

MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2020 (Jul. 1, 2020-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		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	1,718,882	1,837,303	(118,421)	(6.4)	3,161,948	3,439,767	(277,819)	(8.1)	93,768	100,841	(7,073)	(7.0)
Single-Piece Cards	44,748	49,474	(4,726)	(9.6)	122,653	136,275	(13,621)	(10.0)	787	876	(88)	(10.1)
Total Single-Piece Letters and Cards	1,763,630	1,886,777	(123,147)	(6.5)	3,284,601	3,576,041	(291,440)	(8.1)	94,556	101,716	(7,161)	(7.0)
Presort Letters	3,162,355	3,264,286	(101,931)	(3.1)	7,997,164	8,379,213	(382,049)	(4.6)	461,144	483,135	(21,990)	(4.6)
Presort Cards	139,754	121,566	18,189	15.0	529,997	465,168	64,829	13.9	4,331	3,800	531	14.0
Total Presort Letters and Cards	3,302,109	3,385,851	(83,742)	(2.5)	8,527,161	8,844,381	(317,220)	(3.6)	465,475	486,935	(21,459)	(4.4)
Flats	359,899	353,811	6,088	1.7	279,574	291,484	(11,910)	(4.1)	54,782	58,473	(3,691)	(6.3)
Domestic NSA Mail	0	0	0	-	0	0	0	-	0	0	0	-
Outbound First-Class Mail International	26,616	33,828	(7,212)	(21.3)	16,976	22,791	(5,815)	(25.5)	942	1,133	(191)	(16.9)
Inbound Intl. Letter-Post Single-Piece & NSA Mail	11,046	198,827	(187,781)	(94.4)	18,719	119,439	(100,720)	(84.3)	1,469	55,889	(54,420)	(97.4)
First-Class Mail Fees	24,445	23,545	900	3.8	-	-	-	-	-	-	-	-
Total First-Class Mail	5,487,745	5,882,639	(394,894)	(6.7)	12,127,030	12,854,136	(727,105)	(5.7)	617,224	704,146	(86,923)	(12.3)
USPS Marketing Mail:												
High Density and Saturation Letters	292,879	294,955	(2,076)	(0.7)	1,776,991	1,757,403	19,588	1.1	66,533	71,381	(4,849)	(6.8)
High Density and Saturation Flats & Parcels	443,838	503,057	(59,219)	(11.8)	2,502,808	2,778,816	(276,009)	(9.9)	396,222	498,898	(102,676)	(20.6)
Carrier Route	305,950	363,684	(57,734)	(15.9)	1,167,718	1,368,642	(200,924)	(14.7)	222,498	296,807	(74,309)	(25.0)
Letters	1,953,449	2,422,949	(469,500)	(19.4)	9,237,980	11,316,471	(2,078,492)	(18.4)	446,775	551,133	(104,359)	(18.9)
Flats	306,516	379,612	(73,096)	(19.3)	742,086	923,702	(181,615)	(19.7)	179,925	239,814	(59,889)	(25.0)
Parcels	11,716	11,145	571	5.1	8,101	8,438	(337)	(4.0)	3,137	3,304	(167)	(5.0)
Every Door Direct Mail Retail	23,987	27,649	(3,662)	(13.2)	134,504	147,856	(13,352)	(9.0)	17,060	18,754	(1,694)	(9.0)
Domestic NSA Mail	0	0	-	-	0	0	-	-	0	0	-	-
USPS Marketing Mail Fees	5,971	7,236	(1,265)	(17.5)	-	-	-	-	-	-	-	-
Total USPS Marketing Mail	3,344,305	4,010,287	(665,981)	(16.6)	15,570,187	18,301,327	(2,731,140)	(14.9)	1,332,150	1,680,092	(347,942)	(20.7)
Periodicals Mail:												
In-County	11,631	13,845	(2,213)	(16.0)	111,364	126,254	(14,890)	(11.8)	23,146	31,230	(8,084)	(25.9)
Outside County	214,129	268,446	(54,317)	(20.2)	783,946	964,739	(180,794)	(18.7)	253,029	341,441	(88,412)	(25.9)
Periodicals Mail Fees	1,126	1,313	(186)	(14.2)	-	-	-	-	-	-	-	-
Total Periodicals Mail	226,887	283,603	(56,716)	(20.0)	895,310	1,090,993	(195,683)	(17.9)	276,175	372,671	(96,497)	(25.9)
Package Services Mail:												
Alaska Bypass	8,941	7,867	1,074	13.6	349	313	36	11.4	23,513	21,106	2,406	11.4
Bound Printed Matter Flats	32,482	47,962	(15,480)	(32.3)	42,186	64,163	(21,977)	(34.3)	76,699	106,047	(29,349)	(27.7)
Bound Printed Matter Parcels	70,771	76,236	(5,465)	(7.2)	64,444	68,438	(3,994)	(5.8)	112,887	142,443	(29,556)	(20.7)
Media and Library Mail	98,593	73,581	25,012	34.0	27,099	20,375	6,724	33.0	58,436	45,760	12,676	27.7
Package Services Mail Fees	236	221	14	6.5	-	-	-	-	-	-	-	-
Total Package Services Mail	211,023	205,869	5,154	2.5	134,078	153,290	(19,211)	(12.5)	271,534	315,357	(43,822)	(13.9)

MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2020 (Jul. 1, 2020-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		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
U.S. Postal Service Mail	-	-	-	-	98,448	64,128	34,320	53.5	28,522	23,444	5,078	21.7
Free Mail	-	-	-	-	5,586	8,216	(2,630)	(32.0)	2,434	2,988	(554)	(18.5)
Total Market Dominant Mail	9,269,960	10,382,398	(1,112,438)	(10.7)	28,830,639	32,472,090	(3,641,450)	(11.2)	2,528,038	3,098,698	(570,660)	(18.4)
Ancillary Services:												
Certified Mail	136,648	160,330	(23,682)	(14.8)	37,996	45,636	(7,640)	(16.7)				
Collect on Delivery	834	1,085	(251)	(23.1)	69	94	(25)	(26.7)				
Delivery Confirmation	176	279	(103)	(36.9)	881	1,274,510	(1,273,629)	(99.9)				
Insurance	26,184	17,950	8,234	45.9	4,391	3,132	1,259	40.2				
Registered Mail	5,679	5,609	70	1.2	306	322	(17)	(5.1)				
Return Receipts	66,578	78,272	(11,695)	(14.9)	28,097	34,426	(6,329)	(18.4)				
Stamped Envelopes and Cards	3,445	6,998	(3,552)	(50.8)	-	-	-	-				
Other Domestic Ancillary Services	29,377	19,461	9,916	51.0	9,850	5,896	3,953	67.1				
International Ancillary Services	1,533	14,336	(12,803)	(89.3)	(28)	7,307	(7,335)	(100.4)				
Other NSA Ancillary Services	732	1,395	(663)	(47.5)	310	570	(260)	(45.6)				
Total Ancillary Services	271,186	305,716	(34,530)	(11.3)	81,871	1,371,894	(1,290,022)	(94.0)				
Special Services:												
Money Orders	39,002	36,651	2,351	6.4	18,761	19,813	(1,052)	(5.3)				
Post Office Box Service	74,956	78,101	(3,144)	(4.0)	5,585	5,638	(53)	(0.9)				
Other Domestic Special Services	30,099	31,469	(1,370)	(4.4)	168	199	(32)	(15.9)				
Other International Special Services	0	0	-	-	0	0	-	-				
Total Additional Special Services	144,057	146,220	(2,163)	(1.5)	24,514	25,650	(1,137)	(4.4)				
Total Market Dominant Services	415,243	451,936	(36,694)	(8.1)	106,385	1,397,544	(1,291,159)	(92.4)				
Total Market Dominant Mail and Services	9,685,203	10,834,334	(1,149,131)	(10.6)								
Other Market Dominant Revenue	189,450	235,024	(45,574)	(19.4)								
Total Market Dominant Revenue	9,874,653	11,069,358	(1,194,706)	(10.8)								
									Service Transactions			
									U.S. Postal Service Mail			
									Quarter 4, FY 2020 1/			
									=====			
									Ancillary Services		3,625	
									Other Services		0	
									Total		3,625	

