



ENVELOPE MANUFACTURERS ASSOCIATION FOUNDATION'S

2026 U.S. Mailing Industry Economic Job and Revenue Study

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Mailing Industry Provides Significant U.S. Jobs



7.4 Million

U.S. mailing industry jobs



4.5%

of the nation's 163 million jobs



Mailing Industry is Critical to the Economy



\$2.0 Trillion

in U.S. mailing industry sales revenue



3.8%

of U.S. total output of \$53 trillion



The Number of Jobs of the Mailing Industry Declined, But Grew in Sales Revenue Due to Package Delivery

In 2025, the U.S. mailing industry:

-  Supported the jobs of more than 7,400,000 individuals, down 6% from the 7.9 million jobs supported in 2022
-  Generated close to \$2.0 Trillion in gross revenues representing a further \$74 billion added to the U.S. economy's gross output above the \$1.9 Trillion reported for 2022 – an increase of almost 4%

2022 vs. 2025 U.S. Mailing Industry Economic Impact - Jobs and Revenues				
	2022	2025	Difference	% Change
# of U.S. Mailing Industry Jobs (millions)	7.9	7.4	0.47	-6.0%
Revenue (billions)	\$1,919.5	\$1,993.5	\$74.0	+3.9%

In Summary, Employment and Revenue Moved in Opposite Directions

Comparing overall mailing industry performance in 2025 with 2022 reveals that employment and revenue moved in opposite directions.



-6.0%

overall industry employment



+3.9%

total industry revenue

This seemingly paradoxical result involves two major trends:

- Mailers' continuing adoption of digital communications where they once used mail
- The nation's economic rebound after a difficult pandemic and post-pandemic period

The declining sectors were largely those whose paper-based content moved to digital. By contrast, the industry's net revenue gain of slightly more than \$74 billion reflects growth in price levels and sustained demand in the general economy.

Mailing Industry's Size Compared to Other Industries

The U.S. mailing industry compares favorably with other major industries.

- The U.S. mailing and delivery industry is massive, yet its overall economic scale is frequently underrated and misunderstood.
- Many people completely overlook its true infrastructure footprint and financial reach.

2025 Economic Impacts of Major U.S. Industries	Employment	\$ Revenue
Mailing Industry	7.4 million	\$1.99 trillion
Airline Industry ¹	10.0 million	\$1.54 trillion
Automobile Industry ²	10.9 million	\$1.50 trillion
<i>Note: The comparisons provided herein are intended for general informational and illustrative purposes only. Comparisons are approximate due to the necessarily different data model methodologies applicable to the different industries.</i>		

