

MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2020 (Oct. 1, 2019-Dec. 31, 2019) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent
First-Class Mail:												
Single-Piece Letters	2,385,691	2,464,485	(78,795)	(3.2)	4,431,458	4,883,246	(451,788)	(9.3)	132,538	144,909	(12,371)	(8.5)
Single-Piece Cards	50,636	59,252	(8,616)	(14.5)	138,722	164,296	(25,574)	(15.6)	889	1,051	(163)	(15.5)
Total Single-Piece Letters and Cards	2,436,327	2,523,738	(87,411)	(3.5)	4,570,181	5,047,542	(477,362)	(9.5)	133,426	145,960	(12,534)	(8.6)
Presort Letters	3,464,532	3,467,939	(3,406)	(0.1)	8,885,674	8,974,331	(88,657)	(1.0)	507,425	515,497	(8,073)	(1.6)
Presort Cards	138,034	132,107	5,926	4.5	528,950	505,822	23,128	4.6	4,323	4,132	191	4.6
Total Presort Letters and Cards	3,602,566	3,600,046	2,520	0.1	9,414,625	9,480,154	(65,529)	(0.7)	511,748	519,630	(7,882)	(1.5)
Flats	406,324	488,949	(82,625)	(16.9)	333,381	360,807	(27,426)	(7.6)	68,057	72,197	(4,140)	(5.7)
Domestic Negotiated Serv. Agreement Mail	0	0	0	-	0	0	0	-	0	0	0	-
Outbound First-Class Mail International	56,183	63,998	(7,816)	(12.2)	40,394	45,921	(5,527)	(12.0)	1,807	2,193	(386)	(17.6)
Inbound Intl. Letter-Post Single-Piece & NSA Ma	243,668	228,688	14,980	6.6	156,819	167,094	(10,275)	(6.1)	78,793	68,856	9,937	14.4
First-Class Mail Fees	26,845	27,680	(835)	(3.0)	-	-	-	-	-	-	-	-
Total First-Class Mail	6,771,913	6,933,099	(161,187)	(2.3)	14,515,399	15,101,517	(586,119)	(3.9)	793,831	808,835	(15,004)	(1.9)
USPS Marketing Mail:												
High Density and Saturation Letters	310,084	313,762	(3,678)	(1.2)	1,851,982	1,974,370	(122,388)	(6.2)	75,945	77,759	(1,814)	(2.3)
High Density and Saturation Flats & Parcels	551,962	581,506	(29,544)	(5.1)	3,038,266	3,352,782	(314,516)	(9.4)	548,530	569,753	(21,223)	(3.7)
Carrier Route	490,473	613,128	(122,654)	(20.0)	1,860,988	2,399,474	(538,486)	(22.4)	407,012	444,896	(37,884)	(8.5)
Letters	2,600,603	2,657,601	(56,997)	(2.1)	12,362,140	12,968,201	(606,061)	(4.7)	608,123	631,082	(22,959)	(3.6)
Flats	420,885	457,880	(36,994)	(8.1)	1,038,527	1,177,435	(138,907)	(11.8)	258,891	280,828	(21,937)	(7.8)
Parcels	14,483	13,355	1,128	8.4	11,463	10,629	834	7.8	4,330	3,844	486	12.6
Every Door Direct Mail Retail	28,065	30,613	(2,548)	(8.3)	150,078	171,981	(21,903)	(12.7)	19,036	21,814	(2,778)	(12.7)
Domestic Negotiated Serv. Agreement Mail	0	0	-	-	0	0	-	-	0	0	-	-
USPS Marketing Mail Fees	9,007	9,950	(943)	(9.5)	-	-	-	-	-	-	-	-
Total USPS Marketing Mail	4,425,562	4,677,793	(252,231)	(5.4)	20,313,444	22,054,872	(1,741,428)	(7.9)	1,921,868	2,029,977	(108,109)	(5.3)
Periodicals Mail:												
In-County	14,579	14,603	(24)	(0.2)	128,299	127,642	657	0.5	35,046	35,992	(946)	(2.6)
Outside County	271,048	293,715	(22,667)	(7.7)	981,180	1,070,416	(89,237)	(8.3)	343,253	383,180	(39,927)	(10.4)
Periodicals Mail Fees	1,127	2,339	(1,212)	(51.8)	-	-	-	-	-	-	-	-
Total Periodicals Mail	286,754	310,657	(23,903)	(7.7)	1,109,478	1,198,058	(88,580)	(7.4)	378,299	419,172	(40,873)	(9.8)
Package Services Mail:												
Alaska Bypass	7,342	8,301	(959)	(11.6)	293	338	(46)	(13.5)	19,698	22,760	(3,062)	(13.5)
Bound Printed Matter Flats	50,036	52,794	(2,758)	(5.2)	66,611	73,558	(6,948)	(9.4)	113,247	119,187	(5,940)	(5.0)
Bound Printed Matter Parcels	72,929	85,528	(12,600)	(14.7)	65,648	79,262	(13,614)	(17.2)	133,837	164,139	(30,302)	(18.5)
Media and Library Mail	75,569	72,006	3,563	4.9	21,407	20,720	687	3.3	44,393	45,473	(1,080)	(2.4)
Package Services Mail Fees	258	428	(170)	(39.8)	-	-	-	-	-	-	-	-
Total Package Services Mail	206,134	219,059	(12,925)	(5.9)	153,958	173,878	(19,920)	(11.5)	311,174	351,558	(40,384)	(11.5)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2020 (Oct. 1, 2019-Dec. 31, 2019) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019	Percent	FY 2020	FY 2019	FY 2020 over FY 2019	Percent	FY 2020	FY 2019	FY 2020 over FY 2019	Percent
Priority Mail Express:												
Total Priority Mail Express	177,099	186,773	(9,673)	(5.2)	6,300	6,862	(562)	(8.2)	7,363	8,032	(669)	(8.3)
First-Class Package Service:												
Total First Class Package Service	1,235,976	1,165,427	70,549	6.1	371,691	382,294	(10,603)	(2.8)	143,840	147,898	(4,058)	(2.7)
Retail Ground Mail:												
Total Retail Ground	94,410	84,492	9,918	11.7	4,163	3,914	248	6.3	27,946	27,102	844	3.1
Priority Mail:												
Total Priority Mail	2,706,887	2,697,931	8,956	0.3	293,619	309,937	(16,318)	(5.3)	775,184	820,708	(45,523)	(5.5)
Parcel Select Mail:												
Total Parcel Select Mail	2,121,366	2,032,640	88,727	4.4	878,491	910,571	(32,080)	(3.5)	2,911,913	2,302,217	609,695	26.5
Parcel Return Service Mail:												
Total Parcel Return Service Mail	49,472	60,441	(10,969)	(18.1)	17,744	23,183	(5,439)	(23.5)	49,249	63,485	(14,236)	(22.4)
International Mail:												
Outbound Priority Mail International	107,734	109,794	(2,060)	(1.9)	1,733	1,802	(69)	(3.8)	11,088	12,136	(1,048)	(8.6)
Outbound International Expedited Services	21,363	29,356	(7,993)	(27.2)	254	359	(106)	(29.4)	1,242	2,265	(1,023)	(45.2)
Other Outbound International Mail	184,868	193,875	(9,007)	(4.6)	36,921	39,961	(3,041)	(7.6)	22,134	22,074	60	0.3
Inbound International	71,897	71,688	209	0.3	4,095	4,271	(177)	(4.1)	30,459	32,179	(1,720)	(5.3)
International Mail Fees	2	2	(0)	(1.6)	-	-	-	-	-	-	-	-
Total International Mail	385,864	404,715	(18,851)	(4.7)	43,002	46,394	(3,392)	(7.3)	64,923	68,653	(3,731)	(5.4)
Total Competitive Mail	6,771,075	6,632,419	138,656	2.1	1,615,010	1,683,156	(68,146)	(4.0)	3,980,418	3,438,095	542,323	15.8

