

MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2019 (Apr. 1, 2019-Jun. 30, 2019) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2018
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		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	1,966,915	1,974,052	(7,137)	(0.4)	3,710,671	3,916,091	(205,420)	(5.2)	108,498	116,678	(8,180)	(7.0)
Single-Piece Cards	46,926	52,933	(6,007)	(11.3)	128,511	147,415	(18,904)	(12.8)	826	946	(120)	(12.6)
Total Single-Piece Letters and Cards	2,013,841	2,026,985	(13,143)	(0.6)	3,839,182	4,063,506	(224,324)	(5.5)	109,324	117,624	(8,300)	(7.1)
Presort Letters	3,316,702	3,315,569	1,133	0.0	8,494,598	8,577,128	(82,530)	(1.0)	492,708	495,568	(2,860)	(0.6)
Presort Cards	119,805	130,368	(10,563)	(8.1)	458,225	498,719	(40,494)	(8.1)	3,744	4,074	(331)	(8.1)
Total Presort Letters and Cards	3,436,507	3,445,937	(9,430)	(0.3)	8,952,823	9,075,847	(123,023)	(1.4)	496,452	499,643	(3,191)	(0.6)
Flats	380,006	456,087	(76,080)	(16.7)	311,083	333,808	(22,725)	(6.8)	62,031	66,179	(4,148)	(6.3)
Domestic Negotiated Serv. Agreement Mail	0	0	0	-	0	0	0	-	0	0	0	-
Outbound First-Class Mail International	45,002	41,223	3,778	9.2	29,724	27,076	2,648	9.8	1,658	1,516	142	9.3
Inbound Intl. Letter-Post Single-Piece & NSA Ma	205,080	207,277	(2,197)	(1.1)	132,549	150,970	(18,421)	(12.2)	56,898	56,040	858	1.5
First-Class Mail Fees	25,274	25,644	(370)	(1.4)	-	-	-	-	-	-	-	-
Total First-Class Mail	6,105,711	6,203,154	(97,443)	(1.6)	13,265,361	13,651,207	(385,847)	(2.8)	726,363	741,001	(14,639)	(2.0)
USPS Marketing Mail:												
High Density and Saturation Letters	293,642	279,593	14,049	5.0	1,749,749	1,746,192	3,557	0.2	72,253	72,163	90	0.1
High Density and Saturation Flats & Parcels	503,699	519,466	(15,767)	(3.0)	2,781,067	2,945,318	(164,250)	(5.6)	497,236	539,835	(42,599)	(7.9)
Carrier Route	328,117	400,398	(72,282)	(18.1)	1,238,207	1,518,721	(280,514)	(18.5)	261,014	305,720	(44,706)	(14.6)
Letters	2,353,132	2,365,189	(12,057)	(0.5)	10,915,467	11,218,759	(303,293)	(2.7)	527,411	541,785	(14,374)	(2.7)
Flats	343,828	376,481	(32,652)	(8.7)	818,655	926,889	(108,234)	(11.7)	208,791	234,698	(25,907)	(11.0)
Parcels	11,821	9,597	2,224	23.2	8,783	7,740	1,042	13.5	4,027	3,087	940	30.4
Every Door Direct Mail Retail	31,714	33,916	(2,202)	(6.5)	169,594	190,539	(20,945)	(11.0)	21,511	24,168	(2,657)	(11.0)
Domestic Negotiated Serv. Agreement Mail	0	(837)	837	(100.0)	0	0	-	-	0	0	-	-
USPS Marketing Mail Fees	8,330	7,961	370	4.6	-	-	-	-	-	-	-	-
Total USPS Marketing Mail	3,874,284	3,991,764	(117,480)	(2.9)	17,681,521	18,554,157	(872,636)	(4.7)	1,592,244	1,721,456	(129,212)	(7.5)
Periodicals Mail:												
In-County	14,259	14,540	(281)	(1.9)	126,886	132,135	(5,250)	(4.0)	32,692	35,210	(2,518)	(7.2)
Outside County	286,140	323,828	(37,688)	(11.6)	1,055,637	1,223,181	(167,544)	(13.7)	361,181	429,055	(67,875)	(15.8)
Periodicals Mail Fees	1,393	1,527	(134)	(8.8)	-	-	-	-	-	-	-	-
Total Periodicals Mail	301,792	339,895	(38,103)	(11.2)	1,182,523	1,355,316	(172,793)	(12.7)	393,873	464,266	(70,393)	(15.2)
Package Services Mail:												
Alaska Bypass	7,817	7,310	507	6.9	311	297	15	4.9	20,972	19,968	1,004	5.0
Bound Printed Matter Flats	42,782	42,880	(98)	(0.2)	57,001	57,802	(801)	(1.4)	100,081	98,448	1,634	1.7
Bound Printed Matter Parcels	65,798	72,663	(6,865)	(9.4)	59,425	68,811	(9,387)	(13.6)	118,810	139,483	(20,673)	(14.8)
Media and Library Mail	68,289	65,436	2,853	4.4	19,081	18,555	527	2.8	41,321	42,731	(1,410)	(3.3)
Package Services Mail Fees	260	225	35	15.6	-	-	-	-	-	-	-	-
Total Package Services Mail	184,946	188,514	(3,568)	(1.9)	135,818	145,465	(9,647)	(6.6)	281,185	300,631	(19,446)	(6.5)