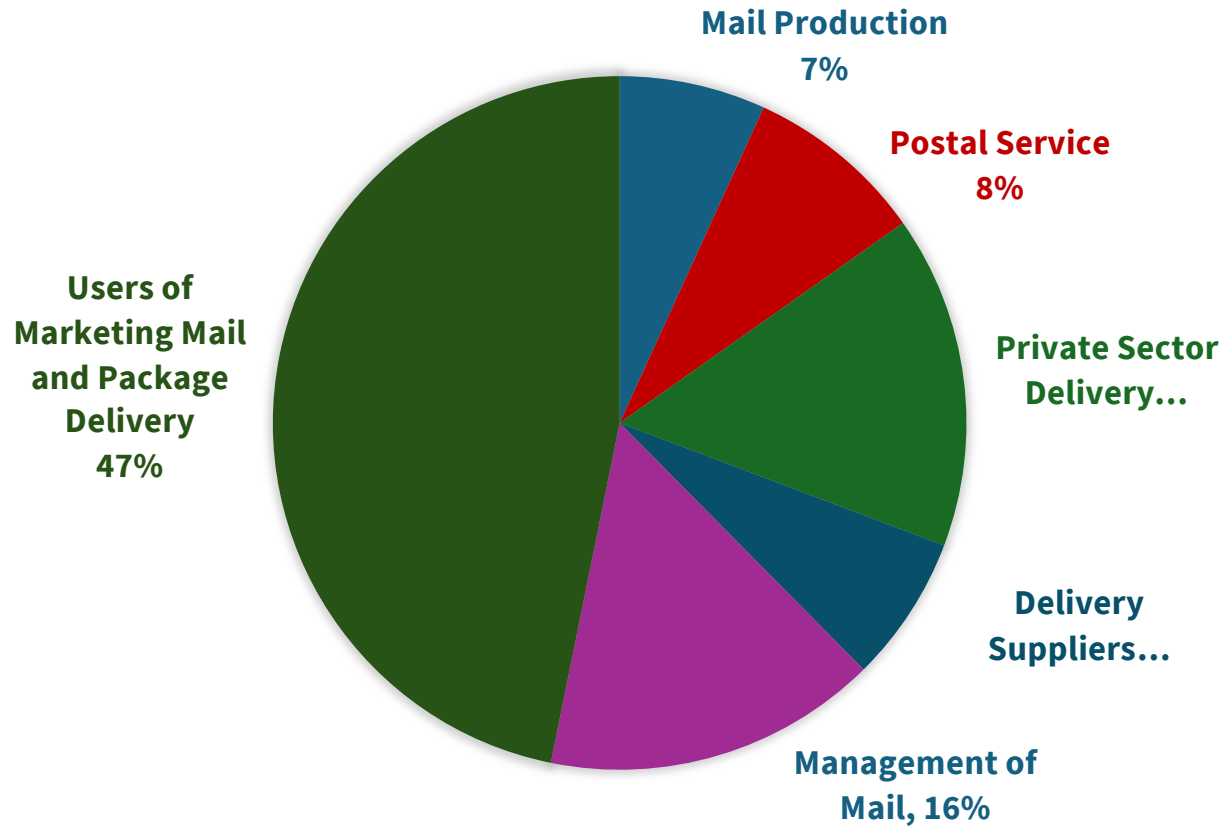
Sources:

1. Airlines for America, Economic Impact of Commercial Aviation, 2025, <https://www.airlines.org/impact/>

2. Alliance for Automotive Innovation, [autosinnovate.org, https://www.autosinnovate.org/initiatives/the-industry](https://www.autosinnovate.org/initiatives/the-industry)

Mailing Industry Job Types Include: Manufacturing, Distribution, Mail Management, and Mail Advertised & Delivered Goods

TYPES OF MAILING INDUSTRY JOBS



92%

of jobs come from private industry



8%

of jobs come from the Postal Service



Strategic policy shifts at the USPS carry significant consequences for the entire mailing industry.



