

**MARKET DOMINANT PRODUCTS**  
**PRELIMINARY 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
<b>First-Class Mail:</b>												
Single-Piece Letters	2,445,401	2,469,523	(24,122)	(1.0)	4,844,377	5,006,597	(162,220)	(3.2)	143,476	150,886	(7,411)	(4.9)
Single-Piece Cards	58,543	61,416	(2,873)	(4.7)	162,440	174,665	(12,225)	(7.0)	1,039	1,120	(81)	(7.2)
Total Single-Piece Letters and Cards	2,503,944	2,530,939	(26,995)	(1.1)	5,006,817	5,181,262	(174,445)	(3.4)	144,515	152,006	(7,492)	(4.9)
Presort Letters	3,469,805	3,475,195	(5,390)	(0.2)	8,979,201	9,120,738	(141,537)	(1.6)	515,773	498,904	16,870	3.4
Presort Cards	131,928	154,865	(22,936)	(14.8)	505,148	601,340	(96,193)	(16.0)	4,127	4,914	(788)	(16.0)
Total Presort Letters and Cards	3,601,733	3,630,060	(28,327)	(0.8)	9,484,349	9,722,078	(237,730)	(2.4)	519,900	503,818	16,082	3.2
Flats	486,098	509,784	(23,686)	(4.6)	358,083	373,263	(15,181)	(4.1)	71,466	72,919	(1,453)	(2.0)
Domestic Negotiated Serv. Agreement Mail	0	0	0	-	0	0	0	-	0	0	0	-
Outbound First-Class Mail International	68,008	74,035	(6,027)	(8.1)	44,988	50,423	(5,435)	(10.8)	2,156	2,567	(411)	(16.0)
Inbound Intl. Letter-Post Single-Piece & NSA Mail	228,151	220,764	7,387	3.3	161,051	175,093	(14,042)	(8.0)	72,370	70,352	2,018	2.9
First-Class Mail Fees	31,632	33,015	(1,383)	(4.2)	-	-	-	-	-	-	-	-
Total First-Class Mail	6,919,566	6,998,595	(79,029)	(1.1)	15,055,287	15,502,119	(446,832)	(2.9)	810,407	801,663	8,744	1.1
<b>USPS Marketing Mail:</b>												
High Density and Saturation Letters	313,793	305,810	7,983	2.6	1,974,398	1,960,856	13,542	0.7	77,758	64,786	12,972	20.0
High Density and Saturation Flats & Parcels	582,484	521,647	60,837	11.7	3,358,750	2,974,801	383,948	12.9	570,433	570,460	(27)	(0.0)
Carrier Route	613,068	574,791	38,277	6.7	2,399,010	2,233,901	165,109	7.4	444,867	495,964	(51,097)	(10.3)
Letters	2,657,155	2,532,558	124,597	4.9	12,964,121	12,477,970	486,151	3.9	630,895	630,947	(52)	(0.0)
Flats	457,714	454,979	2,734	0.6	1,176,754	1,149,694	27,061	2.4	280,397	293,480	(13,083)	(4.5)
Parcels	13,273	12,060	1,214	10.1	10,539	10,338	201	1.9	3,800	3,625	175	4.8
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	9,850	10,642	(791)	(7.4)	-	-	-	-	-	-	-	-
Total USPS Marketing Mail	4,677,951	4,459,222	218,729	4.9	22,055,552	21,055,165	1,000,387	4.8	2,029,964	2,096,495	(66,531)	(3.2)
<b>Periodicals Mail:</b>												
In-County	14,606	14,408	198	1.4	127,642	128,622	(979)	(0.8)	35,992	37,020	(1,028)	(2.8)
Outside County	293,712	320,071	(26,359)	(8.2)	1,070,254	1,185,743	(115,489)	(9.7)	383,132	435,985	(52,853)	(12.1)
Periodicals Mail Fees	2,323	2,078	246	11.8	-	-	-	-	-	-	-	-
Total Periodicals Mail	310,641	336,557	(25,916)	(7.7)	1,197,896	1,314,364	(116,468)	(8.9)	419,124	473,005	(53,881)	(11.4)
<b>Package Services Mail:</b>												
Alaska Bypass	8,306	7,874	432	5.5	338	325	13	4.0	22,760	21,872	888	4.1
Bound Printed Matter Flats	54,840	55,029	(190)	(0.3)	76,393	76,753	(360)	(0.5)	123,780	123,478	302	0.2
Bound Printed Matter Parcels	83,594	87,436	(3,842)	(4.4)	75,942	82,384	(6,442)	(7.8)	159,394	181,719	(22,325)	(12.3)
Media and Library Mail	71,394	71,797	(403)	(0.6)	20,469	20,640	(172)	(0.8)	44,985	47,803	(2,818)	(5.9)
Package Services Mail Fees	426	277	149	53.7	-	-	-	-	-	-	-	-
Total Package Services Mail	218,561	222,414	(3,853)	(1.7)	173,141	180,102	(6,960)	(3.9)	350,918	374,871	(23,953)	(6.4)



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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	2,709,819	2,538,670	171,149	6.7	310,459	296,389	14,071	4.7	780,177	738,867	41,310	5.6
Parcel Select Mail:												
Total Parcel Select Mail	2,033,629	1,832,166	201,463	11.0	911,857	875,138	36,719	4.2	2,305,392	2,084,988	220,403	10.6
Parcel Return Service Mail:												
Total Parcel Return Service Mail	60,414	54,279	6,136	11.3	23,181	21,497	1,684	7.8	62,962	62,072	891	1.4
International Mail:												
Outbound Priority Mail International	109,728	122,199	(12,470)	(10.2)	1,803	2,072	(269)	(13.0)	12,142	14,333	(2,190)	(15.3)
Outbound International Expedited Services	27,788	31,940	(4,152)	(13.0)	326	384	(58)	(15.0)	2,064	2,466	(402)	(16.3)
Other Outbound International Mail	200,052	241,809	(41,757)	(17.3)	39,946	46,754	(6,808)	(14.6)	22,067	26,062	(3,994)	(15.3)
Inbound International	75,032	68,686	6,345	9.2	4,411	4,431	(21)	(0.5)	32,312	32,361	(49)	(0.2)
International Mail Fees	2	19	(17)	(91.3)	-	-	-	-	-	-	-	-
Total International Mail	412,602	464,653	(52,051)	(11.2)	46,486	53,641	(7,155)	(13.3)	68,586	75,221	(6,635)	(8.8)
Total Competitive Mail	6,642,156	6,175,247	466,909	7.6	1,681,049	1,587,941	93,108	5.9	3,398,498	3,137,721	260,777	8.3



**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS  
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Total Market Dominant and Competitive												
Total All Mail	18,768,875	18,192,035	576,840	3.2	40,249,716	39,730,137	519,579	1.3	7,040,573	6,916,898	123,675	1.8
Total All Services	673,124	653,736	19,387	3.0	1,770,822	1,671,559	99,263	5.9				
Total All Mail and Services	19,441,998	18,845,771	596,227	3.2								
Total All Other Revenue	308,766	340,368	(31,601)	(9.3)								
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.

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RPW SUMMARY REPORT FOOTNOTES: COMPETITIVE PRODUCTS SECTION

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