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2020 (Jul. 1, 2020-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		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
Priority Mail Express:												
Total Priority Mail Express Mail	188,897	171,867	17,030	9.9	6,446	6,230	216	3.5	8,078	6,457	1,621	25.1
First-Class Package Service:												
Total First Class Package Service	1,804,722	1,103,935	700,787	63.5	534,767	334,957	199,810	59.7	197,708	128,296	69,412	54.1
USPS Retail Ground Mail:												
Total USPS Retail Ground	67,939	61,948	5,991	9.7	2,455	2,623	(168)	(6.4)	18,521	19,270	(749)	(3.9)
Priority Mail:												
Total Priority Mail	3,104,461	2,215,880	888,580	40.1	337,147	249,393	87,754	35.2	899,868	672,355	227,513	33.8
Parcel Select Mail:												
Total Parcel Select Mail	2,356,583	1,661,358	695,226	41.8	932,254	680,193	252,061	37.1	2,470,497	2,163,555	306,942	14.2
Parcel Return Service Mail:												
Total Parcel Return Service Mail	53,902	43,842	10,060	22.9	18,813	15,731	3,083	19.6	43,282	41,830	1,452	3.5
International Mail:												
Outbound Priority Mail International	92,047	77,740	14,307	18.4	1,487	1,305	182	14.0	8,996	8,039	957	11.9
Outbound International Expedited Services	20,194	24,191	(3,997)	(16.5)	218	290	(72)	(24.8)	1,299	1,471	(172)	(11.7)
Other Outbound International Mail	184,332	150,917	33,415	22.1	25,201	32,584	(7,383)	(22.7)	16,345	18,531	(2,186)	(11.8)
Inbound International 3/ 5/	251,055	60,579	190,476	314.4	97,669	3,407	94,263	2,766.9	61,818	25,530	36,288	142.1
International Mail Fees	2	2	0	6.8	-	-	-	-	-	-	-	-
Total International Mail	547,630	313,430	234,201	74.7	124,576	37,586	86,990	231.4	88,458	53,572	34,887	65.1
Total Competitive Mail	8,124,134	5,572,260	2,551,874	45.8	1,956,459	1,326,712	629,747	47.5	3,726,412	3,085,335	641,077	20.8

COMPETITIVE PRODUCTS
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FISCAL YEAR 2020 (Jul. 1, 2020-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		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
Ancillary Services:												
Other Domestic Ancillary Services	7,049	4,793	2,256	47.1	1,017	633	385	60.8				
International Ancillary Services	10,330	956	9,374	980.2	5,668	957	4,711	492.2				
Total Ancillary Services	17,379	5,749	11,630	202.3	6,685	1,590	5,096	320.5				
Special Services:												
Premium Forwarding Service	4,266	3,548	718	20.3	182	156	27	17.2				
Intl. Money Orders & Money Transfer Service	81	180	(99)	(55.1)	6	15	(9)	(62.2)				
Other Domestic Special Services	247,309	220,592	26,717	12.1	23,339	22,102	1,237	5.6				
Other International Special Services	-	-	-	-	-	-	-	-				
Total Special Services	251,656	224,320	27,336	12.2	23,527	22,273	1,254	5.6				
Total Competitive Services	269,035	230,069	38,966	16.9	30,213	23,863	6,350	26.6				
Total Competitive Mail and Services	8,393,169	5,802,329	2,590,840	44.7								
Other Competitive Revenue	36,057	18,723	17,334	92.6								
Total Competitive Revenue	8,429,226	5,821,052	2,608,174	44.8								

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2020 (Jul. 1, 2020-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category =====	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		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	17,394,094	15,954,658	1,439,436	9.0	30,787,098	33,798,802	(3,011,704)	(8.9)	6,254,450	6,184,033	70,417	1.1
Total All Services	684,277	682,005	2,272	0.3	136,598	1,421,407	(1,284,809)	(90.4)				
Total All Mail and Services	18,078,372	16,636,663	1,441,709	8.7								
Total All Other Revenue	225,507	253,747	(28,240)	(11.1)								
Total All Revenue	18,303,879	16,890,410	1,413,469	8.4								

RPW SUMMARY REPORT FOOTNOTES: MARKET DOMINANT PRODUCTS SECTION

1/ Not included elsewhere in this report.

3/ See Order Approving the transfer of Market Dominant Negotiated Service Agreements to the Competitive Product List, Order No. 5437, PRC Docket No. MC2020-73 (February 19, 2020).

5/ See Order Granting Postal Service's Motion and Approving Prices for Inbound Letter Post Small Packets and Bulky Letters, Order No. 5372, PRC Docket Nos. MC2019-17 & CP2019-155 (December 19, 2019) (approving motion to effectuate the transfer as of January 1, 2020).

6/ The figures presented for the prior year use a methodology consistent with the methodology used to calculate the current year's figures. This allows for a direct comparison of the years (independent of methodological changes that have occurred). As a result, the prior year's figures shown in this report may differ from those in the previous year.

RPW SUMMARY REPORT FOOTNOTES: COMPETITIVE PRODUCTS SECTION

3/ See Order Approving the transfer of Market Dominant Negotiated Service Agreements to the Competitive Product List, Order No. 5437, PRC Docket No. MC2020-73 (February 19, 2020).

5/ See Order Granting Postal Service's Motion and Approving Prices for Inbound Letter Post Small Packets and Bulky Letters, Order No. 5372, PRC Docket Nos. MC2019-17 & CP2019-155 (December 19, 2019) (approving motion to effectuate the transfer as of January 1, 2020).

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).

- Report totals may not sum due to rounding.

MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		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	7,952,444	8,281,699	(329,255)	(4.0)	14,686,534	15,948,103	(1,261,570)	(7.9)	432,109	466,849	(34,741)	(7.4)
Single-Piece Cards	177,352	203,897	(26,544)	(13.0)	485,907	563,195	(77,288)	(13.7)	3,123	3,616	(493)	(13.6)
Total Single-Piece Letters and Cards	8,129,796	8,485,595	(355,799)	(4.2)	15,172,441	16,511,298	(1,338,858)	(8.1)	435,232	470,466	(35,234)	(7.5)
Presort Letters	13,452,900	13,689,504	(236,603)	(1.7)	34,166,802	35,207,142	(1,040,340)	(3.0)	1,948,872	2,032,376	(83,504)	(4.1)
Presort Cards	546,209	502,518	43,691	8.7	2,079,692	1,923,399	156,293	8.1	16,995	15,713	1,282	8.2
Total Presort Letters and Cards	13,999,109	14,192,021	(192,912)	(1.4)	36,246,494	37,130,541	(884,047)	(2.4)	1,965,867	2,048,089	(82,222)	(4.0)
Flats	1,543,533	1,648,071	(104,539)	(6.3)	1,203,873	1,294,846	(90,974)	(7.0)	242,970	261,378	(18,408)	(7.0)
Domestic NSA Mail	0	0	-	-	0	0	-	-	0	0	-	-
Outbound First-Class Mail International	144,530	184,408	(39,878)	(21.6)	96,833	126,054	(29,221)	(23.2)	4,961	6,449	(1,488)	(23.1)
Inbound Intl. Letter-Post Single-Piece & NSA Mail	274,145	843,113	(568,968)	(67.5)	219,878	563,149	(343,270)	(61.0)	82,730	238,348	(155,618)	(65.3)
First-Class Mail Fees	105,297	104,823	474	0.5	-	-	-	-	-	-	-	-
Total First-Class Mail	24,196,411	25,458,032	(1,261,621)	(5.0)	52,939,518	55,625,888	(2,686,370)	(4.8)	2,731,759	3,024,729	(292,970)	(9.7)
USPS Marketing Mail:												
High Density and Saturation Letters	1,100,343	1,195,697	(95,354)	(8.0)	6,532,835	7,253,647	(720,812)	(9.9)	250,999	292,006	(41,007)	(14.0)
High Density and Saturation Flats & Parcels	1,861,932	2,065,768	(203,836)	(9.9)	10,426,613	11,606,928	(1,180,315)	(10.2)	1,682,978	2,034,704	(351,726)	(17.3)
Carrier Route	1,338,237	1,668,960	(330,722)	(19.8)	5,047,509	6,358,867	(1,311,358)	(20.6)	1,036,723	1,304,414	(267,691)	(20.5)
Letters	8,139,146	9,713,346	(1,574,200)	(16.2)	38,407,623	45,966,176	(7,558,553)	(16.4)	1,876,936	2,242,030	(365,094)	(16.3)
Flats	1,342,289	1,560,533	(218,244)	(14.0)	3,199,130	3,818,182	(619,052)	(16.2)	800,491	961,509	(161,017)	(16.7)
Parcels	49,705	48,293	1,413	2.9	36,715	36,861	(147)	(0.4)	14,709	14,852	(143)	(1.0)
Every Door Direct Mail Retail	98,719	119,485	(20,765)	(17.4)	529,699	649,386	(119,687)	(18.4)	67,187	82,368	(15,181)	(18.4)
Domestic NSA Mail	0	0	-	-	0	0	-	-	0	0	-	-
USPS Marketing Mail Fees	28,772	35,026	(6,255)	(17.9)	-	-	-	-	-	-	-	-
Total USPS Marketing Mail	13,959,143	16,407,107	(2,447,964)	(14.9)	64,180,125	75,690,047	(11,509,923)	(15.2)	5,730,022	6,931,881	(1,201,859)	(17.3)
Periodicals Mail:												
In-County	50,372	55,512	(5,140)	(9.3)	469,363	499,313	(29,950)	(6.0)	107,073	127,964	(20,892)	(16.3)
Outside County	968,523	1,132,246	(163,723)	(14.5)	3,536,716	4,135,305	(598,589)	(14.5)	1,176,309	1,444,298	(267,989)	(18.6)
Periodicals Mail Fees	4,940	6,317	(1,377)	(21.8)	-	-	-	-	-	-	-	-
Total Periodicals Mail	1,023,836	1,194,075	(170,239)	(14.3)	4,006,079	4,634,618	(628,539)	(13.6)	1,283,382	1,572,263	(288,881)	(18.4)
Package Services Mail:												
Alaska Bypass	32,199	31,731	468	1.5	1,264	1,274	(9)	(0.7)	85,149	85,758	(608)	(0.7)
Bound Printed Matter Flats	161,042	190,487	(29,445)	(15.5)	211,204	254,368	(43,164)	(17.0)	372,925	428,698	(55,773)	(13.0)
Bound Printed Matter Parcels	288,787	313,744	(24,957)	(8.0)	260,591	285,796	(25,205)	(8.8)	499,282	590,659	(91,377)	(15.5)
Media and Library Mail	349,097	283,768	65,328	23.0	97,745	80,087	17,659	22.0	201,966	174,121	27,845	16.0
Package Services Mail Fees	977	1,141	(164)	(14.4)	-	-	-	-	-	-	-	-
Total Package Services Mail	832,101	820,871	11,230	1.4	570,805	621,524	(50,719)	(8.2)	1,159,322	1,279,236	(119,914)	(9.4)

MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent
U.S. Postal Service Mail	-	-	-	-	321,287	284,327	36,960	13.0	109,097	101,321	7,776	7.7
Free Mail	-	-	-	-	25,141	34,078	(8,937)	(26.2)	9,943	12,346	(2,402)	(19.5)
Total Market Dominant Mail	40,011,491	43,880,086	(3,868,594)	(8.8)	122,042,955	136,890,483	(14,847,528)	(10.8)	11,023,525	12,921,775	(1,898,250)	(14.7)
Ancillary Services:												
Certified Mail	597,460	653,270	(55,810)	(8.5)	167,838	186,847	(19,009)	(10.2)				
Collect on Delivery	3,462	4,206	(744)	(17.7)	292	368	(76)	(20.6)				
Delivery Confirmation	645	899	(254)	(28.3)	1,565,093	5,422,411	(3,857,318)	(71.1)				
Insurance	92,735	77,672	15,063	19.4	16,823	14,347	2,476	17.3				
Registered Mail	20,581	24,197	(3,615)	(14.9)	1,152	1,447	(295)	(20.4)				
Return Receipts	279,824	314,131	(34,307)	(10.9)	119,655	137,754	(18,099)	(13.1)				
Stamped Envelopes and Cards	12,700	12,746	(46)	(0.4)	-	-	-	-				
Other Domestic Ancillary Services	93,704	74,475	19,229	25.8	30,523	23,826	6,697	28.1				
International Ancillary Services	22,438	58,861	(36,423)	(61.9)	8,932	29,493	(20,561)	(69.7)				
Other NSA Ancillary Services	4,993	3,303	1,690	51.2	2,103	1,389	714	51.4				
Total Ancillary Services	1,128,544	1,223,761	(95,217)	(7.8)	1,912,411	5,817,881	(3,905,470)	(67.1)				
Special Services:												
Money Orders	145,786	147,618	(1,831)	(1.2)	77,069	81,268	(4,198)	(5.2)				
Post Office Box Service 3/	298,145	294,360	3,786	1.3	5,585	5,638	(53)	(0.9)				
Other Domestic Special Services	101,599	106,414	(4,814)	(4.5)	733	954	(221)	(23.2)				
Other International Special Services	0	0	-	-	0	0	-	-				
Total Additional Special Services	545,531	548,391	(2,860)	(0.5)	83,387	87,859	(4,472)	(5.1)				
Total Market Dominant Services	1,674,075	1,772,152	(98,077)	(5.5)	1,995,798	5,905,740	(3,909,942)	(66.2)				
Total Market Dominant Mail and Services	41,685,566	45,652,238	(3,966,671)	(8.7)								
Other Market Dominant Revenue	778,615	1,297,608	(518,994)	(40.0)								
Total Market Dominant Revenue	42,464,181	46,949,846	(4,485,665)	(9.6)								
									Service Transactions			
									U.S. Postal Service Mail			
									YTD, FY 2020 1/			
									=====			
									Ancillary Services			
									Other Services			
									Total			