Mailing Industry Jobs

Mailing Industry Groups

Group A
Mail Production and Distribution

Group B
Management of Mail

Group C
Mail Advertised and Delivered Goods

Group A – Mail Production and Distribution



Group B – Management of Mail

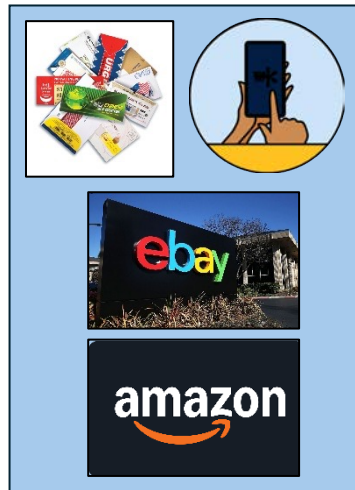


Group C – Mail Advertised and Delivered Goods

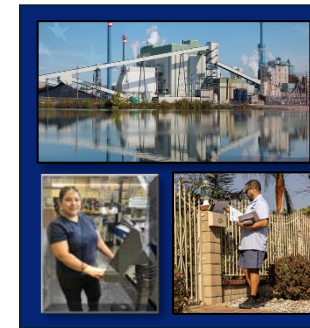
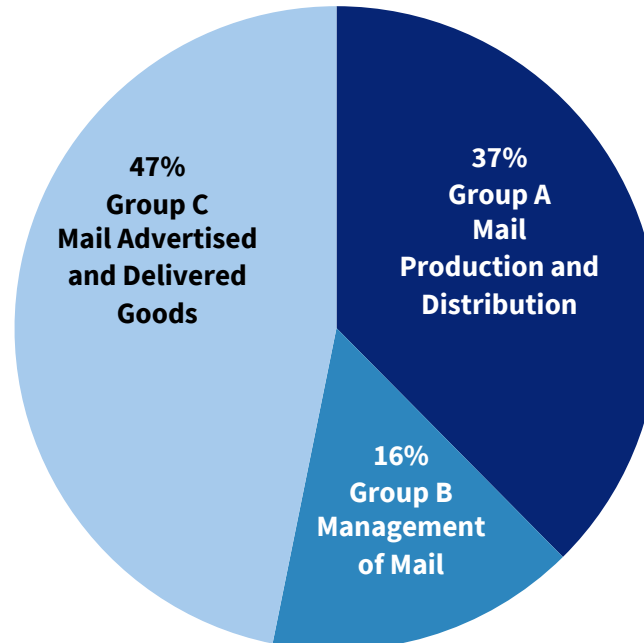


The Mailing Industry Jobs are composed of Three Main Job Groups

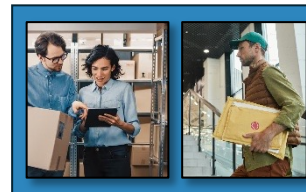
Mailing Industry Employment



Group C
Mail Advertised & Delivered Goods-47%
Catalog and direct-mail sales, magazine ads, internet and mail-order fulfillment



Group A
Mail Production & Distribution-37%
Paper, printing, and mail-producing suppliers; postal and private-sector delivery



Group B
Management of Mail-16%
In-house mail handling within companies

In Summary, the Mailing Industry Lost Jobs from 2022 to 2025

Overall, the mailing industry lost 474,930 jobs, equating to a job loss of 6%.

Job Categories	Jobs (2022)	Jobs (2025)	Change in Jobs	% Change
Group A – Mail Production and Distribution	2,912,436	2,794,100	-118,337	-4.1%
Group B – Management of Mail	1,468,521	1,159,564	-308,957	-21.0%
Group C – Mail Advertised and Delivered Goods	3,528,167	3,480,530	-47,637	-1.4%
Total	7,909,124	7,434,194	-474,930	-6.0%



Jobs Declined Significantly in the Traditional Mail Industries, but Increased in the Packaging Industries



Decline in # of Jobs

- Mail Production, Handling, and Distribution Jobs
 - Paper, Printing, Printing Industry Suppliers, & Mail Producing Jobs
 - Postal Service Jobs
 - Private Sector Delivery (FedEx, UPS, etc.) Jobs
 - Delivery Suppliers (USPS & Private Sector Couriers) Jobs
- Mail Management Jobs in all Industries
- Traditional Direct Mail, Catalog, and Magazine Jobs



Growth in # of Jobs

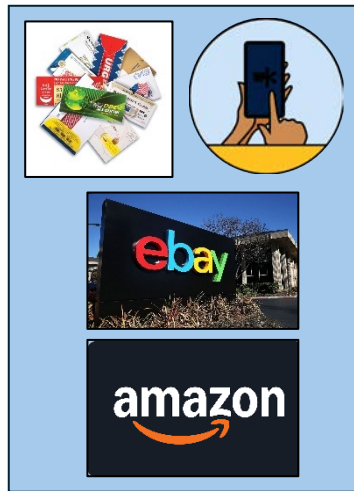
- Employment Among Retailers Using Packaging Delivery
 - Internet Shopping and Mail Order Houses (such as Amazon) Jobs
 - Brick and Mortar Retailers Fulfilling Sales through the Mail Stream (such as Walmart) Jobs



