)	(6.4)

MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2019 (Oct. 1, 2018-Dec. 31, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2018
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		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
U.S. Postal Service Mail	-	-	-	-	81,204	80,605	598	0.7	29,416	29,526	(110)	(0.4)
Free Mail	-	-	-	-	9,147	11,346	(2,198)	(19.4)	3,349	4,178	(829)	(19.8)
Total Market Dominant Mail	12,141,490	12,013,674	127,816	1.1	38,619,945	38,144,608	475,338	1.2	3,642,445	3,825,464	(183,019)	(4.8)
Ancillary Services:												
Certified Mail	165,089	158,321	6,768	4.3	47,785	47,165	620	1.3				
Collect on Delivery	997	981	16	1.6	89	92	(3)	(3.1)				
Delivery Confirmation	211	319	(108)	(33.9)	1,616,025	1,517,125	98,899	6.5				
Insurance	22,833	23,197	(364)	(1.6)	4,557	4,756	(198)	(4.2)				
Registered Mail	6,786	7,913	(1,127)	(14.2)	420	491	(71)	(14.4)				
Return Receipts	76,246	77,186	(940)	(1.2)	34,121	33,955	166	0.5				
Stamped Envelopes and Cards	2,077	2,969	(892)	(30.0)	-	-	-	-				
Other Domestic Ancillary Services	20,323	17,712	2,611	14.7	6,792	6,290	502	8.0				
International Ancillary Services	14,615	9,672	4,943	51.1	7,718	6,850	868	12.7				
Other NSA Ancillary Services	226	0	-	-	104	0	-	-				
Total Ancillary Services	309,403	298,270	11,133	3.7	1,717,612	1,616,724	100,888	6.2				
Special Services:												
Money Orders	36,278	34,424	1,854	5.4	20,008	20,315	(307)	(1.5)				
Post Office Box Service	74,376	70,785	3,591	5.1	5,688	5,772	(84)	(1.4)				
Other Domestic Special Services	24,364	24,455	(91)	(0.4)	317	304	13	4.2				
Other International Special Services	0	0	-	-	0	0	-	-				
Total Additional Special Services	135,018	129,663	5,355	4.1	26,013	26,391	(378)	(1.4)				
Total Market Dominant Services	444,421	427,934	16,488	3.9	1,743,625	1,643,115	100,510	6.1				
Total Market Dominant Mail and Services	12,585,912	12,441,608	144,304	1.2								
Other Market Dominant Revenue	261,102	311,961	(50,859)	(16.3)								
Total Market Dominant Revenue	12,847,014	12,753,569	93,445	0.7								

Service Transactions
U.S. Postal Service Mail
Quarter 1, FY 2019 1/
=====

Ancillary Services	5,422
Other Services	240

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2019 (Oct. 1, 2018-Dec. 31, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2018
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		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	186,938	198,023	(11,085)	(5.6)	6,861	7,449	(589)	(7.9)	8,026	9,034	(1,007)	(11.2)
First-Class Package Service:												
Total First Class Package Service	1,154,435	978,891	175,544	17.9	378,302	328,471	49,831	15.2	146,301	131,673	14,629	11.1
Retail Ground Mail:												
Total Retail Ground	84,319	108,564	(24,245)	(22.3)	3,903	5,356	(1,452)	(27.1)	27,053	35,867	(8,814)	(24.6)
Priority Mail:												
Total Priority Mail	2,698,302	2,531,716	166,586	6.6	309,982	295,763	14,219	4.8	820,798	750,997	69,801	9.3
Parcel Select Mail:												
Total Parcel Select Mail	2,032,527	1,832,167	200,360	10.9	910,535	874,799	35,736	4.1	2,302,152	2,082,241	219,910	10.6
Parcel Return Service Mail:												
Total Parcel Return Service Mail	60,441	54,279	6,163	11.4	23,183	21,497	1,686	7.8	63,485	62,072	1,413	2.3
International Mail:												
Outbound Priority Mail International	109,794	122,199	(12,405)	(10.2)	1,802	2,072	(270)	(13.0)	12,136	14,333	(2,197)	(15.3)
Outbound International Expedited Services	27,796	31,940	(4,144)	(13.0)	325	384	(58)	(15.2)	2,062	2,466	(404)	(16.4)
Other Outbound International Mail	193,875	241,809	(47,935)	(19.8)	39,961	46,754	(6,793)	(14.5)	22,074	26,062	(3,988)	(15.3)
Inbound International	71,688	68,686	3,002	4.4	4,271	4,431	(160)	(3.6)	32,179	32,361	(182)	(0.6)
International Mail Fees	2	19	(18)	(91.4)	-	-	-	-	-	-	-	-
Total International Mail	403,155	464,654	(61,499)	(13.2)	46,360	53,641	(7,281)	(13.6)	68,451	75,221	(6,771)	(9.0)
Total Competitive Mail	6,631,435	6,175,716	455,719	7.4	1,683,232	1,590,548	92,684	5.8	3,437,958	3,149,419	288,538	9.2

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2019 (Oct. 1, 2018-Dec. 31, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2018
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		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
Total Market Dominant and Competitive												
Total All Mail	18,772,925	18,189,390	583,535	3.2	40,303,177	39,735,156	568,021	1.4	7,080,403	6,974,883	105,519	1.5
Total All Services	678,475	656,381	22,094	3.4	1,772,197	1,672,394	99,803	6.0				
Total All Mail and Services	19,451,401	18,845,771	605,629	3.2								
Total All Other Revenue	299,364	340,368	(41,003)	(12.0)								
Total All Revenue	19,750,765	19,186,139	564,626	2.9								

RPW SUMMARY REPORT FOOTNOTES: MARKET DOMINANT PRODUCTS SECTION

1/ Not included elsewhere in this report.

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

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.