17,746
384
18,130

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		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
Priority Mail Express:												
Total Priority Mail Express Mail	696,922	716,187	(19,265)	(2.7)	24,111	26,163	(2,052)	(7.8)	28,824	28,225	599	2.1
First-Class Package Service:												
Total First Class Package Service	6,235,920	4,464,504	1,771,415	39.7	1,847,783	1,397,687	450,096	32.2	696,344	532,181	164,163	30.8
USPS Retail Ground Mail:												
Total USPS Retail Ground	293,385	266,414	26,971	10.1	11,585	11,871	(286)	(2.4)	82,171	83,032	(861)	(1.0)
Priority Mail:												
Total Priority Mail	11,537,465	9,461,783	2,075,682	21.9	1,260,869	1,085,046	175,823	16.2	3,389,566	2,853,943	535,623	18.8
Parcel Select Mail:												
Total Parcel Select Mail	8,689,311	6,801,364	1,887,947	27.8	3,499,582	2,910,008	589,574	20.3	10,307,153	7,577,751	2,729,402	36.0
Parcel Return Service Mail:												
Total Parcel Return Service Mail	202,454	203,426	(971)	(0.5)	71,853	75,373	(3,521)	(4.7)	180,678	199,044	(18,366)	(9.2)
International Mail:												
Outbound Priority Mail International	352,044	352,470	(426)	(0.1)	5,711	5,865	(154)	(2.6)	34,713	37,733	(3,019)	(8.0)
Outbound International Expedited Services	79,096	103,688	(24,592)	(23.7)	902	1,251	(348)	(27.8)	4,630	7,048	(2,418)	(34.3)
Other Outbound International Mail	698,717	672,016	26,701	4.0	129,083	144,072	(14,989)	(10.4)	75,869	78,689	(2,820)	(3.6)
Inbound International 4/ 5/	785,470	254,766	530,704	208.3	276,850	14,633	262,217	1,791.9	230,148	108,231	121,917	112.6
International Mail Fees	7	7	(1)	(7.7)	-	-	-	-	-	-	-	-
Total International Mail	1,915,333	1,382,947	532,386	38.5	412,548	165,821	246,726	148.8	345,360	231,700	113,660	49.1
Total Competitive Mail	29,570,791	23,296,626	6,274,165	26.9	7,128,331	5,671,971	1,456,360	25.7	15,030,097	11,505,878	3,524,219	30.6

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019	Amount	FY 2020	FY 2019	FY 2020 over FY 2019	Amount	FY 2020	FY 2019	FY 2020 over FY 2019	Amount
			Percent				Percent				Percent	
Ancillary Services:												
Other Domestic Ancillary Services	20,947	15,090	5,857	38.8	2,918	1,860	1,058	56.9				
International Ancillary Services	42,877	4,028	38,849	964.5	25,135	4,476	20,659	461.5				
Total Ancillary Services	63,824	19,118	44,706	233.8	28,053	6,336	21,716	342.7				
Special Services:												
Premium Forwarding Service	25,894	23,906	1,988	8.3	1,100	1,066	34	3.2				
Intl. Money Orders & Money Transfer Service	400	844	(444)	(52.6)	35	78	(43)	(54.9)				
Other Domestic Special Services 3/	957,080	873,363	83,717	9.6	80,350	76,998	3,351	4.4				
Other International Special Services	-	-	-	-	-	-	-	-				
Total Special Services	983,373	898,112	85,261	9.5	81,485	78,142	3,343	4.3				
Total Competitive Services	1,047,198	917,231	129,967	14.2	109,538	84,479	25,059	29.7				
Total Competitive Mail and Services	30,617,989	24,213,857	6,404,132	26.4								
Other Competitive Revenue	141,649	141,785	(136)	(0.1)								
Total Competitive Revenue	30,759,638	24,355,642	6,403,996	26.3								

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category =====	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		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	69,582,282	67,176,712	2,405,570	3.6	129,171,286	142,562,453	(13,391,168)	(9.4)	26,053,622	24,427,653	1,625,969	6.7
Total All Services	2,721,273	2,689,383	31,890	1.2	2,105,336	5,990,219	(3,884,883)	(64.9)				
Total All Mail and Services	72,303,555	69,866,095	2,437,460	3.5								
Total All Other Revenue	920,264	1,439,394	(519,130)	(36.1)								
Total All Revenue	73,223,819	71,305,488	1,918,330	2.7								

RPW SUMMARY REPORT FOOTNOTES: MARKET DOMINANT PRODUCTS SECTION

1/ Not included elsewhere in this report.

3/ Year to Date Post Office Box volume is equal to the volume for the current time period. Adding Post Office Box volumes for any period is not a reflection of the number of boxes rented.

4/ See Order Approving the transfer of Market Dominant Negotiated Service Agreements to the Competitive Product List, Order No. 5437, PRC Docket No. MC2020-73 (February 19, 2020).

5/ See Order Granting Postal Service's Motion and Approving Prices for Inbound Letter Post Small Packets and Bulky Letters, Order No. 5372, PRC Docket Nos. MC2019-17 & CP2019-155 (December 19, 2019) (approving motion to effectuate the transfer as of January 1, 2020).

6/ The figures presented for the prior year use a methodology consistent with the methodology used to calculate the current year's figures. This allows for a direct comparison of the years (independent of methodological changes that have occurred). As a result, the prior year's figures shown in this report may differ from those in the previous year.

RPW SUMMARY REPORT FOOTNOTES: COMPETITIVE PRODUCTS SECTION

3/ Year to Date Post Office Box volume is equal to the volume for the current time period. Adding Post Office Box volumes for any period is not a reflection of the number of boxes rented.

4/ See Order Approving the transfer of Market Dominant Negotiated Service Agreements to the Competitive Product List, Order No. 5437, PRC Docket No. MC2020-73 (February 19, 2020).

5/ See Order Granting Postal Service's Motion and Approving Prices for Inbound Letter Post Small Packets and Bulky Letters, Order No. 5372, PRC Docket Nos. MC2019-17 & CP2019-155 (December 19, 2019) (approving motion to effectuate the transfer as of January 1, 2020).

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 4
FISCAL YEAR 2020 (Jul. 1, 2020-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019		FY 2020	FY 2019	FY 2020 over FY 2019		FY 2020	FY 2019	FY 2020 over FY 2019	
			Amount	Percent			Amount	Percent			Amount	Percent
First-Class Mail:												
Single-Piece Letters	1,718,882	1,837,303	(118,421)	(6.4)	3,161,948	3,439,767	(277,819)	(8.1)	93,768	100,841	(7,073)	(7.0)
Single-Piece Cards	44,748	49,474	(4,726)	(9.6)	122,653	136,275	(13,621)	(10.0)	787	876	(88)	(10.1)
Total Single-Piece Letters and Cards	1,763,630	1,886,777	(123,147)	(6.5)	3,284,601	3,576,041	(291,440)	(8.1)	94,556	101,716	(7,161)	(7.0)
Presort Letters	3,162,355	3,264,286	(101,931)	(3.1)	7,997,164	8,379,213	(382,049)	(4.6)	461,144	483,135	(21,990)	(4.6)
Presort Cards	139,754	121,566	18,189	15.0	529,997	465,168	64,829	13.9	4,331	3,800	531	14.0
Total Presort Letters and Cards	3,302,109	3,385,851	(83,742)	(2.5)	8,527,161	8,844,381	(317,220)	(3.6)	465,475	486,935	(21,459)	(4.4)
Flats	2,490	2,643	(153)	(5.8)	1,602	1,625	(23)	(1.4)	518	507	11	2.1
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	5,068,229	5,275,271	(207,042)	(3.9)	11,813,363	12,422,047	(608,684)	(4.9)	560,549	589,158	(28,610)	(4.9)
USPS Marketing Mail:												
High Density and Saturation Letters	292,879	294,955	(2,076)	(0.7)	1,776,991	1,757,403	19,588	1.1	66,533	71,381	(4,849)	(6.8)
High Density and Saturation Flats & Parcels	9,516	12,708	(3,192)	(25.1)	53,674	71,326	(17,653)	(24.7)	2,379	3,032	(654)	(21.6)
Carrier Route	2,690	2,668	23	0.8	10,440	10,305	136	1.3	377	387	(9)	(2.5)
Letters	1,953,449	2,422,949	(469,500)	(19.4)	9,237,980	11,316,471	(2,078,492)	(18.4)	446,775	551,133	(104,359)	(18.9)
Flats	76	(39)	114	(295.8)	124	(53)	177	(336.2)	38	(1)	39	(3,521.0)
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	2,258,611	2,733,241	(474,630)	(17.4)	11,079,209	13,155,453	(2,076,243)	(15.8)	516,101	625,932	(109,832)	(17.5)
Periodicals Mail:												
In-County	119	161	(42)	(26.1)	1,249	1,820	(570)	(31.3)	54	88	(34)	(38.7)
Outside County	956	1,224	(268)	(21.9)	3,640	4,713	(1,072)	(22.8)	348	457	(109)	(23.8)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	1,075	1,386	(310)	(22.4)	4,890	6,532	(1,643)	(25.1)	402	545	(143)	(26.2)
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

MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2020 (Jul. 1, 2020-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		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
U.S. Postal Service Mail	0	0	0	0.0	86,734	54,835	31,899	58.2	1,491	1,333	158	11.8
Free Mail	0	0	0	0.0	882	833	49	5.9	46	52	(6)	(11.0)
Total Market Dominant Mail	7,327,915	8,009,898	(681,983)	(8.5)	22,985,078	25,639,700	(2,654,622)	(10.4)	1,078,589	1,217,021	(138,432)	(11.4)
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												
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	7,327,915	8,009,898	(681,983)	(8.5)								
Other Market Dominant Revenue												
Total Market Dominant Revenue	7,327,915	8,009,898	(681,983)	(8.5)								

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2020 (Jul. 1, 2020-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019		FY 2020	FY 2019	FY 2020 over FY 2019		FY 2020	FY 2019	FY 2020 over FY 2019	
			Amount	Percent			Amount	Percent			Amount	Percent
Total Competitive Mail	5,798	14,694	(8,896)	(60.5)	2,706	6,280	(3,574)	(56.9)	88	293	(205)	(69.9)

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2020 (Jul. 1, 2020-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
			Change				Change				Change	
	Quarter 4		FY 2020 over		Quarter 4		FY 2020 over		Quarter 4		FY 2020 over	
	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2018	Amount	Percent
=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====
Total Competitive Revenue	5,798	14,694	(8,896)	(60.5)	2,706	6,280	(3,574)	(56.9)	88	293	(205)	(69.9)

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2020 (Jul. 1, 2020-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019		FY 2020	FY 2019	FY 2020 over FY 2019		FY 2020	FY 2019	FY 2020 over FY 2019	
			Amount	Percent			Amount	Percent			Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	7,333,713	8,024,592	(690,879)	(8.6)	22,987,785	25,645,981	(2,658,196)	(10.4)	1,078,677	1,217,313	(138,637)	(11.4)
Total All Services	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	7,333,713	8,024,592	(690,879)	(8.6)	22,987,785	25,645,981	(2,658,196)	(10.4)	1,078,677	1,217,313	(138,637)	(11.4)
Total All Other Revenue												
Total All Revenue	7,333,713	8,024,592	(690,879)	(8.6)								

TABLE 2-A
LETTER MAIL
MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		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	7,952,444	8,281,699	(329,255)	(4.0)	14,686,534	15,948,103	(1,261,570)	(7.9)	432,109	466,849	(34,741)	(7.4)
Single-Piece Cards	177,352	203,897	(26,544)	(13.0)	485,907	563,195	(77,288)	(13.7)	3,123	3,616	(493)	(13.6)
Total Single-Piece Letters and Cards	8,129,796	8,485,595	(355,799)	(4.2)	15,172,441	16,511,298	(1,338,858)	(8.1)	435,232	470,466	(35,234)	(7.5)
Presort Letters	13,452,900	13,689,504	(236,603)	(1.7)	34,166,802	35,207,142	(1,040,340)	(3.0)	1,948,872	2,032,376	(83,504)	(4.1)
Presort Cards	546,209	502,518	43,691	8.7	2,079,692	1,923,399	156,293	8.1	16,995	15,713	1,282	8.2
Total Presort Letters and Cards	13,999,109	14,192,021	(192,912)	(1.4)	36,246,494	37,130,541	(884,047)	(2.4)	1,965,867	2,048,089	(82,222)	(4.0)
Flats	11,467	12,241	(774)	(6.3)	7,985	7,556	429	5.7	2,532	2,425	106	4.4
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	22,140,372	22,689,858	(549,485)	(2.4)	51,426,919	53,649,395	(2,222,476)	(4.1)	2,403,630	2,520,980	(117,350)	(4.7)
USPS Marketing Mail:												
High Density and Saturation Letters	1,100,343	1,195,697	(95,354)	(8.0)	6,532,835	7,253,647	(720,812)	(9.9)	250,999	292,006	(41,007)	(14.0)
High Density and Saturation Flats & Parcels	73,801	49,071	24,729	50.4	404,304	286,349	117,955	41.2	10,848	12,447	(1,599)	(12.8)
Carrier Route	10,151	11,695	(1,544)	(13.2)	38,880	45,678	(6,798)	(14.9)	1,390	1,705	(315)	(18.5)
Letters	8,139,145	9,713,346	(1,574,201)	(16.2)	38,407,616	45,966,176	(7,558,560)	(16.4)	1,876,936	2,242,030	(365,094)	(16.3)
Flats	534	535	(1)	(0.2)	1,006	960	47	4.9	323	310	14	4.5
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	9,323,973	10,970,344	(1,646,370)	(15.0)	45,384,642	53,552,809	(8,168,167)	(15.3)	2,140,496	2,548,497	(408,001)	(16.0)
Periodicals Mail:												
In-County	539	669	(131)	(19.5)	5,957	7,492	(1,535)	(20.5)	254	356	(102)	(28.8)
Outside County	3,895	4,688	(793)	(16.9)	15,012	18,918	(3,906)	(20.6)	1,373	1,746	(373)	(21.4)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	4,434	5,357	(923)	(17.2)	20,970	26,411	(5,441)	(20.6)	1,627	2,102	(475)	(22.6)
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

MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		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
U.S. Postal Service Mail	0	0	0	0.0	278,168	243,275	34,893	14.3	5,603	5,707	(104)	(1.8)
Free Mail	0	0	0	0.0	4,597	4,032	566	14.0	330	183	147	80.5
Total Market Dominant Mail	31,468,780	33,665,559	(2,196,779)	(6.5)	97,115,295	107,475,921	(10,360,626)	(9.6)	4,551,686	5,077,469	(525,783)	(10.4)
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												
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	31,468,780	33,665,559	(2,196,779)	(6.5)								
Other Market Dominant Revenue												
Total Market Dominant Revenue	31,468,780	33,665,559	(2,196,779)	(6.5)								

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019	Amount	FY 2020	FY 2019	FY 2020 over FY 2019	Amount	FY 2020	FY 2019	FY 2020 over FY 2019	Amount
				Percent				Percent				Percent
Total Competitive Mail	30,618	75,489	(44,871)	(59.4)	12,900	36,135	(23,235)	(64.3)	551	1,416	(865)	(61.1)

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2020	FY 2019	FY 2020 over	FY 2019	FY 2020	FY 2019	FY 2020 over	FY 2019	FY 2020	FY 2019	FY 2020 over	FY 2019
			Amount	Percent			Amount	Percent			Amount	Percent
Total Competitive Revenue	30,618	75,489	(44,871)	(59.4)	12,900	36,135	(23,235)	(64.3)	551	1,416	(865)	(61.1)

