### 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)

**REVENUE 6/** PIECES 6/ WEIGHT (Pounds) 6/ \_\_\_\_\_ Change Change Change FY 2020 over FY 2019 Quarter 1 FY 2020 over FY 2019 Quarter 1 FY 2020 over FY 2019 Quarter 1 FY 2019 Percent Service Category FY 2020 FY 2019 Amount Percent FY 2020 Amount Percent FY 2020 FY 2019 Amount -----\_\_\_\_\_ ======== ======== \_\_\_\_\_ \_\_\_\_\_ -----======== First-Class Mail: 2.385.691 2.464.485 4.883.246 132.538 (12.371)Single-Piece Letters (78,795)(3.2)4.431.458 (451.788)(9.3)144.909 (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 4,323 4.6 4.6 4,132 191 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)333,381 360,807 68,057 (4,140)(16.9)(27,426)(7.6)72.197 (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)2.600.603 Letters 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)420.885 Flats 457,880 (36,994)(8.1)1.038.527 1,177,435 (138,907)(11.8)258.891 280.828 (21,937)(7.8)14,483 13,355 10,629 3,844 486 12.6 Parcels 1,128 8.4 11,463 834 7.8 4,330 19,036 Every Door Direct Mail Retail 28,065 30,613 (2,548)(8.3)150,078 171,981 (21,903)(12.7)21,814 (2,778)(12.7)Domestic Negotiated Serv. Agreement Mail 0 0 O 0 0 0 USPS Marketing Mail Fees 9,007 9,950 (943)(9.5)(5.4) Total USPS Marketing Mail 4,425,562 4,677,793 (252,231)20,313,444 22,054,872 (1,741,428)(7.9)1,921,868 2,029,977 (108, 109)(5.3)Periodicals Mail: 14,579 In-County 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 (5.9)153,958 173,878 (19,920)(11.5)311,174 351,558 (40,384)(11.5)(12,925)

		REVEN				PIECES (				WEIGHT (F	Pounds) 6/	
Service Category	Qua FY 2020	arter 1 FY 2019	Cha FY 2020 ov Amount	nge er FY 2019 Percent	Quar FY 2020	ter 1 FY 2019	Chang FY 2020 over Amount	FY 2019 Percent	Qua FY 2020	rter 1 FY 2019	Chan FY 2020 over Amount	ge r FY 2019 Percent
		=======	========	=======			4.070		05.000			(40.0)
U.S. Postal Service Mail	-	-	-	-	86,027	81,154	4,873	6.0	25,639	29,398	(3,759)	(12.8)
Free Mail	-	-	-	-	8,034	9,142	(1,108)	(12.1)	3,060	3,347	(287)	(8.6)
Total Market Dominant Mail	11,690,362	12,140,607	(450,245)	(3.7)	36,186,340	38,618,622	(2,432,281)	(6.3)	3,433,871	3,642,287	(208,416)	(5.7)
Ancillary Services:												
Certified Mail	166,586	165,024	1,562	0.9	47,532	47,766	(235)	(0.5)				
Collect on Delivery	975	997	(22)	(2.2)	84	89	(5)	(5.4)				
Delivery Confirmation	232	211	22	10.2	1,563,165	1,616,025	(52,859)	(3.3)				
Insurance	24,370	22,832	1,538	6.7	4,968	4,557	410	9.0				
Registered Mail	5,201	6,786	(1,585)	(23.4)	298	420	(122)	(29.1)				
Return Receipts	76,825	76,220	605	0.8	33,756	34,112	(356)	`(1.0)				
Stamped Envelopes and Cards	3,093	2,077	1,016	48.9	-	-	-	-				
Other Domestic Ancillary Services	20,358	20,315	42	0.2	6,247	6,790	(543)	(8.0)				
International Ancillary Services	16,838	14,615	2,223	15.2	8,839	7,718	1,121	14.5				
Other NSA Ancillary Services	1,611	226	1,385	611.7	678	104	574	552.6				
Total Ancilliary Services	316,089	309,303	6,786	2.2	1,665,567	1,717,581	(52,014)	(3.0)				
Special Services:												
Money Orders	30,423	36,278	(5,855)	(16.1)	19,420	20,008	(588)	(2.9)				
Post Office Box Service	74,657	74,376	281	0.4	5,606	5,688	(82)	(1.4)				
Other Domestic Special Services	24,168	24,364	(196)	(8.0)	232	317	(85)	(26.9)				
Other International Special Services	0	0	` - ′	`- ′	0	0	`- ´	` - '				
Total Additional Special Services	129,248	135,018	(5,770)	(4.3)	25,258	26,013	(755)	(2.9)				
Total Market Dominant Services	445,336	444,321	1,015	0.2	1,690,825	1,743,594	(52,769)	(3.0)		Service Transac U.S. Postal Ser		
Total Market Dominant Mail and Services	12,135,699	12,584,928	(449,230)	(3.6)						Quarter 1, FY 2		
Other Market Dominant Revenue	210,115	260,336	(50,221)	(19.3)						Ancillary Services Other Services		5,094 262
Total Market Dominant Revenue	12,345,813	12,845,265	(499,451)	(3.9)						Carol Oct vides		202