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2020 (Oct. 1, 2019-Dec. 31, 2019) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	18,461,437	18,773,026	(311,589)	(1.7)	37,801,350	40,301,778	(2,500,428)	(6.2)	7,414,289	7,080,382	333,907	4.7
Total All Services	694,476	679,140	15,336	2.3	1,716,280	1,772,166	(55,886)	(3.2)				
Total All Mail and Services	19,155,913	19,452,167	(296,253)	(1.5)								
Total All Other Revenue	239,454	298,598	(59,144)	(19.8)								
Total All Revenue	19,395,367	19,750,765	(355,398)	(1.8)								

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.

TABLE 2-A
LETTER MAIL
MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2020 (Oct. 1, 2019-Dec. 31, 2019) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019	FY 2020 over FY 2019	FY 2020	FY 2019	FY 2020 over FY 2019	FY 2020 over FY 2019	FY 2020	FY 2019	FY 2020 over FY 2019	FY 2020 over FY 2019
		Amount	Percent			Amount	Percent			Amount	Percent	
First-Class Mail:												
Single-Piece Letters	2,385,691	2,464,485	(78,795)	(3.2)	4,431,458	4,883,246	(451,788)	(9.3)	132,538	144,909	(12,371)	(8.5)
Single-Piece Cards	50,636	59,252	(8,616)	(14.5)	138,722	164,296	(25,574)	(15.6)	889	1,051	(163)	(15.5)
Total Single-Piece Letters and Cards	2,436,327	2,523,738	(87,411)	(3.5)	4,570,181	5,047,542	(477,362)	(9.5)	133,426	145,960	(12,534)	(8.6)
Presort Letters	3,464,532	3,467,939	(3,406)	(0.1)	8,885,674	8,974,331	(88,657)	(1.0)	507,425	515,497	(8,073)	(1.6)
Presort Cards	138,034	132,107	5,926	4.5	528,950	505,822	23,128	4.6	4,323	4,132	191	4.6
Total Presort Letters and Cards	3,602,566	3,600,046	2,520	0.1	9,414,625	9,480,154	(65,529)	(0.7)	511,748	519,630	(7,882)	(1.5)
Flats	3,227	3,467	(240)	(6.9)	2,955	2,012	943	46.9	942	637	304	47.7
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	6,042,120	6,127,251	(85,130)	(1.4)	13,987,760	14,529,708	(541,948)	(3.7)	646,116	666,227	(20,111)	(3.0)
USPS Marketing Mail:												
High Density and Saturation Letters	310,084	313,762	(3,678)	(1.2)	1,851,982	1,974,370	(122,388)	(6.2)	75,945	77,759	(1,814)	(2.3)
High Density and Saturation Flats & Parcels	16,200	12,851	3,349	26.1	86,451	79,789	6,661	8.3	2,865	3,301	(436)	(13.2)
Carrier Route	2,587	3,491	(904)	(25.9)	10,058	14,035	(3,977)	(28.3)	373	518	(145)	(28.1)
Letters	2,600,603	2,657,601	(56,997)	(2.1)	12,362,140	12,968,201	(606,061)	(4.7)	608,123	631,082	(22,959)	(3.6)
Flats	252	194	58	29.8	506	356	150	42.2	169	117	52	44.9
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
USPS Marketing Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total USPS Marketing Mail	2,929,727	2,987,899	(58,172)	(1.9)	14,311,137	15,036,752	(725,615)	(4.8)	687,475	712,777	(25,302)	(3.5)
Periodicals Mail:												
In-County	154	161	(7)	(4.4)	1,745	1,800	(55)	(3.1)	81	87	(6)	(7.3)
Outside County	1,061	1,099	(37)	(3.4)	4,242	4,836	(594)	(12.3)	388	425	(37)	(8.6)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	1,215	1,259	(44)	(3.5)	5,987	6,635	(649)	(9.8)	469	512	(43)	(8.4)
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2020 (Oct. 1, 2019-Dec. 31, 2019) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019	Percent	FY 2020	FY 2019	FY 2020 over FY 2019	Percent	FY 2020	FY 2018	FY 2020 over FY 2019	Percent
Total Competitive Mail	14,622	22,737	(8,116)	(35.7)	6,068	11,152	(5,084)	(45.6)	285	404	(118)	(29.3)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2020 (Oct. 1, 2019-Dec. 31, 2019) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019	Percent	FY 2020	FY 2019	FY 2020 over FY 2019	Percent	FY 2020	FY 2018	FY 2020 over FY 2019	Percent