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		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	31,499,398	33,741,048	(2,241,650)	(6.6)	97,128,196	107,512,056	(10,383,860)	(9.7)	4,552,236	5,078,884	(526,648)	(10.4)
Total All Services	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	31,499,398	33,741,048	(2,241,650)	(6.6)	97,128,196	107,512,056	(10,383,860)	(9.7)	4,552,236	5,078,884	(526,648)	(10.4)
Total All Other Revenue												
Total All Revenue	31,499,398	33,741,048	(2,241,650)	(6.6)								

TABLE 2-B
FLAT MAIL
MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2020 (Jul. 1, 2020-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		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	357,403	351,163	6,240	1.8	277,971	289,857	(11,887)	(4.1)	54,264	57,966	(3,702)	(6.4)
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	357,403	351,163	6,240	1.8	277,971	289,857	(11,887)	(4.1)	54,264	57,966	(3,702)	(6.4)
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	434,318	490,335	(56,017)	(11.4)	2,449,124	2,707,456	(258,332)	(9.5)	393,842	495,861	(102,019)	(20.6)
Carrier Route	303,259	360,985	(57,726)	(16.0)	1,157,276	1,358,271	(200,994)	(14.8)	222,120	296,406	(74,285)	(25.1)
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	306,410	379,549	(73,139)	(19.3)	741,899	923,534	(181,635)	(19.7)	179,885	239,808	(59,923)	(25.0)
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Every Door Direct Mail Retail	23,987	27,649	(3,662)	(13.2)	134,504	147,856	(13,352)	(9.0)	17,060	18,754	(1,694)	(9.0)
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	1,067,973	1,258,518	(190,544)	(15.1)	4,482,803	5,137,116	(654,313)	(12.7)	812,908	1,050,829	(237,921)	(22.6)
Periodicals Mail:												
In-County	11,502	13,670	(2,168)	(15.9)	110,045	124,337	(14,292)	(11.5)	23,068	31,103	(8,036)	(25.8)
Outside County	212,563	266,590	(54,027)	(20.3)	779,681	959,340	(179,659)	(18.7)	251,380	339,692	(88,312)	(26.0)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	224,065	280,260	(56,195)	(20.1)	889,726	1,083,677	(193,951)	(17.9)	274,447	370,795	(96,348)	(26.0)
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	32,482	47,962	(15,480)	(32.3)	42,186	64,163	(21,977)	(34.3)	76,699	106,047	(29,349)	(27.7)
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	4,459	5,198	(739)	(14.2)	1,552	1,795	(243)	(13.5)	977	1,298	(321)	(24.7)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	36,941	53,160	(16,220)	(30.5)	43,738	65,958	(22,220)	(33.7)	77,676	107,345	(29,669)	(27.6)

MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2020 (Jul. 1, 2020-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		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
U.S. Postal Service Mail	0	0	0	0.0	6,380	5,502	878	16.0	1,279	1,095	184	16.8
Free Mail	0	0	0	0.0	1,544	2,180	(636)	(29.2)	394	587	(193)	(32.9)
Total Market Dominant Mail	1,686,382	1,943,101	(256,719)	(13.2)	5,702,162	6,584,290	(882,129)	(13.4)	1,220,967	1,588,617	(367,650)	(23.1)
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	1,686,382	1,943,101	(256,719)	(13.2)								
Other Market Dominant Revenue												
Total Market Dominant Revenue	1,686,382	1,943,101	(256,719)	(13.2)								

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2020 (Jul. 1, 2020-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		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	Percent
Total Competitive Mail	227,846	237,528	(9,682)	(4.1)	39,977	44,124	(4,148)	(9.4)	15,921	18,392	(2,471)	(13.4)

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2020 (Jul. 1, 2020-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019		FY 2020	FY 2019	FY 2020 over FY 2019		FY 2020	FY 2018	FY 2020 over FY 2019	
			Amount	Percent			Amount	Percent			Amount	Percent
Total Competitive Revenue	227,846	237,528	(9,682)	(4.1)	39,977	44,124	(4,148)	(9.4)	15,921	18,392	(2,471)	(13.4)

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2020 (Jul. 1, 2020-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019		FY 2020	FY 2019	FY 2020 over FY 2019		FY 2020	FY 2019	FY 2020 over FY 2019	
			Amount	Percent			Amount	Percent			Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	1,914,229	2,180,630	(266,401)	(12.2)	5,742,138	6,628,415	(886,276)	(13.4)	1,236,889	1,607,009	(370,121)	(23.0)
Total All Services	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	1,914,229	2,180,630	(266,401)	(12.2)	5,742,138	6,628,415	(886,276)	(13.4)	1,236,889	1,607,009	(370,121)	(23.0)
Total All Other Revenue												
Total All Revenue	1,914,229	2,180,630	(266,401)	(12.2)								

TABLE 2-B
FLAT MAIL
MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		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	1,532,060	1,635,778	(103,718)	(6.3)	1,195,886	1,287,276	(91,390)	(7.1)	240,438	258,951	(18,513)	(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	1,532,060	1,635,778	(103,718)	(6.3)	1,195,886	1,287,276	(91,390)	(7.1)	240,438	258,951	(18,513)	(7.1)
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	1,788,123	2,016,509	(228,386)	(11.3)	10,022,286	11,320,057	(1,297,770)	(11.5)	1,672,127	2,022,219	(350,092)	(17.3)
Carrier Route	1,328,084	1,657,219	(329,135)	(19.9)	5,008,625	6,313,090	(1,304,465)	(20.7)	1,035,332	1,302,682	(267,350)	(20.5)
Letters	2	0	2	0.0	7	0	7	0.0	0	0	0	0.0
Flats	1,341,617	1,559,537	(217,920)	(14.0)	3,197,825	3,816,204	(618,379)	(16.2)	800,158	961,162	(161,004)	(16.8)
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Every Door Direct Mail Retail	98,719	119,485	(20,765)	(17.4)	529,699	649,386	(119,687)	(18.4)	67,187	82,368	(15,181)	(18.4)
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	4,556,545	5,352,751	(796,206)	(14.9)	18,758,442	22,098,737	(3,340,295)	(15.1)	3,574,804	4,368,431	(793,626)	(18.2)
Periodicals Mail:												
In-County	49,772	54,778	(5,006)	(9.1)	462,997	491,425	(28,428)	(5.8)	106,642	127,416	(20,774)	(16.3)
Outside County	962,211	1,124,867	(162,656)	(14.5)	3,519,151	4,113,393	(594,242)	(14.4)	1,169,898	1,437,165	(267,267)	(18.6)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	1,011,983	1,179,645	(167,662)	(14.2)	3,982,148	4,604,818	(622,670)	(13.5)	1,276,540	1,564,581	(288,040)	(18.4)
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	161,042	190,487	(29,445)	(15.5)	211,204	254,368	(43,164)	(17.0)	372,925	428,698	(55,773)	(13.0)
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	21,013	20,810	203	1.0	7,161	7,202	(41)	(0.6)	5,357	5,407	(50)	(0.9)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	182,055	211,297	(29,242)	(13.8)	218,365	261,570	(43,205)	(16.5)	378,282	434,105	(55,824)	(12.9)

MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		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
U.S. Postal Service Mail	0	0	0	0.0	24,160	24,570	(410)	(1.7)	4,541	4,407	134	3.0
Free Mail	0	0	0	0.0	5,885	7,121	(1,236)	(17.4)	1,612	1,877	(265)	(14.1)
Total Market Dominant Mail	7,282,643	8,379,471	(1,096,828)	(13.1)	24,184,886	28,284,092	(4,099,206)	(14.5)	5,476,217	6,632,351	(1,156,135)	(17.4)
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												
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	7,282,643	8,379,471	(1,096,828)	(13.1)								
Other Market Dominant Revenue												
Total Market Dominant Revenue	7,282,643	8,379,471	(1,096,828)	(13.1)								

