

MARKET DOMINANT PRODUCTS
PRELIMINARY 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	1,965,190	1,969,221	(4,032)	(0.2)	3,705,570	3,904,669	(199,098)	(5.1)	108,259	116,042	(7,783)	(6.7)
Single-Piece Cards	46,718	52,677	(5,959)	(11.3)	127,953	146,826	(18,873)	(12.9)	823	942	(119)	(12.7)
Total Single-Piece Letters and Cards	2,011,908	2,021,898	(9,990)	(0.5)	3,833,523	4,051,495	(217,972)	(5.4)	109,082	116,984	(7,902)	(6.8)
Presort Letters	3,317,063	3,316,847	217	0.0	8,495,533	8,580,390	(84,858)	(1.0)	492,772	469,514	23,258	5.0
Presort Cards	119,800	130,322	(10,523)	(8.1)	458,179	498,543	(40,363)	(8.1)	3,743	4,073	(330)	(8.1)
Total Presort Letters and Cards	3,436,863	3,447,169	(10,306)	(0.3)	8,953,712	9,078,933	(125,221)	(1.4)	496,515	473,587	22,928	4.8
Flats	381,937	457,209	(75,272)	(16.5)	311,244	328,224	(16,980)	(5.2)	61,975	63,611	(1,636)	(2.6)
Domestic Negotiated Serv. Agreement Mail	0	0	0	-	0	0	0	-	0	0	0	-
Outbound First-Class Mail International	40,402	41,223	(821)	(2.0)	26,399	27,076	(677)	(2.5)	1,493	1,516	(23)	(1.5)
Inbound Intl. Letter-Post Single-Piece & NSA Ma	222,370	207,277	15,093	7.3	138,302	150,970	(12,668)	(8.4)	53,373	56,040	(2,667)	(4.8)
First-Class Mail Fees	28,567	29,737	(1,170)	(3.9)	-	-	-	-	-	-	-	-
Total First-Class Mail	6,122,047	6,204,515	(82,468)	(1.3)	13,263,180	13,636,698	(373,518)	(2.7)	722,437	711,737	10,700	1.5
USPS Marketing Mail:												
High Density and Saturation Letters	293,582	279,622	13,961	5.0	1,749,317	1,746,208	3,109	0.2	72,235	58,565	13,670	23.3
High Density and Saturation Flats & Parcels	503,588	520,368	(16,780)	(3.2)	2,780,330	2,950,760	(170,430)	(5.8)	497,104	540,161	(43,057)	(8.0)
Carrier Route	328,045	400,384	(72,339)	(18.1)	1,237,911	1,518,469	(280,558)	(18.5)	260,955	305,671	(44,716)	(14.6)
Letters	2,352,596	2,364,633	(12,037)	(0.5)	10,912,330	11,214,143	(301,813)	(2.7)	527,252	541,557	(14,305)	(2.6)
Flats	343,634	376,290	(32,656)	(8.7)	818,151	926,166	(108,016)	(11.7)	208,651	233,610	(24,960)	(10.7)
Parcels	11,796	9,499	2,296	24.2	8,759	7,631	1,128	14.8	4,016	3,032	984	32.5
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	8,304	7,929	376	4.7	-	-	-	-	-	-	-	-
Total USPS Marketing Mail	3,873,259	3,991,803	(118,544)	(3.0)	17,676,392	18,553,916	(877,524)	(4.7)	1,591,723	1,706,764	(115,041)	(6.7)
Periodicals Mail:												
In-County	14,162	14,553	(391)	(2.7)	126,888	132,135	(5,247)	(4.0)	32,693	35,210	(2,518)	(7.2)
Outside County	286,237	323,814	(37,578)	(11.6)	1,055,430	1,223,025	(167,595)	(13.7)	361,124	429,012	(67,889)	(15.8)
Periodicals Mail Fees	1,387	1,519	(131)	(8.6)	-	-	-	-	-	-	-	-
Total Periodicals Mail	301,786	339,886	(38,100)	(11.2)	1,182,318	1,355,160	(172,842)	(12.8)	393,816	464,223	(70,406)	(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	45,452	44,116	1,336	3.0	60,507	59,395	1,112	1.9	106,239	101,192	5,047	5.0