Total Competitive Revenue	14,622	22,737	(8,116)	(35.7)	6,068	11,152	(5,084)	(45.6)	285	404	(118)	(29.3)

**TABLE 2-B
FLAT MAIL
MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2020 (Oct. 1, 2019-Dec. 31, 2019) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	FY 2020 over FY 2019 Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	FY 2020 over FY 2019 Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	FY 2020 over FY 2019 Percent
First-Class Mail:												
Single-Piece Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Single-Piece Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Single-Piece Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	403,097	485,482	(82,385)	(17.0)	330,426	358,794	(28,368)	(7.9)	67,116	71,560	(4,444)	(6.2)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	403,097	485,482	(82,385)	(17.0)	330,426	358,794	(28,368)	(7.9)	67,116	71,560	(4,444)	(6.2)
USPS Marketing Mail:												
High Density and Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density and Saturation Flats & Parcels	535,759	568,604	(32,845)	(5.8)	2,951,808	3,272,906	(321,098)	(9.8)	545,664	566,446	(20,781)	(3.7)
Carrier Route Letters	487,886	609,623	(121,737)	(20.0)	1,850,928	2,385,406	(534,478)	(22.4)	406,639	444,366	(37,727)	(8.5)
Flats	420,560	457,564	(37,005)	(8.1)	1,037,861	1,176,805	(138,944)	(11.8)	258,717	280,702	(21,984)	(7.8)
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Every Door Direct Mail Retail	28,065	30,613	(2,548)	(8.3)	150,078	171,981	(21,903)	(12.7)	19,036	21,814	(2,778)	(12.7)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
USPS Marketing Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total USPS Marketing Mail	1,472,269	1,666,404	(194,135)	(11.6)	5,990,674	7,007,098	(1,016,423)	(14.5)	1,230,056	1,313,327	(83,271)	(6.3)
Periodicals Mail:												
In-County	14,398	14,420	(21)	(0.1)	126,416	125,737	679	0.5	34,874	35,831	(957)	(2.7)
Outside County	269,310	291,892	(22,583)	(7.7)	976,189	1,064,761	(88,571)	(8.3)	341,497	381,316	(39,819)	(10.4)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	283,708	306,312	(22,604)	(7.4)	1,102,605	1,190,498	(87,892)	(7.4)	376,371	417,147	(40,776)	(9.8)
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	50,036	52,794	(2,758)	(5.2)	66,611	73,558	(6,948)	(9.4)	113,247	119,187	(5,940)	(5.0)
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	5,381	5,170	211	4.1	1,829	1,842	(13)	(0.7)	1,387	1,421	(34)	(2.4)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	55,417	57,964	(2,547)	(4.4)	68,439	75,400	(6,961)	(9.2)	114,633	120,607	(5,974)	(5.0)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2020 (Oct. 1, 2019-Dec. 31, 2019) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019	Percent	FY 2020	FY 2019	FY 2020 over FY 2019	Percent	FY 2020	FY 2018	FY 2020 over FY 2019	Percent
Total Competitive Mail	249,014	245,576	3,438	1.4	47,569	50,139	(2,570)	(5.1)	19,146	20,966	(1,820)	(8.7)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2020 (Oct. 1, 2019-Dec. 31, 2019) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019	Percent	FY 2020	FY 2019	FY 2020 over FY 2019	Percent	FY 2020	FY 2018	FY 2020 over FY 2019	Percent
Total Competitive Revenue	249,014	245,576	3,438	1.4	47,569	50,139	(2,570)	(5.1)	19,146	20,966	(1,820)	(8.7)