		REVEN				PIECES				WEIGHT (F	,	
Service Category	Qua FY 2020	rter 1 FY 2019	Cha FY 2020 ov Amount	nge er FY 2019 Percent	Quar FY 2020	ter 1 FY 2019	Chang FY 2020 over Amount	ge FY 2019 Percent	Qua FY 2020	rter 1 FY 2019	Chan FY 2020 ove Amount	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 Outbound International Expedited Services Other Outbound International Mail Inbound International International Mail Fees Total International Mail	107,734 21,363 184,868 71,897 2 385,864	109,794 29,356 193,875 71,688 2 404,715	(2,060) (7,993) (9,007) 209 (0) (18,851)	(1.9) (27.2) (4.6) 0.3 (1.6) (4.7)	1,733 254 36,921 4,095 - 43,002	1,802 359 39,961 4,271 - 46,394	(69) (106) (3,041) (177) - (3,392)	(3.8) (29.4) (7.6) (4.1) - (7.3)	11,088 1,242 22,134 30,459 - 64,923	12,136 2,265 22,074 32,179 - 68,653	(1,048) (1,023) 60 (1,720) - (3,731)	(8.6) (45.2) 0.3 (5.3)
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

		REVEN				PIECES				(Pounds) 6/	
Service Category		rter 1 FY 2019	Cha FY 2020 ov Amount	nge		arter 1 FY 2019	Chang FY 2020 over Amount	je	 arter 1 FY 2019	Cha	rer FY 2019 Percent
Ancillary Services:											
Other Domestic Ancillary Services	3,481	3,380	101	3.0	444	360	85	23.5			
International Ancillary Services	961	1,052	(92)	(8.7)	1,290	1,539	(249)	(16.2)			
Total Ancilliary Services	4,441	4,432	9	0.2	1,735	1,899	(164)	(8.7)			
Special Services:											
Premium Forwarding Service	9,398	9,443	(46)	(0.5)	410	433	(23)	(5.4)			
Intl. Money Orders & Money Transfer Service	136	240	(104)	(43.4)	12	24	(12)	(51.5)			
Other Domestic Special Services	235,165	220,704	14,462	6.6	23,299	26,215	(2,916)	(11.1)			
Other International Special Services	· -	, <u>-</u>	· -	-	-	, -	- '	` - ′			
Total Special Services	244,699	230,387	14,312	6.2	23,721	26,673	(2,952)	(11.1)			
Total Competitive Services	249,140	234,819	14,321	6.1	25,455	28,571	(3,116)	(10.9)			
Total Competitive Mail and Services	7,020,215	6,867,238	152,977	2.2							
Other Competitive Revenue	29,339	38,262	(8,923)	(23.3)							
Total Competitive Revenue	7,049,554	6,905,500	144,054	2.1							

			PIECES				`	Pounds) 6/				
Service Category		ırter 1	Cha FY 2020 ov	nge	Qu	arter 1	Chang FY 2020 over			rter 1	Cha FY 2020 ov	nge
	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

- Report totals may not sum due to rounding.

RPW SUMMARY REPORT FOOTNOTES: COMPETITIVE PRODUCTS SECTION

- Report totals may not sum due to rounding.

<sup>1/</sup> Not included elsewhere in this report.

<sup>6/</sup> 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.

<sup>6/</sup> 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.

#### TABLE 2-A LETTER MAIL

### MARKET DOMINANT PRODUCTS

		REVEN				PIECES				WEIGHT (	,	
	Quar	======== ter 1	Char FY 2020 ove	nge	Quar		Chan FY 2020 ove	ige		rter 1	Char FY 2020 ove	nge
Service Category	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	2 464 495	(78,795)	(3.2)	4,431,458	4 002 246	(451,788)	(9.3)	132,538	144,909	(12,371)	(O.E.)
Single-Piece Letters Single-Piece Cards	50,636	2,464,485 59,252	(8,616)	(3.2)	138,722	4,883,246 164,296	(25,574)	(15.6)	889	1,051	(12,371)	(8.5) (15.5)
•	,	2,523,738		` ,	,			` ,			` ,	
Total Single-Piece Letters and Cards Presort Letters	2,436,327 3,464,532	3,467,939	(87,411) (3,406)	(3.5)	4,570,181 8,885,674	5,047,542 8,974,331	(477,362) (88,657)	(9.5) (1.0)	133,426 507,425	145,960 515,497	(12,534) (8,073)	(8.6) (1.6)
Presort Cards	138,034	132,107	5,926	(0.1) 4.5	528,950	505,822	23,128	4.6	4,323	4,132	(0,073)	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)
D	•					•						
Package Services Mail:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
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