Bound Printed Matter Parcels	63,128	71,427	(8,299)	(11.6)	55,176	66,828	(11,653)	(17.4)	112,450	136,374	(23,924)	(17.5)
Media and Library Mail	68,056	65,046	3,011	4.6	18,993	18,431	562	3.0	41,130	42,460	(1,330)	(3.1)
Package Services Mail Fees	260	225	35	15.6	-	-	-	-	-	-	-	-
Total Package Services Mail	184,713	188,123	(3,411)	(1.8)	134,987	144,952	(9,964)	(6.9)	280,791	299,994	(19,203)	(6.4)

COMPETITIVE PRODUCTS
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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	FY 2018 Percent	FY 2019	FY 2018	FY 2019 over FY 2018 Amount	FY 2018 Percent	FY 2019	FY 2018	FY 2019 over FY 2018 Amount	FY 2018 Percent
Priority Mail Express:												
Total Priority Mail Express Mail	184,218	190,577	(6,359)	(3.3)	6,698	7,230	(533)	(7.4)	7,033	7,133	(100)	(1.4)
First-Class Package Service:												
Total First Class Package Service	1,108,545	975,082	133,463	13.7	338,519	320,014	18,506	5.8	129,894	120,670	9,223	7.6
USPS Retail Ground Mail:												
Total USPS Retail Ground	59,566	55,871	3,695	6.6	2,612	2,549	63	2.5	18,167	18,728	(561)	(3.0)
Priority Mail:												
Total Priority Mail	2,266,731	2,161,813	104,917	4.9	261,273	257,961	3,312	1.3	671,711	643,389	28,322	4.4
Parcel Select Mail:												
Total Parcel Select Mail	1,554,328	1,527,716	26,611	1.7	652,940	706,072	(53,133)	(7.5)	1,541,842	1,703,796	(161,954)	(9.5)
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)	41,892	55,602	(13,709)	(24.7)
International Mail:												
Outbound Priority Mail International	86,981	88,302	(1,321)	(1.5)	1,472	1,512	(40)	(2.6)	9,266	10,065	(799)	(7.9)
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	165,709	181,799	(16,090)	(8.9)	34,090	38,269	(4,179)	(10.9)	18,786	20,695	(1,908)	(9.2)
Inbound International	60,690	58,628	2,061	3.5	3,443	3,785	(342)	(9.0)	25,202	26,541	(1,339)	(5.0)
International Mail Fees	2	1	0	31.1	-	-	-	-	-	-	-	-
Total International Mail	335,958	354,564	(18,606)	(5.2)	39,270	43,872	(4,602)	(10.5)	54,685	59,045	(4,360)	(7.4)
Total Competitive Mail	5,555,369	5,322,799	232,570	4.4	1,318,308	1,361,039	(42,732)	(3.1)	2,465,225	2,608,363	(143,139)	(5.5)

**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY 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	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	16,037,174	16,047,126	(9,953)	(0.1)	33,659,930	35,147,650	(1,487,720)	(4.2)	5,480,562	5,821,193	(340,631)	(5.9)
Total All Services	668,748	678,795	(10,046)	(1.5)	1,403,816	1,426,973	(23,157)	(1.6)				
Total All Mail and Services	16,705,922	16,725,921	(19,999)	(0.1)								
Total All Other Revenue	424,262	384,366	39,896	10.4								
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
PRELIMINARY 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	6,411,751	6,523,460	(111,709)	(1.7)	12,439,253	13,107,536	(668,283)	(5.1)	363,423	389,118	(25,696)	(6.6)
Single-Piece Cards	153,089	167,602	(14,512)	(8.7)	423,423	471,611	(48,187)	(10.2)	2,718	3,027	(309)	(10.2)