Mailing Industry Revenue

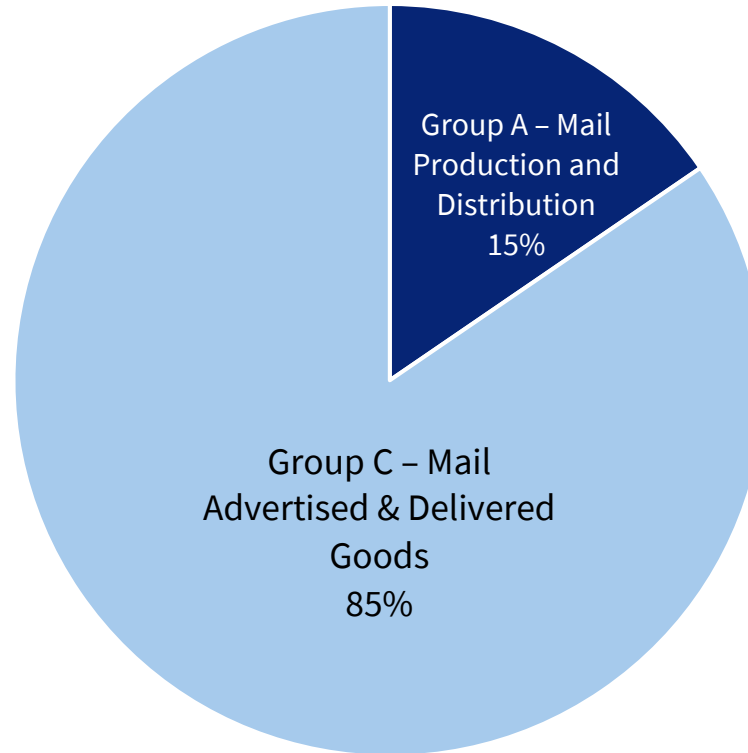
The Mailing Industry Revenue is Segmented into Two Main Groups

Mailing Industry Revenue



Group C - Mail Advertised & Delivered Goods-85%

Catalog and direct-mail sales, magazine ads, internet and mail-order fulfillment



Group A - Mail Production & Distribution-15%

Paper, printing, and mail-producing suppliers; postal and private-sector delivery

The U.S. Mailing Industry is a Significant Contributor to the Economy with Nearly \$2.0 Trillion in Sales Revenue

Overall, sales revenue increased by 3.9% (\$74 billion) due to more packaged products being delivered through the mail stream.

Revenue Summary by Major Mailing Industry Group	2022 (\$Bn)	2025 (\$Bn)	Change (\$Bn)	% Change
Group A – Mail Production, Handling, and Distribution	\$318.5	\$308.1	-\$10.4	-3.3%
Group C – Users of Standard Advertising Mail and Mail Delivered Packages	\$1,601.0	\$1,685.4	\$84.5	5.3%
Grand Total	\$1,919.5	\$1,993.5	\$74.0	3.9%

Revenue Declined Significantly in the Traditional Mail Industries, but Increased in the Packaging Industries



Decline in Revenue

- Revenue from Mail Production, Handling, and Distribution
 - Paper, Printing, Printing Industry Suppliers, & Mail Producing
 - Direct Mail Production
- Revenue from Users of the Mail-Stream
 - Catalog, Direct Mail, Direct Response Magazine, and Insert Advertising Sales
- Revenue from Mail Stream Publishers such as Periodicals and Books



Growth in Revenue

- Mail Production, Handling, and Distribution
 - Postal Service
 - Private Sector Delivery (FedEx, UPS, etc.)
- Retailers Using Packaging Delivery
 - Internet Shopping and Mail Order Houses (such as Amazon)
 - Brick and Mortar Retailers Fulfilling Sales through the Mail Stream (such as Walmart)

Mail Remains Essential and Vital to the US Economy



Despite widespread digital expansion, mail remains a foundational communication infrastructure for consumers, businesses, and government entities, with the USPS at its foundation.



Furthermore, the shift to online shopping is actively driving significant demand for the industry's packaging delivery services.

The Mailing Industry Represents a Vital Pillar of the United States Economy

The U.S. Mailing Industry supports 7.4 million jobs and nearly \$2.0 trillion in sales revenue.



Economic Pillar

Drives progress across public and private sectors.



National Footprint

Supports a widespread network with jobs in every state.



Political Presence

Impacts employment in every state and congressional district.



Market Influence

Evolves constantly to shape the health of the entire marketplace.



Thank You for Your Interest!



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