## 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)

		REVEN				PIECE				WEIGHT (	,	
Service Category		rter 1 FY 2019 =======	Chai FY 2020 ov Amount	nge er FY 2019 Percent	Quar FY 2020		Char FY 2020 ove Amount	ige		rter 1 FY 2019	Chai FY 2020 ove Amount	nge
U.S. Postal Service Mail	0	0	0	0.0	75,825	69,049	6,776	9.8	1,762	1,798	(36)	(2.0)
Free Mail	0	0	0	0.0	1,254	1,231	23	1.9	26	52	(25)	(48.8)
Total Market Dominant Mail	8,973,062	9,116,409	(143,347)	(1.6)	28,381,964	29,643,375	(1,261,411)	(4.3)	1,335,849	1,381,365	(45,517)	(3.3)
Ancillary Services: Certified Mail Collect on Delivery USPS Tracking Insurance Registered Mail Return Receipts Stamped Envelopes and Cards Other Domestic Ancillary Services International Ancillary Services Other NSA Ancillary Services Total Ancilliary Services												

Special Services:

Money Orders

Post Office Box Service

Other Domestic Special Services

Other International Special Services

Total Additional Special Services

**Total Market Dominant Services** 

Total Market Dominant Mail and Services 8,973,062 9,116,409 (143,347) (1.6)

Other Market Dominant Revenue

Total Market Dominant Revenue 8,973,062 9,116,409 (143,347) (1.6)

		REVE	NUE			PIECE	ES			WEIGHT (	Pounds)	
	Change Quarter 1 FY 2020 over FY 2019 EV 2020 FY 2019 Amount Percent				Qua	arter 1	Cha FY 2020 ov	0	Qua	arter 1	Chai FY 2020 ov	•
Service Category	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019 ======	Amount	Percent	FY 2020	FY 2018	Amount	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)

	========	REVE	NUE 	======		PIECE	:S 	====	========	WEIGHT (	(Pounds)	
	Qua	arter 1		ange ver FY 2019	Qua	arter 1	Char FY 2020 ove	•	Qua	irter 1	Chai FY 2020 ove	0
Service Category	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019 ======	Amount	Percent	FY 2020	FY 2018	Amount	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)

	REVENUE 6/ 				=========	PIECES		:====	========	WEIGHT (F	Pounds) 6/	-======
			Chai	nge			Char	nge			Chan	nge
Service Category	Qua	Quarter 1 FY 2020 over FY 2019 FY 2020 FY 2019 Amount Percent			Qua	rter 1	FY 2020 ove	er FY 2019	Qua	arter 1	FY 2020 ove	er FY 2019
=======================================	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	8,987,684	9,139,146	(151,462)	(1.7)	28,388,032	29,654,527	(1,266,496)	(4.3)	1,336,134	1,381,769	(45,635)	(3.3)
Total All Services	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	8,987,684	9,139,146	(151,462)	(1.7)	28,388,032	29,654,527	(1,266,496)	(4.3)	1,336,134	1,381,769	(45,635)	(3.3)
Total All Other Revenue												
Total All Revenue	8,987,684	9,139,146	(151,462)	(1.7)								

### TABLE 2-B FLAT MAIL

### MARKET DOMINANT PRODUCTS

		REVEN				PIECE				WEIGHT (	'	
Service Category	Quar FY 2020	ter 1 FY 2019	========= Char FY 2020 ov∈ Amount	nge	Quar FY 2020		E======== Char FY 2020 ov∈ Amount	ige		rter 1 FY 2019	Char FY 2020 ove Amount	nge
• •	=======	========		=======================================		========	=======	=======	========		=======	
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	`´ o´	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	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)
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
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:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
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)

### 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)

		REVEN				PIECE				WEIGHT (	,	
Service Category	Qual	ter 1 FY 2019	Cha FY 2020 ov Amount	nge	Quar FY 2020		Char FY 2020 ove Amount	nge		rter 1 FY 2019	Cha	ange ver FY 2019 Percent
=======================================		=======	=======		=======	========	=======	=======	=======	=======	=======	
U.S. Postal Service Mail	0	0	0	0.0	5,968	7,325	(1,358)	(18.5)	1,103	1,076	27	2.6
Free Mail	0	0	0	0.0	1,713	2,040	(328)	(16.1)	510	513	(3)	(0.5)
Total Market Dominant Mail	2,214,490	2,516,162	(301,672)	(12.0)	7,499,825	8,641,156	(1,141,331)	(13.2)	1,789,790	1,924,230	(134,440)	(7.0)
Ancillary Services: Certified Mail Collect on Delivery USPS Tracking Insurance Registered Mail Return Receipts Stamped Envelopes and Cards Other Domestic Ancillary Services International Ancillary Services												

### Special Services:

Money Orders Post Office Box Service

Other Domestic Special Services Other International Special Services

Other NSA Ancillary Services
Total Ancilliary Services

Total Additional Special Services

Total Market Dominant Services

Total Market Dominant Mail and Services 2,214,490 2,516,162 (301,672) (12.0)

Other Market Dominant Revenue

Total Market Dominant Revenue 2,214,490 2,516,162 (301,672) (12.0)

		REVE	NUE			PIECE	:S			WEIGHT (	Pounds)	
	Change Quarter 1 FY 2020 over FY 2019				Qua	arter 1	Chai FY 2020 ov	•	Qua	arter 1	Chai FY 2020 ov	•
Service Category	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019 ======	Amount	Percent	FY 2020	FY 2018	Amount	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)