Total Single-Piece Letters and Cards	6,564,840	6,691,062	(126,221)	(1.9)	12,862,676	13,579,147	(716,470)	(5.3)	366,141	392,145	(26,005)	(6.6)
Presort Letters	10,427,976	10,483,340	(55,365)	(0.5)	26,835,111	27,278,161	(443,051)	(1.6)	1,549,636	1,489,408	60,228	4.0
Presort Cards	380,770	416,377	(35,607)	(8.6)	1,457,508	1,602,631	(145,123)	(9.1)	11,907	13,094	(1,187)	(9.1)
Total Presort Letters and Cards	10,808,746	10,899,718	(90,972)	(0.8)	28,292,619	28,880,793	(588,174)	(2.0)	1,561,543	1,502,502	59,041	3.9
Flats	1,292,512	1,464,833	(172,321)	(11.8)	999,299	1,058,597	(59,298)	(5.6)	201,680	206,723	(5,043)	(2.4)
Domestic Negotiated Serv. Agreement Mail	0	0	-	-	0	0	-	-	0	0	-	-
Outbound First-Class Mail International	152,999	160,897	(7,898)	(4.9)	101,073	107,427	(6,354)	(5.9)	5,246	5,773	(527)	(9.1)
Inbound Intl. Letter-Post Single-Piece & NSA Ma	646,831	646,771	60	0.0	432,629	490,277	(57,648)	(11.8)	182,346	186,768	(4,422)	(2.4)
First-Class Mail Fees	91,871	97,518	(5,648)	(5.8)	-	-	-	-	-	-	-	-
Total First-Class Mail	19,557,798	19,960,798	(403,000)	(2.0)	42,688,296	44,116,241	(1,427,945)	(3.2)	2,316,955	2,293,911	23,044	1.0
USPS Marketing Mail:												
High Density and Saturation Letters	900,715	870,239	30,476	3.5	5,495,832	5,497,682	(1,850)	(0.0)	220,605	183,635	36,970	20.1
High Density and Saturation Flats & Parcels	1,563,581	1,526,518	37,063	2.4	8,833,824	8,713,278	120,546	1.4	1,536,356	1,620,520	(84,165)	(5.2)
Carrier Route	1,305,144	1,407,223	(102,079)	(7.3)	4,989,457	5,370,941	(381,484)	(7.1)	1,007,517	1,164,181	(156,664)	(13.5)
Letters	7,289,419	7,234,267	55,152	0.8	34,642,307	34,937,952	(295,646)	(0.8)	1,690,540	1,728,644	(38,103)	(2.2)
Flats	1,180,568	1,238,365	(57,797)	(4.7)	2,893,280	3,053,371	(160,091)	(5.2)	721,118	782,062	(60,945)	(7.8)
Parcels	36,974	31,833	5,141	16.2	28,231	26,437	1,793	6.8	11,458	9,953	1,505	15.1
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	27,613	28,822	(1,210)	(4.2)	-	-	-	-	-	-	-	-
Total USPS Marketing Mail	12,395,850	12,449,424	(53,574)	(0.4)	57,384,461	58,219,725	(835,263)	(1.4)	5,251,208	5,573,471	(322,263)	(5.8)
Periodicals Mail:												
In-County	41,591	42,160	(568)	(1.3)	373,062	384,836	(11,774)	(3.1)	96,735	102,310	(5,575)	(5.4)
Outside County	863,876	933,252	(69,376)	(7.4)	3,170,047	3,469,556	(299,509)	(8.6)	1,102,710	1,238,688	(135,977)	(11.0)
Periodicals Mail Fees	4,974	5,081	(107)	(2.1)	-	-	-	-	-	-	-	-
Total Periodicals Mail	910,441	980,493	(70,052)	(7.1)	3,543,110	3,854,392	(311,282)	(8.1)	1,199,445	1,340,998	(141,552)	(10.6)
Package Services Mail:												
Alaska Bypass	23,869	22,843	1,026	4.5	960	935	26	2.7	64,651	62,896	1,755	2.8
Bound Printed Matter Flats	151,297	147,526	3,771	2.6	201,650	197,703	3,947	2.0	342,300	327,884	14,416	4.4
Bound Printed Matter Parcels	229,048	240,444	(11,397)	(4.7)	203,049	223,890	(20,841)	(9.3)	426,862	482,732	(55,870)	(11.6)