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2020 (Oct. 1, 2019-Dec. 31, 2019) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	2,463,505	2,761,738	(298,233)	(10.8)	7,547,394	8,691,295	(1,143,900)	(13.2)	1,808,936	1,945,196	(136,260)	(7.0)
Total All Services	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	2,463,505	2,761,738	(298,233)	(10.8)	7,547,394	8,691,295	(1,143,900)	(13.2)	1,808,936	1,945,196	(136,260)	(7.0)
Total All Other Revenue												
Total All Revenue	2,463,505	2,761,738	(298,233)	(10.8)								

**TABLE 2-C
PARCEL MAIL
MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2020 (Oct. 1, 2019-Dec. 31, 2019) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	FY 2020 over FY 2019 Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	FY 2020 over FY 2019 Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	FY 2020 over FY 2019 Percent
First-Class Mail:												
Single-Piece Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Single-Piece Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Single-Piece Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
USPS Marketing Mail:												
High Density and Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density and Saturation Flats & Parcels	3	51	(48)	(94.8)	7	87	(79)	(91.5)	1	6	(6)	(88.5)
Carrier Route	1	14	(13)	(93.9)	2	33	(31)	(94.4)	0	12	(12)	(96.6)
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	73	121	(48)	(39.5)	160	273	(113)	(41.4)	5	10	(5)	(50.0)
Parcels	14,483	13,355	1,128	8.4	11,463	10,629	834	7.8	4,330	3,844	486	12.6
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
USPS Marketing Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total USPS Marketing Mail	14,560	13,540	1,019	7.5	11,632	11,022	610	5.5	4,337	3,873	464	12.0
Periodicals Mail:												
In-County	26	22	4	19.8	138	104	33	32.1	91	73	18	24.1
Outside County	678	724	(47)	(6.5)	748	820	(72)	(8.8)	1,367	1,439	(71)	(4.9)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	704	746	(42)	(5.7)	886	925	(38)	(4.2)	1,459	1,512	(53)	(3.5)
Package Services Mail:												
Alaska Bypass	7,342	8,301	(959)	(11.6)	293	338	(46)	(13.5)	19,698	22,760	(3,062)	(13.5)
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	72,929	85,528	(12,600)	(14.7)	65,648	79,262	(13,614)	(17.2)	133,837	164,139	(30,302)	(18.5)
Media and Library Mail	70,157	66,810	3,347	5.0	19,578	18,878	700	3.7	43,006	44,052	(1,046)	(2.4)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	150,428	160,639	(10,212)	(6.4)	85,519	98,478	(12,960)	(13.2)	196,541	230,951	(34,410)	(14.9)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2020 (Oct. 1, 2019-Dec. 31, 2019) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019	Percent	FY 2020	FY 2019	FY 2020 over FY 2019	Percent	FY 2020	FY 2018	FY 2020 over FY 2019	Percent
Total Competitive Mail	5,927,520	5,769,514	158,005	2.7	1,512,071	1,568,609	(56,538)	(3.6)	3,888,701	3,340,041	548,660	16.4

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2020 (Oct. 1, 2019-Dec. 31, 2019) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019	Percent	FY 2020	FY 2019	FY 2020 over FY 2019	Percent	FY 2020	FY 2018	FY 2020 over FY 2019	Percent
Total Competitive Revenue	5,927,520	5,769,514	158,005	2.7	1,512,071	1,568,609	(56,538)	(3.6)	3,888,701	3,340,041	548,660	16.4