		REVE	NUE			PIECE	ES			WEIGHT (	Pounds)	
	========	========	 Cha	inge	=========	========	======= Char	rge	========		======= Cha	====== inge
	Qua	Quarter 1 FY 2020 over FY 2019			Qua	arter 1	FY 2020 ove	er FY 2019	Qua	arter 1	FY 2020 ov	er FY 2019
Service Category	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2018	Amount	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)

		REVEN				PIECE	S 6/			WEIGHT (I	,	
	========					========	======= Char		========		======= Chai	
Service Category	Qua	Quarter 1 FY 2020 over FY 2019				arter 1	FY 2020 ove	5	Qua	arter 1	FY 2020 ove	5
=======================================	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	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

		REVEN				PIECES				WEIGHT (	,	
-	 Quart		Char FY 2020 ove	ige	 Quar	======== ter 1	Char FY 2020 ove	nge		rter 1	Chai FY 2020 ove	nge
Service Category	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	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	n o	0	0.0	0	0	ñ	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	n n	0	0.0	0	0	ñ	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	Ö	0	0	0.0
LICEC Mankatina Maile												
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 Letters  High Density and Saturation Flats & Parcels	3	51	(48)		7	87	(79)		1	6		
Carrier Route	3	51 14		(94.8)	2			(91.5)			(6)	(88.5)
	0	0	(13) 0	(93.9)	0	33 0	(31)	(94.4)	0	12 0	(12) 0	(96.6)
Letters	•	•	-	0.0	-	-	_	0.0	5		-	0.0
Flats	73	121	(48)	(39.5)	160	273	(113)	(41.4)	•	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	O O	0.0	0	0	O O	0.0	0	0	o´	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:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
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)

# 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)

		REVEN				PIECE				WEIGHT (		
Service Category	Quar FY 2020		Cha FY 2020 ov Amount	nge	Quar FY 2020	ter 1 FY 2019	Char FY 2020 ove Amount	nge		arter 1 FY 2019 ========	Chai FY 2020 ove Amount	nge er FY 2019 Percent
U.S. Postal Service Mail	0	0	0	0.0	4,233	4,780	(546)	(11.4)	22,773	26,524	(3,751)	(14.1)
Free Mail	0	0	0	0.0	5,067	5,871	(804)	(13.7)	2,523	2,783	(260)	(9.3)
Total Market Dominant Mail	165,691	174,926	(9,235)	(5.3)	107,338	121,076	(13,738)	(11.3)	227,632	265,643	(38,010)	(14.3)
Ancillary Services: Certified Mail Collect on Delivery USPS Tracking Insurance Registered Mail Return Receipts Stamped Envelopes and Cards Other Domestic Ancillary Services International Ancillary Services Other NSA Ancillary Services Total Ancillary Services												
Special Services: Money Orders Post Office Box Service Other Domestic Special Services Other International Special Services Total Additional Special Services												
Total Market Dominant Services												
Total Market Dominant Mail and Services	165,691	174,926	(9,235)	(5.3)								
Other Market Dominant Revenue												

Total Market Dominant Revenue

165,691

174,926

(9,235)

(5.3)

		REVE	NUE			PIECE	:S			WEIGHT	(Pounds)	
	Qua	Change Quarter 1 FY 2020 over FY 2019  (2020 FY 2040 Amount Percent			Qua	arter 1	Chai FY 2020 ov	•	Qua	arter 1	Cha FY 2020 ov	inge ver FY 2019
Service Category	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2018	Amount	Percent ======
Total Competitive Mail	5,927,520	5,769,514	769,514 158,005 2.7			1,568,609	(56,538)	(3.6)	3,888,701	3,340,041	548,660	16.4

		REVE	NUE			PIECE	S			WEIGHT	(Pounds)	
	========	Change  Ouarter 1  FY 2020 over FY 2019				========	Char	5	========	========	Cha	5
	Quarter 1 FY 2020 over FY 2019			Qua	rter 1	FY 2020 ove	er FY 2019	Qua	arter 1	FY 2020 ov	er FY 2019	
Service Category	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2018	Amount	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

		REVEN				PIECE				WEIGHT (F		
				nge			Char				Chai	
Service Category	Qua	Quarter 1 FY 2020 over FY 2019 EY 2020 EY 2019 Amount Percent				rter 1	FY 2020 ov	er FY 2019	Qua	arter 1	FY 2020 ove	er FY 2019
=======================================	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	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

		REVEN				PIECE				WEIGHT (F		
		rter 1 FY 2019	Char FY 2020 ove	ige er FY 2019		rter 1 FY 2019	Chan FY 2020 ove	ge r FY 2019		rter 1 FY 2019	Cha FY 2020 ov	nge er FY 2019
Service Category	FY 2020 ======	FY 2019	Amount	Percent		FY 2019 ======	Amount	Percent		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 Ma	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	336	352	(16)	(4.6)	1,298	1,407	(109)	(7.8)	125	124	2	1.3
Letters	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
Flats	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:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
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)