Media and Library Mail	208,969	205,546	3,423	1.7	59,244	58,942	302	0.5	127,453	133,734	(6,282)	(4.7)
Package Services Mail Fees	917	751	166	22.2	-	-	-	-	-	-	-	-
Total Package Services Mail	614,099	617,110	(3,010)	(0.5)	464,903	481,469	(16,566)	(3.4)	961,267	1,007,247	(45,980)	(4.6)

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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	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 Mail	544,552	577,236	(32,683)	(5.7)	19,926	21,644	(1,718)	(7.9)	21,815	23,717	(1,902)	(8.0)
First-Class Package Service:												
Total First Class Package Service	3,345,190	2,878,046	467,144	16.2	1,055,902	948,685	107,217	11.3	403,356	369,405	33,952	9.2
USPS Retail Ground Mail:												
Total USPS Retail Ground	204,151	231,094	(26,942)	(11.7)	9,227	11,289	(2,063)	(18.3)	63,671	76,469	(12,798)	(16.7)
Priority Mail:												
Total Priority Mail	7,273,236	6,942,795	330,441	4.8	837,134	819,102	18,032	2.2	2,123,253	2,045,486	77,767	3.8
Parcel Select Mail:												
Total Parcel Select Mail	5,140,782	4,853,921	286,860	5.9	2,235,653	2,283,334	(47,680)	(2.1)	5,400,761	5,409,473	(8,712)	(0.2)
Parcel Return Service Mail:												
Total Parcel Return Service Mail	159,556	166,707	(7,151)	(4.3)	59,640	67,157	(7,517)	(11.2)	156,513	176,500	(19,986)	(11.3)
International Mail:												
Outbound Priority Mail International	276,365	305,447	(29,082)	(9.5)	4,578	5,180	(602)	(11.6)	29,831	34,881	(5,051)	(14.5)
Outbound International Expedited Services	72,636	84,121	(11,486)	(13.7)	854	1,007	(153)	(15.2)	4,950	6,012	(1,062)	(17.7)
Other Outbound International Mail	529,911	626,731	(96,820)	(15.4)	111,434	127,762	(16,328)	(12.8)	60,114	69,167	(9,053)	(13.1)
Inbound International	195,619	186,409	9,211	4.9	11,323	11,987	(664)	(5.5)	82,767	85,019	(2,252)	(2.6)
International Mail Fees	5	22	(16)	(75.7)	-	-	-	-	-	-	-	-
Total International Mail	1,074,537	1,202,730	(128,193)	(10.7)	128,188	145,936	(17,748)	(12.2)	177,662	195,079	(17,417)	(8.9)
Total Competitive Mail	17,742,004	16,852,529	889,475	5.3	4,345,672	4,297,148	48,524	1.1	8,347,031	8,296,129	50,902	0.6

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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		FY 2019	FY 2018	FY 2019 over FY 2018		FY 2019	FY 2018	FY 2019 over FY 2018	
		Amount	Percent			Amount	Percent			Amount	Percent	
Total Market Dominant and Competitive												
Total All Mail	51,220,192	50,860,354	359,839	0.7	108,666,811	111,225,753	(2,558,942)	(2.3)	18,161,212	18,607,990	(446,778)	(2.4)
Total All Services	1,999,559	1,999,957	(398)	(0.0)	4,577,557	4,508,130	69,427	1.5				
Total All Mail and Services	53,219,752	52,860,311	359,441	0.7								
Total All Other Revenue	1,195,327	965,695	229,632	23.8								
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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