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FISCAL YEAR 2019 (Apr. 1, 2019-Jun. 30, 2019) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2018
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2019	FY 2018	FY 2019 over FY 2018 Amount	Percent	FY 2019	FY 2018	FY 2019 over FY 2018 Amount	Percent	FY 2019	FY 2018	FY 2019 over FY 2018 Amount	Percent
Priority Mail Express:												
Total Priority Mail Express Mail	184,149	190,781	(6,632)	(3.5)	6,697	7,237	(540)	(7.5)	6,985	7,144	(160)	(2.2)
First-Class Package Service:												
Total First Class Package Service	1,108,966	979,408	129,558	13.2	339,390	321,836	17,555	5.5	128,573	121,396	7,178	5.9
USPS Retail Ground Mail:												
Total USPS Retail Ground	59,621	55,958	3,663	6.5	2,616	2,556	60	2.4	18,182	18,753	(572)	(3.0)
Priority Mail:												
Total Priority Mail	2,262,524	2,155,805	106,719	5.0	261,248	257,596	3,652	1.4	677,993	657,868	20,125	3.1
Parcel Select Mail:												
Total Parcel Select Mail	1,554,872	1,527,717	27,155	1.8	648,865	705,797	(56,932)	(8.1)	1,542,846	1,699,037	(156,190)	(9.2)
Parcel Return Service Mail:												
Total Parcel Return Service Mail	46,023	57,176	(11,153)	(19.5)	16,996	23,341	(6,344)	(27.2)	41,899	55,602	(13,703)	(24.6)
International Mail:												
Outbound Priority Mail International	86,695	88,302	(1,606)	(1.8)	1,486	1,512	(26)	(1.7)	9,350	10,065	(715)	(7.1)
Outbound International Expedited Services	22,576	25,833	(3,257)	(12.6)	265	306	(41)	(13.4)	1,431	1,744	(313)	(18.0)
Other Outbound International Mail	165,278	181,799	(16,521)	(9.1)	34,249	38,269	(4,020)	(10.5)	18,924	20,695	(1,771)	(8.6)
Inbound International	61,054	58,628	2,425	4.1	3,479	3,785	(306)	(8.1)	25,262	26,541	(1,278)	(4.8)
International Mail Fees	2	1	0	31.1	-	-	-	-	-	-	-	-
Total International Mail	335,605	354,564	(18,959)	(5.3)	39,479	43,872	(4,393)	(10.0)	54,967	59,045	(4,077)	(6.9)
Total Competitive Mail	5,551,760	5,321,409	230,351	4.3	1,315,291	1,362,233	(46,942)	(3.4)	2,471,444	2,618,844	(147,400)	(5.6)

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2019 (Apr. 1, 2019-Jun. 30, 2019) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2018
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	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	16,018,493	16,044,736	(26,243)	(0.2)	33,666,034	35,165,611	(1,499,577)	(4.3)	5,491,942	5,876,737	(384,795)	(6.5)
Total All Services	670,415	681,185	(10,770)	(1.6)	1,404,392	1,427,714	(23,323)	(1.6)				
Total All Mail and Services	16,688,908	16,725,921	(37,013)	(0.2)								
Total All Other Revenue	441,276	384,366	56,910	14.8								
Total All Revenue	17,130,184	17,110,287	19,897	0.1								

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.