		REVEN				PIECE				WEIGHT (F		
Service Category	Quar FY 2020		Chan FY 2020 ove Amount	ge	Qual		Char FY 2020 ove Amount	nge		rter 1 FY 2019	Char FY 2020 ov∉ Amount	nge
======================================	=======	=======		=======		=======	=======	=======		========	=======	
U.S. Postal Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Free Mail	0	0	0	0.0	0	2	(2)	(100.0)	0	0	(0)	(100.0)
Total Market Dominant Mail	1,790,512	1,860,417	(69,905)	(3.8)	4,104,762	4,407,427	(302,666)	(6.9)	147,453	152,849	(5,396)	(3.5)
Ancillary Services:												
Certified Mail	5,908	5,680	228	4.0								
Collect on Delivery	0	0	0	0.0								
USPS Tracking	0	0	0	0.0								
Insurance	423	494	(71)	(14.4)								
Registered Mail	39	30	` 9 <sup>′</sup>	29.7								
Return Receipts	1,623	2,322	(699)	(30.1)								
Stamped Envelopes and Cards	0	0	` o´	0.0								
Other Domestic Ancillary Services	99	45	55	121.9								
International Ancillary Services	0	0	0	0.0								
Other NSA Ancillary Services	0	0	0	0.0								
Total Ancilliary Services	8,092	8,571	(479)	(5.6)								
Special Services:												
Money Orders	0	0	0	0.0								
Post Office Box Service	0	0	0	0.0								
Other Domestic Special Services	0	0	0	0.0								
Other International Special Services	0	0	0	0.0								
Total Additional Special Services	0	0	0	0.0								
Total Market Dominant Services	8,092	8,571	(479)	(5.6)								
Total Market Dominant Mail and Services	1,798,605	1,868,989	(70,384)	(3.8)								
Other Market Dominant Revenue												
Total Market Dominant Revenue	1,798,605	1,868,989	(70,384)	(3.8)								

		REVE	NUE			PIEC	ES			WEIGHT (	Pounds)	======
	Qu	Change Quarter 1 FY 2020 over FY 2019 EV 2020 FV 2019 Amount Percent			Qı	arter 1	Cha FY 2020 ov		Qua	arter 1	Cha FY 2020 ov	ange ver FY 2019
Service Category	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2018	Amount	Percent
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)	

	========	REVE	NUE =======	=====	========	PIEC	ES ========	====	========	WEIGHT (	Pounds)	
	Qua	Change Quarter 1 FY 2020 over FY 2019			Qu	arter 1	Chai FY 2020 ove	0	Qua	arter 1		ange ver FY 2019
Service Category	FY 2020	Quarter 1 FY 2020 over FY 2019 2020 FY 2019 Amount Percent			FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2018	Amount	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)

		REVEN				PIECE				WEIGHT (F	Pounds) 6/	
Service Category		arter 1	Cha FY 2020 ov	nge		arter 1	Char FY 2020 ove	nge		rter 1	Chai FY 2020 ove	nge
=======================================	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	1,817,762	1,889,691	(71,930)	(3.8)	4,110,767	4,414,443	(303,676)	(6.9)	151,428	157,607	(6,179)	(3.9)
Total All Services	8,092	8,571	(479)	(5.6)	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	1,825,854	1,898,262	(72,409)	(3.8)	4,110,767	4,414,443	(303,676)	(6.9)	151,428	157,607	(6,179)	(3.9)
Total All Other Revenue												
Total All Revenue	1,825,854	1,898,262	(72,409)	(3.8)								

#### TABLE 3-B METERED MAIL

### MARKET DOMINANT PRODUCTS

		REVEN				PIECE				WEIGHT (I	,	
Service Category		rter 1 FY 2019	Char FY 2020 ove Amount	nge		rter 1 FY 2019	Chan FY 2020 ove Amount	ge		rter 1 FY 2019	Chai FY 2020 ove Amount	nge
	========	========		=======		=======	=======	=======		========	=======	
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 Ma	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 <sup>´</sup>	103.7	14	9	<b>`</b> 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:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
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

		REVEN				PIECE				WEIGHT (F	,	
Service Category	Quar FY 2020		Char FY 2020 ove Amount	nge er FY 2019 Percent	Quar FY 2020	rter 1 FY 2019	Chai FY 2020 ove Amount	nge er FY 2019 Percent		rter 1 FY 2019	Chai FY 2020 ove Amount	nge er FY 2019 Percent
U.S. Postal Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Free Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Market Dominant Mail	1,893,841	1,988,995	(95,154)	(4.8)	4,022,356	4,275,779	(253,423)	(5.9)	248,925	264,439	(15,514)	(5.9)
Ancillary Services: Certified Mail Collect on Delivery USPS Tracking Insurance Registered Mail Return Receipts Stamped Envelopes and Cards Other Domestic Ancillary Services International Ancillary Services Other NSA Ancillary Services Total Ancillary Services	102,385 823 0 7,447 666 38,408 0 14,396 0 174	99,632 834 0 7,435 1,152 39,436 0 12,823 0 0	2,752 (11) 0 12 (486) (1,028) 0 1,574 0 174 2,814	2.8 (1.3) 0.0 0.2 (42.2) (2.6) 0.0 12.3 0.0 0.0								
Special Services: Money Orders Post Office Box Service Other Domestic Special Services Other International Special Services Total Additional Special Services Total Market Dominant Services Total Market Dominant Mail and Services	0 0 0 0 0 0 0	0 0 0 0 0 0 0	0 0 0 0 0 0 0	0.0 0.0 0.0 0.0 0.0 0.0 1.7								
Other Market Dominant Revenue	2,057,965	2,150,306	(92,340)	(4.3)								
Total Market Dominant Revenue	2,057,965	2,150,306	(92,340)	(4.3)								