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2020 (Oct. 1, 2019-Dec. 31, 2019) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	6,093,211	5,944,440	148,771	2.5	1,619,409	1,689,685	(70,276)	(4.2)	4,116,333	3,605,683	510,650	14.2
Total All Services	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	6,093,211	5,944,440	148,771	2.5	1,619,409	1,689,685	(70,276)	(4.2)	4,116,333	3,605,683	510,650	14.2
Total All Other Revenue												
Total All Revenue	6,093,211	5,944,440	148,771	2.5								

TABLE 3-A
STAMPED MAIL
MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2020 (Oct. 1, 2019-Dec. 31, 2019) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent
First-Class Mail:												
Single-Piece Letters	1,479,619	1,549,480	(69,861)	(4.5)	2,702,127	3,042,168	(340,042)	(11.2)	72,092	80,067	(7,975)	(10.0)
Single-Piece Cards	30,452	36,796	(6,343)	(17.2)	82,005	101,133	(19,128)	(18.9)	513	632	(120)	(18.9)
Total Single-Piece Letters and Cards	1,510,071	1,586,276	(76,204)	(4.8)	2,784,132	3,143,301	(359,170)	(11.4)	72,605	80,699	(8,095)	(10.0)
Presort Letters	52,035	53,749	(1,715)	(3.2)	128,514	134,532	(6,018)	(4.5)	8,069	8,058	11	0.1
Presort Cards	1,119	946	174	18.4	4,252	3,586	666	18.6	23	20	3	15.9
Total Presort Letters and Cards	53,154	54,695	(1,541)	(2.8)	132,766	138,118	(5,352)	(3.9)	8,092	8,078	14	0.2
Flats	36,622	42,182	(5,560)	(13.2)	24,975	27,276	(2,302)	(8.4)	4,959	5,336	(377)	(7.1)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	1,599,848	1,683,153	(83,305)	(4.9)	2,941,872	3,308,696	(366,824)	(11.1)	85,656	94,113	(8,458)	(9.0)
USPS Marketing Mail:												
High Density and Saturation Letters	5,926	4,652	1,273	27.4	39,377	32,883	6,494	19.7	1,299	1,059	240	22.6
High Density and Saturation Flats & Parcels	523	493	29	5.9	2,848	2,771	77	2.8	123	151	(27)	(18.1)
Carrier Route Letters	336	352	(16)	(4.6)	1,298	1,407	(109)	(7.8)	125	124	2	1.3
Flats	178,170	165,082	13,089	7.9	1,103,519	1,043,447	60,072	5.8	57,489	54,150	3,339	6.2
Parcels	5,031	5,862	(831)	(14.2)	15,592	17,962	(2,370)	(13.2)	2,535	2,867	(332)	(11.6)
Parcels	86	36	50	140.1	67	23	44	189.4	12	3	9	334.8
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
USPS Marketing Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total USPS Marketing Mail	190,071	176,477	13,594	7.7	1,162,700	1,098,492	64,207	5.8	61,583	58,352	3,231	5.5
Periodicals Mail:												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	594	788	(194)	(24.7)	190	237	(47)	(19.7)	214	383	(169)	(44.2)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	594	788	(194)	(24.7)	190	237	(47)	(19.7)	214	383	(169)	(44.2)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2020 (Oct. 1, 2019-Dec. 31, 2019) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)					
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change			
	FY 2020	FY 2019	FY 2020 over FY 2019	Amount	Percent	FY 2020	FY 2019	FY 2020 over FY 2019	Amount	Percent	FY 2020	FY 2018	FY 2020 over FY 2019	Amount
Total Competitive Mail	27,249	29,274	(2,025)	(6.9)	6,006	7,016	(1,010)	(14.4)	3,975	4,758	(783)	(16.4)		

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2020 (Oct. 1, 2019-Dec. 31, 2019) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	FY 2020 over FY 2019 Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	FY 2020 over FY 2019 Percent	FY 2020	FY 2018	FY 2020 over FY 2019 Amount	FY 2020 over FY 2019 Percent
Total Competitive Revenue	27,249	29,274	(2,025)	(6.9)	6,006	7,016	(1,010)	(14.4)	3,975	4,758	(783)	(16.4)