RPW SUMMARY REPORT FOOTNOTES: COMPETITIVE PRODUCTS SECTION

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- Report totals may not sum due to rounding.

MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2019 (Oct. 1, 2018-Jun. 30, 2019) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2018
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		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	6,446,948	6,546,867	(99,919)	(1.5)	12,513,173	13,161,608	(648,436)	(4.9)	366,172	391,912	(25,740)	(6.6)
Single-Piece Cards	154,497	168,619	(14,122)	(8.4)	427,129	474,239	(47,110)	(9.9)	2,742	3,044	(302)	(9.9)
Total Single-Piece Letters and Cards	6,601,445	6,715,486	(114,041)	(1.7)	12,940,301	13,635,847	(695,546)	(5.1)	368,914	394,955	(26,042)	(6.6)
Presort Letters	10,425,218	10,469,744	(44,526)	(0.4)	26,827,929	27,243,128	(415,199)	(1.5)	1,549,241	1,572,585	(23,344)	(1.5)
Presort Cards	380,952	415,980	(35,027)	(8.4)	1,458,231	1,601,274	(143,043)	(8.9)	11,913	13,083	(1,170)	(8.9)
Total Presort Letters and Cards	10,806,170	10,885,724	(79,554)	(0.7)	28,286,160	28,844,402	(558,242)	(1.9)	1,561,154	1,585,668	(24,514)	(1.5)
Flats	1,294,919	1,461,717	(166,799)	(11.4)	1,003,781	1,065,132	(61,351)	(5.8)	203,000	214,408	(11,408)	(5.3)
Domestic Negotiated Serv. Agreement Mail	0	0	-	-	0	0	-	-	0	0	-	-
Outbound First-Class Mail International	150,580	160,897	(10,316)	(6.4)	103,263	107,427	(4,165)	(3.9)	5,316	5,773	(457)	(7.9)
Inbound Intl. Letter-Post Single-Piece & NSA Ma	644,286	646,771	(2,485)	(0.4)	443,710	490,277	(46,567)	(9.5)	182,459	186,768	(4,309)	(2.3)
First-Class Mail Fees	81,283	86,301	(5,018)	(5.8)	-	-	-	-	-	-	-	-
Total First-Class Mail	19,578,684	19,956,897	(378,213)	(1.9)	42,777,215	44,143,085	(1,365,870)	(3.1)	2,320,843	2,387,572	(66,730)	(2.8)
USPS Marketing Mail:												
High Density and Saturation Letters	900,741	870,170	30,572	3.5	5,496,244	5,497,771	(1,527)	(0.0)	220,624	221,637	(1,013)	(0.5)
High Density and Saturation Flats & Parcels	1,562,711	1,524,929	37,782	2.5	8,828,111	8,703,604	124,507	1.4	1,535,806	1,619,807	(84,001)	(5.2)
Carrier Route	1,305,276	1,407,244	(101,968)	(7.2)	4,990,225	5,371,391	(381,166)	(7.1)	1,007,606	1,164,284	(156,677)	(13.5)
Letters	7,290,398	7,235,328	55,070	0.8	34,649,705	34,947,365	(297,660)	(0.9)	1,690,897	1,729,105	(38,209)	(2.2)
Flats	1,180,921	1,238,713	(57,792)	(4.7)	2,894,480	3,054,701	(160,221)	(5.2)	721,694	786,037	(64,342)	(8.2)
Parcels	37,147	32,090	5,058	15.8	28,424	26,732	1,692	6.3	11,548	10,103	1,445	14.3
Every Door Direct Mail Retail	91,836	97,970	(6,134)	(6.3)	501,530	551,618	(50,088)	(9.1)	63,614	69,967	(6,353)	(9.1)
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	27,799	28,948	(1,149)	(4.0)	-	-	-	-	-	-	-	-
Total USPS Marketing Mail	12,396,828	12,449,577	(52,749)	(0.4)	57,388,720	58,221,628	(832,908)	(1.4)	5,251,789	5,615,448	(363,659)	(6.5)
Periodicals Mail:												
In-County	41,667	42,155	(488)	(1.2)	373,059	384,822	(11,763)	(3.1)	96,734	102,307	(5,573)	(5.4)
Outside County	863,800	933,257	(69,457)	(7.4)	3,170,566	3,469,882	(299,316)	(8.6)	1,102,857	1,238,771	(135,914)	(11.0)
Periodicals Mail Fees	5,006	5,109	(103)	(2.0)	-	-	-	-	-	-	-	-
Total Periodicals Mail	910,473	980,521	(70,048)	(7.1)	3,543,625	3,854,703	(311,078)	(8.1)	1,199,591	1,341,078	(141,486)	(10.6)
Package Services Mail:												
Alaska Bypass	23,864	22,843	1,021	4.5	960	935	26	2.7	64,651	62,896	1,755	2.8
Bound Printed Matter Flats	142,525	143,502	(978)	(0.7)	190,204	192,275	(2,071)	(1.1)	322,651	318,942	3,709	1.2
Bound Printed Matter Parcels	237,817	244,468	(6,651)	(2.7)	217,458	230,419	(12,961)	(5.6)	448,393	492,941	(44,548)	(9.0)
Media and Library Mail	210,286	206,579	3,707	1.8	59,740	59,318	422	0.7	128,419	134,424	(6,005)	(4.5)
Package Services Mail Fees	920	752	168	22.4	-	-	-	-	-	-	-	-
Total Package Services Mail	615,411	618,145	(2,734)	(0.4)	468,363	482,947	(14,584)	(3.0)	964,115	1,009,204	(45,089)	(4.5)