		REVE	NUE			PIEC	ES			WEIGHT (	Pounds)	
	Qua	arter 1		ange ver FY 2019	Qu	ıarter 1	Cha FY 2020 ov		Qua	arter 1	Cha FY 2020 ov	ange ver FY 2019
Service Category	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2018	Amount	Percent
Total Competitive Mail	2,475,245	.75,245 2,318,794 156,451 6.7			439,943	436,845	3,098	0.7	558,863	591,799	(32,937)	(5.6)

		REVEN	NUE			PIECE	ES	====		WEIGHT (	Pounds)	
	Qua	arter 1	Cha FY 2020 ov	3	Qua	arter 1	Cha FY 2020 ov	3	Qua	arter 1	Char FY 2020 ove	5
Service Category	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2018	Amount	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)

		REVEN				PIECE				WEIGHT (F		
			Cha				 Char				Cha	
Service Category	Qua	Quarter 1 FY 2020 over FY 2019 FY 2020 FY 2019 Amount Percent				arter 1	FY 2020 ove	er FY 2019	Qua	arter 1	FY 2020 ov	er FY 2019
=======================================	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	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

		REVEN				PIECE				WEIGHT (I	,	
Service Category	Quart FY 2020	er 1 FY 2019	Chang FY 2020 ove Amount	ge r FY 2019 Percent	Quar FY 2020	ter 1 FY 2019	Chan FY 2020 over Amount	ge FY 2019 Percent	Quar FY 2020	ter 1 FY 2019	Char FY 2020 ove Amount	nge er 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 Ma	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:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
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	0,101	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)

		REVEN				PIECE				WEIGHT (	,	
Service Category	Quar FY 2020		Char FY 2020 ove Amount	nge er FY 2019 Percent		rter 1 FY 2019	Chai FY 2020 ove Amount	nge	Qua FY 2020	erter 1 FY 2019	Cha FY 2020 ov Amount	nge er FY 2019 Percent
U.S. Postal Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Free Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Market Dominant Mail	44,818	48,856	(4,039)	(8.3)	29,502	30,671	(1,169)	(3.8)	14,695	15,368	(673)	(4.4)
Ancillary Services: Certified Mail Collect on Delivery USPS Tracking Insurance Registered Mail Return Receipts Stamped Envelopes and Cards Other Domestic Ancillary Services International Ancillary Services Other NSA Ancillary Services Total Ancillary Services	30,071 151 0 13,495 4,181 12,406 0 3,212 0 0 63,516	29,598 163 0 13,737 5,299 12,530 0 3,154 0 0	473 (12) 0 (242) (1,118) (124) 0 58 0 0 (964)	1.6 (7.1) 0.0 (1.8) (21.1) (1.0) 0.0 1.8 0.0 0.0 (1.5)								
Special Services: Money Orders Post Office Box Service Other Domestic Special Services Other International Special Services Total Additional Special Services Total Market Dominant Services Total Market Dominant Mail and Services	0 0 0 0 0 0 0 0 63,516	0 0 0 0 0 0 0 64,480	0 0 0 0 0 0 (964)	0.0 0.0 0.0 0.0 0.0 0.0 0.0 (1.5)								
Other Market Dominant Revenue	100,334	113,330	(5,003)	(4.4)								
Total Market Dominant Revenue	108,334	113,336	(5,003)	(4.4)								

		REVE	NUE			PIEC	ES			WEIGHT (	(Pounds)	
	Qu	 arter 1	Cha FY 2020 ov	•	Qu	 larter 1	Cha FY 2020 ov		Qu	arter 1	Cha FY 2020 ov	ange ver FY 2019
Service Category	FY 2020	FY 2019			FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2018	Amount	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)	

		REVE	NUE			PIEC	ES			WEIGHT (	Pounds)	
	Qu	arter 1	Cha FY 2020 ov	•	Qu	arter 1	Char FY 2020 ove	0	Qua	 arter 1	Cha FY 2020 ov	inge er FY 2019
Service Category	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2018	Amount	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)

		REVEN				PIECE		====		WEIGHT (F	Pounds) 6/	
Service Category	Qua	arter 1	Cha FY 2020 ov	5	Qu	arter 1	Char FY 2020 ove	9		arter 1	Chai FY 2020 ove	nge
=======================================	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	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)