**TABLE 3-B
METERED MAIL
MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2020 (Oct. 1, 2019-Dec. 31, 2019) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	FY 2020 over FY 2019 Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	FY 2020 over FY 2019 Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	FY 2020 over FY 2019 Percent
First-Class Mail:												
Single-Piece Letters	787,983	787,663	321	0.0	1,510,001	1,587,678	(77,677)	(4.9)	51,768	54,723	(2,955)	(5.4)
Single-Piece Cards	12,244	13,683	(1,439)	(10.5)	33,937	38,043	(4,106)	(10.8)	212	238	(26)	(10.8)
Total Single-Piece Letters and Cards	800,228	801,346	(1,118)	(0.1)	1,543,938	1,625,721	(81,782)	(5.0)	51,980	54,961	(2,981)	(5.4)
Presort Letters	763,178	806,230	(43,052)	(5.3)	1,950,951	2,086,216	(135,265)	(6.5)	117,121	125,330	(8,209)	(6.5)
Presort Cards	742	756	(15)	(1.9)	2,817	2,845	(28)	(1.0)	34	32	2	6.5
Total Presort Letters and Cards	763,920	806,987	(43,067)	(5.3)	1,953,768	2,089,061	(135,293)	(6.5)	117,155	125,362	(8,207)	(6.5)
Flats	222,987	273,803	(50,817)	(18.6)	178,414	195,466	(17,051)	(8.7)	33,112	36,950	(3,838)	(10.4)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	1,787,134	1,882,136	(95,002)	(5.0)	3,676,121	3,910,247	(234,126)	(6.0)	202,247	217,273	(15,026)	(6.9)
USPS Marketing Mail:												
High Density and Saturation Letters	564	521	43	8.3	3,276	3,093	183	5.9	120	96	24	25.4
High Density and Saturation Flats & Parcels	1	29	(28)	(97.4)	8	166	(159)	(95.3)	0	10	(10)	(97.2)
Carrier Route	54	26	28	106.4	262	129	133	103.7	14	9	5	58.3
Letters	55,710	59,762	(4,052)	(6.8)	322,180	342,177	(19,997)	(5.8)	18,101	18,820	(719)	(3.8)
Flats	2,203	2,211	(8)	(0.3)	6,673	7,011	(337)	(4.8)	956	1,007	(50)	(5.0)
Parcels	87	39	48	125.7	47	23	23	100.5	6	3	3	126.6
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
USPS Marketing Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total USPS Marketing Mail	58,619	62,587	(3,968)	(6.3)	332,446	352,599	(20,153)	(5.7)	19,197	19,944	(747)	(3.7)
Periodicals Mail:												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	48,088	44,272	3,816	8.6	13,790	12,933	857	6.6	27,481	27,222	259	1.0
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	48,088	44,272	3,816	8.6	13,790	12,933	857	6.6	27,481	27,222	259	1.0

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2020 (Oct. 1, 2019-Dec. 31, 2019) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	FY 2020 over FY 2019 Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	FY 2020 over FY 2019 Percent	FY 2020	FY 2018	FY 2020 over FY 2019 Amount	FY 2020 over FY 2019 Percent
Total Competitive Mail	2,475,245	2,318,794	156,451	6.7	439,943	436,845	3,098	0.7	558,863	591,799	(32,937)	(5.6)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2020 (Oct. 1, 2019-Dec. 31, 2019) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	FY 2019 Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	FY 2019 Percent	FY 2020	FY 2018	FY 2020 over FY 2019 Amount	FY 2018 Percent
Total Competitive Revenue	2,475,245	2,318,794	156,451	6.7	439,943	436,845	3,098	0.7	558,863	591,799	(32,937)	(5.6)

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2020 (Oct. 1, 2019-Dec. 31, 2019) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019	Percent	FY 2020	FY 2019	FY 2020 over FY 2019	Percent	FY 2020	FY 2019	FY 2020 over FY 2019	Percent
Total Market Dominant and Competitive												
Total All Mail	4,369,085	4,307,789	61,297	1.4	4,462,299	4,712,624	(250,325)	(5.3)	807,788	856,238	(48,451)	(5.7)
Total All Services	164,125	161,311	2,814	1.7	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	4,533,210	4,469,100	64,110	1.4	4,462,299	4,712,624	(250,325)	(5.3)	807,788	856,238	(48,451)	(5.7)
Total All Other Revenue												
Total All Revenue	4,533,210	4,469,100	64,110	1.4								

TABLE 3-D
PVI MAIL
MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2020 (Oct. 1, 2019-Dec. 31, 2019) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	FY 2020 over FY 2019 Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	FY 2020 over FY 2019 Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	FY 2020 over FY 2019 Percent
First-Class Mail:												
Single-Piece Letters	6,519	6,654	(134)	(2.0)	10,411	10,876	(466)	(4.3)	592	636	(44)	(6.9)
Single-Piece Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Single-Piece Letters and Cards	6,519	6,654	(134)	(2.0)	10,411	10,876	(466)	(4.3)	592	636	(44)	(6.9)
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	22,197	26,156	(3,958)	(15.1)	14,832	15,465	(632)	(4.1)	3,581	3,715	(134)	(3.6)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	28,717	32,809	(4,093)	(12.5)	25,243	26,341	(1,098)	(4.2)	4,173	4,351	(178)	(4.1)
USPS Marketing Mail:												
High Density and Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density and Saturation Flats & Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Carrier Route	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
USPS Marketing Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total USPS Marketing Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail:												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	16,101	16,047	54	0.3	4,259	4,330	(71)	(1.6)	10,522	11,017	(496)	(4.5)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	16,101	16,047	54	0.3	4,259	4,330	(71)	(1.6)	10,522	11,017	(496)	(4.5)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2020 (Oct. 1, 2019-Dec. 31, 2019) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019	Percent	FY 2020	FY 2019	FY 2020 over FY 2019	Percent	FY 2020	FY 2018	FY 2020 over FY 2019	Percent
Total Competitive Mail	837,584	871,517	(33,933)	(3.9)	77,222	86,698	(9,476)	(10.9)	191,633	214,119	(22,485)	(10.5)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2020 (Oct. 1, 2019-Dec. 31, 2019) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	FY 2020 over FY 2019 Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	FY 2020 over FY 2019 Percent	FY 2020	FY 2018	FY 2020 over FY 2019 Amount	FY 2020 over FY 2019 Percent
Total Competitive Revenue	837,584	871,517	(33,933)	(3.9)	77,222	86,698	(9,476)	(10.9)	191,633	214,119	(22,485)	(10.5)