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	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2019	FY 2018	FY 2019 over FY 2018 Amount	Percent	FY 2019	FY 2018	FY 2019 over FY 2018 Amount	Percent	FY 2019	FY 2018	FY 2019 over FY 2018 Amount	Percent
Priority Mail Express:												
Total Priority Mail Express Mail	544,320	577,738	(33,418)	(5.8)	19,933	21,662	(1,729)	(8.0)	21,768	23,746	(1,978)	(8.3)
First-Class Package Service:												
Total First Class Package Service	3,361,968	2,894,100	467,868	16.2	1,063,156	955,804	107,352	11.2	404,048	373,902	30,146	8.1
USPS Retail Ground Mail:												
Total USPS Retail Ground	204,481	231,439	(26,958)	(11.6)	9,249	11,318	(2,069)	(18.3)	63,766	76,574	(12,807)	(16.7)
Priority Mail:												
Total Priority Mail	7,247,494	6,921,046	326,448	4.7	835,843	817,306	18,537	2.3	2,181,966	2,084,088	97,879	4.7
Parcel Select Mail:												
Total Parcel Select Mail	5,139,692	4,853,926	285,766	5.9	2,229,714	2,279,426	(49,712)	(2.2)	5,414,014	5,393,889	20,125	0.4
Parcel Return Service Mail:												
Total Parcel Return Service Mail	159,583	166,707	(7,124)	(4.3)	59,643	67,157	(7,515)	(11.2)	157,214	176,500	(19,286)	(10.9)
International Mail:												
Outbound Priority Mail International	274,730	305,447	(30,717)	(10.1)	4,560	5,180	(620)	(12.0)	29,693	34,881	(5,188)	(14.9)
Outbound International Expedited Services	72,644	84,121	(11,478)	(13.6)	853	1,007	(154)	(15.3)	4,948	6,012	(1,064)	(17.7)
Other Outbound International Mail	521,099	626,731	(105,632)	(16.9)	111,489	127,762	(16,273)	(12.7)	60,158	69,167	(9,009)	(13.0)
Inbound International	194,187	186,409	7,778	4.2	11,226	11,987	(760)	(6.3)	82,701	85,019	(2,318)	(2.7)
International Mail Fees	5	22	(17)	(76.1)	-	-	-	-	-	-	-	-
Total International Mail	1,062,665	1,202,730	(140,065)	(11.6)	128,128	145,936	(17,808)	(12.2)	177,500	195,079	(17,579)	(9.0)
Total Competitive Mail	17,720,203	16,847,687	872,517	5.2	4,345,667	4,298,610	47,057	1.1	8,420,277	8,323,778	96,499	1.2

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	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	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	51,221,600	50,852,827	368,773	0.7	108,769,885	111,261,714	(2,491,828)	(2.2)	18,243,934	18,774,838	(530,905)	(2.8)
Total All Services	2,006,335	2,007,485	(1,149)	(0.1)	4,580,509	4,510,486	70,023	1.6				
Total All Mail and Services	53,227,935	52,860,311	367,624	0.7								
Total All Other Revenue	1,187,143	965,695	221,449	22.9								
Total All Revenue	54,415,078	53,826,006	589,073	1.1								

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.

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