REVENUE **PIECES** WEIGHT (Pounds) \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ Change Change Change FY 2020 over FY 2019 FY 2020 over FY 2019 Quarter 1 FY 2020 over FY 2019 Quarter 1 Quarter 1 Service Category FY 2020 FY 2019 Amount Percent FY 2020 FY 2019 Amount Percent FY 2020 FY 2019 Amount 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 (9.6)(17)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 8.0 382,235 382,110 125 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 n 0.0 0 n 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 Ma 0.0 0 0.0 0 0.0 0 0 0 0 0 0 n First-Class Mail Fees n Λ n 0.0 0 Λ n 0.0 Λ n 0 0.0 Total First-Class Mail 3.026.550 420.940 3.010.727 15.823 0.5 7.670.187 7.637.534 32.653 0.4 421.631 (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)490,083 2,397,938 406.873 444.764 Carrier Route 612,749 (122,666)(20.0)1,859,428 (538,510)(22.5)(37,891)(8.5)532,533 Letters 2,366,723 2,432,757 (66,034)(2.7)10,936,442 11,582,578 (646, 136)(5.6)558,112 (25,579)(4.6)Flats 413.651 449.807 (36, 156)(8.0) 1.016.262 1.152.462 (11.8)255,400 276.955 (21,555)(7.8)(136,200)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 USPS Marketing Mail Fees 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 Total Periodicals Mail 308,318 (88,580)285,627 (22,691)(7.4)1,109,478 1,198,058 (7.4)378,299 419,172 (40,873)(9.8)Package Services Mail: 0 0 0 0.0 0 0 0 0.0 0 0 0 0.0 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)66,611 73,558 (6,948)(9.4)113,247 119,187 (5,940)(5.0)(5.2)**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 71 0.0 0.0 0 0 0 Λ Λ n Λ 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)

		REVEN				PIECE				WEIGHT (F	,	
Service Category	Qual	rter 1 FY 2019	Chan FY 2020 ove Amount	ge r FY 2019 Percent	Qua FY 2020	rter 1 FY 2019	Chan FY 2020 ove Amount	ge	Qua FY 2020	rter 1 FY 2019	Char FY 2020 ove Amount	nge er FY 2019 Percent
U.S. Postal Service Mail	0	0	0	0.0	95	63	32	51.2	60	74	(14)	(19.0)
Free Mail	0	0	0	0.0	31	56	(25)	(44.7)	90	64	26	41.5
Total Market Dominant Mail	7,621,057	7,905,384	(284,327)	(3.6)	27,733,796	29,595,867	(1,862,071)	(6.3)	2,913,407	3,105,553	(192,146)	(6.2)
Ancillary Services: Certified Mail Collect on Delivery USPS Tracking Insurance Registered Mail Return Receipts Stamped Envelopes and Cards Other Domestic Ancillary Services International Ancillary Services Other NSA Ancillary Services	27,951 1 232 1,941 310 3,070 0 2,827 0 1,259	29,914 1 211 231 303 2,490 0 4,284 0	(1,963) 0 22 1,710 7 580 0 (1,457) 0 1,110	(6.6) 47.2 10.2 741.7 2.2 23.3 0.0 (34.0) 0.0 744.4								
Total Ancilliary Services  Special Services: Money Orders Post Office Box Service Other Domestic Special Services Other International Special Services Total Additional Special Services  Total Market Dominant Services  Total Market Dominant Mail and Services	36,332 0 0 0 0 0 0 36,332 7,657,388	37,433 0 0 0 0 0 0 0 37,433 7,942,817	(1,101) 0 0 0 0 0 0 (1,101) (285,428)	(2.9) 0.0 0.0 0.0 0.0 0.0 0.0 (2.9)								
Other Market Dominant Revenue	1,121,100	.,,	(===, :===)	(2.0)								
Total Market Dominant Revenue	7,657,388	7,942,817	(285,428)	(3.6)								

		REVE	NUE 			PIECI	ES			WEIGHT (	(Pounds)	
	Qua	arter 1		ange ver FY 2019	Qu	arter 1	Chai FY 2020 ov	0	Qu	arter 1	Cha FY 2020 ov	ange ver FY 2019
Service Category	FY 2020	FY 2019			FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2018	Amount	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	

		REVE				PIEC	ES		WEIGHT (Pounds)			
		Change Quarter 1 FY 2020 over FY 2019			Qu	Change Quarter 1 FY 2020 over FY 2019 Quarter 1						ange ver FY 2019
Service Category	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2018	Amount	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

	REVENUE 6/					PIECE		WEIGHT (Pounds) 6/				
Service Category		arter 1	Char	Change FY 2020 over FY 2019		arter 1	Change FY 2020 over FY 2019		Quarter 1		Change FY 2020 over FY 2019	
=======================================	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	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)