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2020 (Oct. 1, 2019-Dec. 31, 2019) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	FY 2020 over FY 2019 Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	FY 2020 over FY 2019 Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	FY 2020 over FY 2019 Percent
Total Market Dominant and Competitive												
Total All Mail	882,402	920,374	(37,972)	(4.1)	106,725	117,369	(10,645)	(9.1)	206,328	229,487	(23,159)	(10.1)
Total All Services	63,516	64,480	(964)	(1.5)	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	945,918	984,854	(38,936)	(4.0)	106,725	117,369	(10,645)	(9.1)	206,328	229,487	(23,159)	(10.1)
Total All Other Revenue												
Total All Revenue	945,918	984,854	(38,936)	(4.0)								

TABLE 3-E
PERMIT IMPRINT MAIL
MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2020 (Oct. 1, 2019-Dec. 31, 2019) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	FY 2019 Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	FY 2019 Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	FY 2019 Percent
First-Class Mail:												
Single-Piece Letters	109,148	117,898	(8,750)	(7.4)	204,649	237,629	(32,980)	(13.9)	7,947	9,240	(1,293)	(14.0)
Single-Piece Cards	7,884	8,726	(842)	(9.7)	22,643	24,990	(2,347)	(9.4)	163	181	(17)	(9.6)
Total Single-Piece Letters and Cards	117,032	126,624	(9,592)	(7.6)	227,292	262,619	(35,326)	(13.5)	8,110	9,420	(1,310)	(13.9)
Presort Letters	2,649,320	2,607,959	41,361	1.6	6,806,209	6,753,583	52,626	0.8	382,235	382,110	125	0.0
Presort Cards	136,173	130,405	5,767	4.4	521,882	499,391	22,490	4.5	4,266	4,080	186	4.6
Total Presort Letters and Cards	2,785,493	2,738,364	47,128	1.7	7,328,091	7,252,975	75,116	1.0	386,500	386,190	311	0.1
Flats	124,025	145,739	(21,714)	(14.9)	114,803	121,940	(7,137)	(5.9)	26,329	26,021	308	1.2
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	3,026,550	3,010,727	15,823	0.5	7,670,187	7,637,534	32,653	0.4	420,940	421,631	(691)	(0.2)
USPS Marketing Mail:												
High Density and Saturation Letters	303,595	308,589	(4,994)	(1.6)	1,809,329	1,938,394	(129,065)	(6.7)	74,527	76,605	(2,078)	(2.7)
High Density and Saturation Flats & Parcels	551,438	580,984	(29,546)	(5.1)	3,035,411	3,349,845	(314,434)	(9.4)	548,407	569,592	(21,186)	(3.7)
Carrier Route	490,083	612,749	(122,666)	(20.0)	1,859,428	2,397,938	(538,510)	(22.5)	406,873	444,764	(37,891)	(8.5)
Letters	2,366,723	2,432,757	(66,034)	(2.7)	10,936,442	11,582,578	(646,136)	(5.6)	532,533	558,112	(25,579)	(4.6)
Flats	413,651	449,807	(36,156)	(8.0)	1,016,262	1,152,462	(136,200)	(11.8)	255,400	276,955	(21,555)	(7.8)
Parcels	14,310	13,280	1,029	7.8	11,350	10,583	767	7.2	4,313	3,839	474	12.3
Every Door Direct Mail Retail	28,065	30,613	(2,548)	(8.3)	150,078	171,981	(21,903)	(12.7)	19,036	21,814	(2,778)	(12.7)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
USPS Marketing Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total USPS Marketing Mail	4,167,865	4,428,779	(260,914)	(5.9)	18,818,299	20,603,781	(1,785,482)	(8.7)	1,841,088	1,951,681	(110,593)	(5.7)
Periodicals Mail:												
In-County	14,579	14,603	(24)	(0.2)	128,299	127,642	657	0.5	35,046	35,992	(946)	(2.6)
Outside County	271,048	293,715	(22,667)	(7.7)	981,180	1,070,416	(89,237)	(8.3)	343,253	383,180	(39,927)	(10.4)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	285,627	308,318	(22,691)	(7.4)	1,109,478	1,198,058	(88,580)	(7.4)	378,299	419,172	(40,873)	(9.8)
Package Services Mail:												
Alaska Bypass	7,342	8,301	(959)	(11.6)	293	338	(46)	(13.5)	19,698	22,760	(3,062)	(13.5)
Bound Printed Matter Flats	50,036	52,794	(2,758)	(5.2)	66,611	73,558	(6,948)	(9.4)	113,247	119,187	(5,940)	(5.0)
Bound Printed Matter Parcels	72,929	85,528	(12,600)	(14.7)	65,648	79,262	(13,614)	(17.2)	133,837	164,139	(30,302)	(18.5)
Media and Library Mail	10,709	10,865	(156)	(1.4)	3,155	3,217	(62)	(1.9)	6,150	6,847	(698)	(10.2)
Package Services Mail Fees	0	71	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	141,015	157,560	(16,545)	(10.5)	135,706	156,375	(20,669)	(13.2)	272,931	312,933	(40,002)	(12.8)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2020 (Oct. 1, 2019-Dec. 31, 2019) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019	Percent	FY 2020	FY 2019	FY 2020 over FY 2019	Percent	FY 2020	FY 2018	FY 2020 over FY 2019	Percent
Total Competitive Mail	2,847,677	2,815,287	32,390	1.2	1,042,096	1,098,872	(56,775)	(5.2)	3,152,874	2,550,211	602,663	23.6

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2020 (Oct. 1, 2019-Dec. 31, 2019) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	FY 2020 over FY 2019 Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	FY 2020 over FY 2019 Percent	FY 2020	FY 2018	FY 2020 over FY 2019 Amount	FY 2020 over FY 2019 Percent
Total Competitive Revenue	2,847,677	2,815,287	32,390	1.2	1,042,096	1,098,872	(56,775)	(5.2)	3,152,874	2,550,211	602,663	23.6

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2020 (Oct. 1, 2019-Dec. 31, 2019) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	FY 2020 over FY 2019 Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	FY 2020 over FY 2019 Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	FY 2020 over FY 2019 Percent
Total Market Dominant and Competitive												
Total All Mail	10,468,734	10,720,671	(251,937)	(2.4)	28,775,893	30,694,739	(1,918,846)	(6.3)	6,066,281	5,655,764	410,517	7.3
Total All Services	36,332	37,433	(1,101)	(2.9)	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	10,505,065	10,758,104	(253,038)	(2.4)	28,775,893	30,694,739	(1,918,846)	(6.3)	6,066,281	5,655,764	410,517	7.3
Total All Other Revenue												
Total All Revenue	10,505,065	10,758,104	(253,038)	(2.4)								

**TABLE 3-F
OTHER INDICIA MAIL*
MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2020 (Oct. 1, 2019-Dec. 31, 2019) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	FY 2020 over FY 2019 Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	FY 2020 over FY 2019 Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	FY 2020 over FY 2019 Percent
First-Class Mail:												
Single-Piece Letters	2,421	2,791	(371)	(13.3)	4,270	4,894	(624)	(12.8)	139	244	(104)	(42.8)
Single-Piece Cards	56	47	8	17.5	137	131	7	5.1	1	1	0	5.1
Total Single-Piece Letters and Cards	2,476	2,839	(362)	(12.8)	4,408	5,025	(618)	(12.3)	140	244	(104)	(42.7)
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	492	1,069	(577)	(53.9)	356	660	(303)	(46.0)	76	175	(99)	(56.4)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	146	(146)	(100.0)	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	2,969	4,054	(1,085)	(26.8)	4,764	5,685	(921)	(16.2)	216	419	(203)	(48.4)
USPS Marketing Mail:												
High Density and Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density and Saturation Flats & Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Carrier Route	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
USPS Marketing Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total USPS Marketing Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail:												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	48	8	40	513.1	12	3	9	301.7	26	2	24	1,197.8
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	48	8	40	513.1	12	3	9	301.7	26	2	24	1,197.8

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2020 (Oct. 1, 2019-Dec. 31, 2019) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019	Percent	FY 2020	FY 2019	FY 2020 over FY 2019	Percent	FY 2020	FY 2018	FY 2020 over FY 2019	Percent
Total Competitive Mail	3,400	2,956	445	15.1	441	469	(28)	(6.1)	787	522	265	50.7

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2020 (Oct. 1, 2019-Dec. 31, 2019) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019	Percent	FY 2020	FY 2019	FY 2020 over FY 2019	Percent	FY 2020	FY 2018	FY 2020 over FY 2019	Percent
Total Competitive Revenue	3,400	2,956	445	15.1	441	469	(28)	(6.1)	787	522	265	50.7