REVENUE **PIECES** WEIGHT (Pounds) \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ Change Change Change Quarter 1 FY 2020 over FY 2019 FY 2020 over FY 2019 Quarter 1 FY 2020 over FY 2019 Quarter 1 Service Category FY 2020 FY 2019 Amount Percent FY 2020 FY 2019 Amount Percent FY 2020 FY 2019 Amount \_\_\_\_\_ \_\_\_\_\_\_ ======== First-Class Mail: (624) Single-Piece Letters 2.421 2.791 (371)(13.3)4.270 4.894 (12.8)139 244 (104)(42.8)Single-Piece Cards 56 17.5 137 131 47 5.1 0 5.1 8 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 Ma 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 (921) Total First-Class Mail 4.054 (1,085)216 419 2.969 (26.8)4.764 5.685 (16.2)(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 0.0 Carrier Route 0 0 0 Ω 0 n 0.0 0 n 0 0.0 0 0 0.0 0 0.0 0 0 0.0 Letters n 0 Λ Λ Flats 0 0 O 0.0 0 0 0 0.0 O 0 0.0 0 0 0.0 0 0.0 Parcels 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 Domestic Negotiated Serv. Agreement Mail 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 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: 0 0 0 0 0 0 0 0.0 0 0.0 0 0.0 Alaska Bypass 0 0 0 0.0 0 0 0 0.0 0 0 0 0.0 Bound Printed Matter Flats 0 0 Λ 0.0 0 Λ 0 0.0 Λ 0 0 0.0 **Bound Printed Matter Parcels** 0 0 0.0 Λ 0 0.0 0 0 0.0 Λ Λ Λ 8 9 Media and Library Mail 48 40 513.1 12 3 301.7 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 3 301.7 26 24 1.197.8

		REVEN				PIECE		WEIGHT (Pounds)				
Service Category	Quarter 1 FY 2020 FY 2019		Change FY 2020 over FY 2019 Amount Percent		Quarter 1 FY 2020 FY 2019		Change FY 2020 over FY 2019 Amount Percent		Quarter 1 FY 2020 FY 2019		Cha FY 2020 ov Amount	nge er FY 2019 Percent
U.S. Postal Service Mail	0	0	0	0.0	85,931	81,091	4,840	6.0	25,579	29,324	(3,745)	(12.8)
Free Mail	0	0	0	0.0	8,003	9,083	(1,080)	(11.9)	2,970	3,284	(314)	(9.6)
Total Market Dominant Mail	3,016	4,061	(1,045)	(25.7)	98,710	95,862	2,848	3.0	28,791	33,029	(4,238)	(12.8)
Ancillary Services:												
Certified Mail	273	200	73	36.4								
Collect on Delivery	0	0	0	0.0								
USPS Tracking	0	0	0	0.0								
Insurance	98	30	68	226.5								
Registered Mail	5	2	3	183.3								
Return Receipts	128	104	25	23.8								
Stamped Envelopes and Cards	0	0	0	0.0								
Other Domestic Ancillary Services	2	10	(8)	(78.9)								
International Ancillary Services	0	0	0	0.0								
Other NSA Ancillary Services	0	0	0	0.0								
Total Ancilliary Services	506	345	160	46.5								
Special Services:	0	0	0	0.0								
Money Orders	0	0	0	0.0								
Post Office Box Service	0	0	0	0.0								
Other Domestic Special Services	0	0	0	0.0								
Other International Special Services	0	0	0	0.0								
Total Additional Special Services	0	0	0	0.0								
Total Market Dominant Services	506	345	160	46.5								
Total Market Dominant Mail and Services	3,522	4,407	(885)	(20.1)								
Other Market Dominant Revenue												
Total Market Dominant Revenue	3,522	4,407	(885)	(20.1)								

		REVE	NUE	======		PIEC	ES	====	WEIGHT (Pounds)			
	Qu	arter 1		ange ver FY 2019	Qu	arter 1	Chai FY 2020 ov	0	Qua	arter 1	Change FY 2020 over FY 2019	
Service Category	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2018	Amount	Percent
	=======	=======	=======	=======	=======	=======	=======	=======	=======	=======	=======	=======
Total Competitive Mail	3,400	2,956	445	15.1	441	469	(28)	(6.1)	787	522	265	50.7

		REVEN	NUE			PIECI	ES		WEIGHT (Pounds)			
	Qua	Change Quarter 1 FY 2020 over FY 2019			Change Quarter 1 FY 2020 over FY 2019 Q					Change arter 1 FY 2020 over FY 201		
Service Category	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2018	Amount	Percent
Total Competitive Revenue	3,400	2,956	445	15.1	441	469	(28)	(6.1)	787	522	265	50.7

		REVEN				PIECE		WEIGHT (Pounds) 6/				
Service Category	Qua	Cha	Change FY 2020 over FY 2019		Quarter 1		Change FY 2020 over FY 2019		arter 1	Change FY 2020 over FY 2019		
=======================================	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	6,417	7,017	(600)	(8.6)	99,151	96,331	2,820	2.9	29,578	33,551	(3,973)	(11.8)
Total All Services	506	345	160	46.5	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	6,922	7,362	(440)	(6.0)	99,151	96,331	2,820	2.9	29,578	33,551	(3,973)	(11.8)
Total All Other Revenue												
Total All Revenue	6,922	7,362	(440)	(6.0)								