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019	Amount	FY 2020	FY 2019	FY 2020 over FY 2019	Amount	FY 2020	FY 2019	FY 2020 over FY 2019	Amount
=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====
Total Competitive Mail	1,009,441	998,568	10,873	1.1	193,028	190,302	2,726	1.4	76,437	79,258	(2,821)	(3.6)

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019		FY 2020	FY 2019	FY 2020 over FY 2019		FY 2020	FY 2019	FY 2020 over FY 2019	
			Amount	Percent			Amount	Percent			Amount	Percent
Total Competitive Revenue	1,009,441	998,568	10,873	1.1	193,028	190,302	2,726	1.4	76,437	79,258	(2,821)	(3.6)

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	=====				=====				=====			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019		FY 2020	FY 2019	FY 2020 over FY 2019		FY 2020	FY 2019	FY 2020 over FY 2019	
=====	=====	=====	Amount	Percent	=====	=====	Amount	Percent	=====	=====	Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	8,292,084	9,378,039	(1,085,955)	(11.6)	24,377,914	28,474,394	(4,096,480)	(14.4)	5,552,654	6,711,609	(1,158,955)	(17.3)
Total All Services	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	8,292,084	9,378,039	(1,085,955)	(11.6)	24,377,914	28,474,394	(4,096,480)	(14.4)	5,552,654	6,711,609	(1,158,955)	(17.3)
Total All Other Revenue												
Total All Revenue	8,292,084	9,378,039	(1,085,955)	(11.6)								

**TABLE 2-C
PARCEL MAIL
MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2020 (Jul. 1, 2020-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		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	6	5	1	16.0	2	1	0	8.9	0	0	0	195.5
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	5	1	16.0	2	1	0	8.9	0	0	0	195.5
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	4	14	(10)	(74.9)	10	34	(24)	(70.3)	1	5	(4)	(75.8)
Carrier Route	1	31	(30)	(98.2)	2	67	(65)	(97.5)	0	15	(15)	(97.7)
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	30	102	(72)	(70.5)	63	221	(158)	(71.5)	3	7	(5)	(65.3)
Parcels	11,716	11,145	571	5.1	8,101	8,438	(337)	(4.0)	3,137	3,304	(167)	(5.0)
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	11,750	11,292	458	4.1	8,175	8,759	(584)	(6.7)	3,141	3,331	(190)	(5.7)
Periodicals Mail:												
In-County	11	14	(4)	(25.2)	70	97	(27)	(27.8)	24	39	(15)	(37.7)
Outside County	610	631	(21)	(3.4)	624	686	(63)	(9.1)	1,301	1,292	9	0.7
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	620	645	(25)	(3.9)	694	784	(90)	(11.4)	1,325	1,331	(6)	(0.4)
Package Services Mail:												
Alaska Bypass	8,931	7,867	1,065	13.5	349	313	36	11.4	23,513	21,106	2,406	11.4
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	70,763	76,236	(5,473)	(7.2)	64,444	68,438	(3,994)	(5.8)	112,887	142,443	(29,556)	(20.7)
Media and Library Mail	93,649	68,352	25,296	37.0	25,547	18,580	6,967	37.5	57,463	44,462	13,001	29.2
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	173,343	152,455	20,888	13.7	90,341	87,331	3,009	3.4	193,863	208,011	(14,148)	(6.8)

MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2020 (Jul. 1, 2020-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		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
U.S. Postal Service Mail	0	0	0	0.0	5,334	3,791	1,543	40.7	25,753	21,016	4,737	22.5
Free Mail	0	0	0	0.0	3,160	5,203	(2,043)	(39.3)	1,994	2,349	(355)	(15.1)
Total Market Dominant Mail	185,720	164,397	21,322	13.0	107,706	105,869	1,836	1.7	226,076	236,038	(9,962)	(4.2)
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												
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	185,720	164,397	21,322	13.0								
Other Market Dominant Revenue												
Total Market Dominant Revenue	185,720	164,397	21,322	13.0								

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2020 (Jul. 1, 2020-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		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	Percent
Total Competitive Mail	7,158,800	4,827,300	2,331,500	48.3	1,782,753	1,232,492	550,262	44.6	3,613,866	3,006,621	607,245	20.2

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2020 (Jul. 1, 2020-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019		FY 2020	FY 2019	FY 2020 over FY 2019		FY 2020	FY 2018	FY 2020 over FY 2019	
			Amount	Percent			Amount	Percent			Amount	Percent
Total Competitive Revenue	7,158,800	4,827,300	2,331,500	48.3	1,782,753	1,232,492	550,262	44.6	3,613,866	3,006,621	607,245	20.2

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2020 (Jul. 1, 2020-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019		FY 2020	FY 2019	FY 2020 over FY 2019		FY 2020	FY 2019	FY 2020 over FY 2019	
			Amount	Percent			Amount	Percent			Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	7,344,520	4,991,698	2,352,823	47.1	1,890,459	1,338,361	552,098	41.3	3,839,942	3,242,659	597,283	18.4
Total All Services	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	7,344,520	4,991,698	2,352,823	47.1	1,890,459	1,338,361	552,098	41.3	3,839,942	3,242,659	597,283	18.4
Total All Other Revenue												
Total All Revenue	7,344,520	4,991,698	2,352,823	47.1								

TABLE 2-C
PARCEL MAIL
MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		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	Amount	Percent	Amount	Percent	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	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	6	52	(46)	(88.9)	2	14	(13)	(89.6)	0	1	(1)	(89.5)
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	52	(46)	(88.9)	2	14	(13)	(89.6)	0	1	(1)	(89.5)
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	8	187	(179)	(95.7)	23	522	(499)	(95.6)	2	37	(35)	(93.7)
Carrier Route	2	45	(43)	(96.5)	4	100	(96)	(96.1)	1	27	(27)	(96.8)
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	139	461	(323)	(70.0)	299	1,018	(719)	(70.6)	10	37	(27)	(73.8)
Parcels	49,705	48,293	1,413	2.9	36,715	36,861	(147)	(0.4)	14,709	14,852	(143)	(1.0)
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	49,853	48,986	867	1.8	37,041	38,501	(1,461)	(3.8)	14,722	14,954	(232)	(1.6)
Periodicals Mail:												
In-County	61	64	(3)	(4.6)	409	396	13	3.3	177	193	(16)	(8.1)
Outside County	2,418	2,692	(274)	(10.2)	2,553	2,994	(441)	(14.7)	5,038	5,387	(349)	(6.5)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	2,479	2,756	(277)	(10.1)	2,962	3,390	(428)	(12.6)	5,215	5,580	(365)	(6.5)
Package Services Mail:												
Alaska Bypass	32,166	31,730	435	1.4	1,264	1,274	(9)	(0.7)	85,149	85,758	(608)	(0.7)
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	288,768	313,744	(24,976)	(8.0)	260,591	285,796	(25,205)	(8.8)	499,282	590,659	(91,377)	(15.5)
Media and Library Mail	327,087	262,847	64,239	24.4	90,585	72,884	17,701	24.3	196,615	168,714	27,901	16.5
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	648,020	608,321	39,699	6.5	352,441	359,954	(7,513)	(2.1)	781,046	845,130	(64,084)	(7.6)

MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		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
U.S. Postal Service Mail	0	0	0	0.0	18,959	16,482	2,476	15.0	98,953	91,206	7,747	8.5
Free Mail	0	0	0	0.0	14,658	22,925	(8,267)	(36.1)	8,001	10,286	(2,285)	(22.2)
Total Market Dominant Mail	700,358	660,115	40,243	6.1	426,062	441,267	(15,205)	(3.4)	907,937	967,157	(59,220)	(6.1)
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	700,358	660,115	40,243	6.1								
Other Market Dominant Revenue												
Total Market Dominant Revenue	700,358	660,115	40,243	6.1								

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019	Amount	FY 2020	FY 2019	FY 2020 over FY 2019	Amount	FY 2020	FY 2019	FY 2020 over FY 2019	Amount
				Percent				Percent				Percent
Total Competitive Mail	25,821,314	20,110,338	5,710,976	28.4	6,485,815	5,253,549	1,232,265	23.5	14,578,925	11,165,279	3,413,646	30.6

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	=====				=====				=====			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019		FY 2020	FY 2019	FY 2020 over FY 2019		FY 2020	FY 2019	FY 2020 over FY 2019	
	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====
Total Competitive Revenue	25,821,314	20,110,338	5,710,976	28.4	6,485,815	5,253,549	1,232,265	23.5	14,578,925	11,165,279	3,413,646	30.6

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		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	26,521,673	20,770,453	5,751,220	27.7	6,911,877	5,694,817	1,217,060	21.4	15,486,862	12,132,437	3,354,426	27.6
Total All Services	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	26,521,673	20,770,453	5,751,220	27.7	6,911,877	5,694,817	1,217,060	21.4	15,486,862	12,132,437	3,354,426	27.6
Total All Other Revenue												
Total All Revenue	26,521,673	20,770,453	5,751,220	27.7								

TABLE 3-A
STAMPED MAIL
MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2020 (Jul. 1, 2020-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		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	998,818	1,013,156	(14,338)	(1.4)	1,791,977	1,864,751	(72,774)	(3.9)	44,731	45,489	(757)	(1.7)
Single-Piece Cards	25,996	26,288	(292)	(1.1)	70,249	70,960	(711)	(1.0)	439	444	(4)	(1.0)
Total Single-Piece Letters and Cards	1,024,814	1,039,444	(14,630)	(1.4)	1,862,226	1,935,711	(73,485)	(3.8)	45,170	45,932	(762)	(1.7)
Presort Letters	46,544	41,596	4,948	11.9	113,522	102,579	10,943	10.7	7,127	6,149	979	15.9
Presort Cards	376	626	(250)	(39.9)	1,398	2,378	(980)	(41.2)	7	11	(4)	(38.0)
Total Presort Letters and Cards	46,920	42,222	4,698	11.1	114,919	104,957	9,962	9.5	7,134	6,160	974	15.8
Flats	36,561	30,404	6,156	20.2	23,890	20,099	3,791	18.9	4,601	3,682	918	24.9
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	1,108,295	1,112,070	(3,776)	(0.3)	2,001,035	2,060,768	(59,732)	(2.9)	56,905	55,774	1,131	2.0
USPS Marketing Mail:												
High Density and Saturation Letters	3,811	5,122	(1,310)	(25.6)	23,411	30,369	(6,958)	(22.9)	772	934	(162)	(17.4)
High Density and Saturation Flats & Parcels	940	334	606	181.5	5,098	1,840	3,259	177.1	227	77	150	195.6
Carrier Route	406	269	137	51.2	1,889	944	946	100.2	183	157	25	16.1
Letters	154,552	150,328	4,224	2.8	925,872	867,919	57,954	6.7	50,544	44,760	5,784	12.9
Flats	5,889	6,852	(963)	(14.1)	18,336	21,833	(3,497)	(16.0)	3,553	3,945	(392)	(9.9)
Parcels	57	8	49	595.7	53	5	48	1038.2	7	1	7	782.4
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	165,656	162,912	2,743	1.7	974,659	922,908	51,751	5.6	55,286	49,874	5,412	10.9
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	351	683	(331)	(48.5)	112	193	(81)	(42.2)	85	373	(288)	(77.2)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	351	683	(331)	(48.5)	112	193	(81)	(42.2)	85	373	(288)	(77.2)

MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2020 (Jul. 1, 2020-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		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
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	69	1	69	11903.6	4	0	4	19,123.5
Total Market Dominant Mail	1,274,302	1,275,666	(1,364)	(0.1)	2,975,876	2,983,870	(7,994)	(0.3)	112,280	106,021	6,259	5.9
Ancillary Services:												
Certified Mail	6,341	6,036	305	5.0								
Collect on Delivery	0	0	0	0.0								
USPS Tracking	0	0	0	0.0								
Insurance	135	239	(105)	(43.8)								
Registered Mail	73	16	57	346.8								
Return Receipts	2,182	1,956	226	11.6								
Stamped Envelopes and Cards	0	0	0	0.0								
Other Domestic Ancillary Services	1	113	(113)	(99.5)								
International Ancillary Services	0	0	0	0.0								
Other NSA Ancillary Services	0	0	0	0.0								
Total Ancillary Services	8,731	8,361	370	4.4								
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	8,731	8,361	370	4.4								
Total Market Dominant Mail and Services	1,283,033	1,284,027	(994)	(0.1)								
Other Market Dominant Revenue												
Total Market Dominant Revenue	1,283,033	1,284,027	(994)	(0.1)								

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2020 (Jul. 1, 2020-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2020	FY 2019	FY 2020 over	FY 2019	FY 2020	FY 2019	FY 2020 over	FY 2019	FY 2020	FY 2018	FY 2020 over	FY 2019
			Amount	Percent			Amount	Percent			Amount	Percent
Total Competitive Mail	22,902	23,430	(527)	(2.3)	4,896	5,057	(162)	(3.2)	3,404	3,316	88	2.7

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2020 (Jul. 1, 2020-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		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	22,902	23,430	(527)	(2.3)	4,896	5,057	(162)	(3.2)	3,404	3,316	88	2.7

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2020 (Jul. 1, 2020-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019		FY 2020		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	1,297,204	1,299,095	(1,891)	(0.1)	2,980,771	2,988,927	(8,155)	(0.3)	115,683	109,337	6,347	5.8
Total All Services	8,731	8,361	370	4.4	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	1,305,935	1,307,456	(1,521)	(0.1)	2,980,771	2,988,927	(8,155)	(0.3)	115,683	109,337	6,347	5.8
Total All Other Revenue												
Total All Revenue	1,305,935	1,307,456	(1,521)	(0.1)								

TABLE 3-A
STAMPED MAIL
MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019		FY 2020	FY 2019	FY 2020 over FY 2019		FY 2020	FY 2019	FY 2020 over FY 2019	
	Amount	Amount	Amount	Percent	Amount	Amount	Amount	Percent	Amount	Amount	Amount	Percent
First-Class Mail:												
Single-Piece Letters	4,708,609	4,771,275	(62,667)	(1.3)	8,504,918	9,107,899	(602,981)	(6.6)	214,457	227,782	(13,325)	(5.8)
Single-Piece Cards	101,945	114,278	(12,333)	(10.8)	274,184	310,966	(36,782)	(11.8)	1,714	1,944	(230)	(11.8)
Total Single-Piece Letters and Cards	4,810,554	4,885,554	(75,000)	(1.5)	8,779,102	9,418,865	(639,763)	(6.8)	216,171	229,726	(13,555)	(5.9)
Presort Letters	181,199	179,770	1,429	0.8	442,996	446,144	(3,148)	(0.7)	27,721	26,877	844	3.1
Presort Cards	2,467	3,055	(589)	(19.3)	9,272	11,583	(2,310)	(19.9)	49	65	(16)	(24.5)
Total Presort Letters and Cards	183,666	182,826	840	0.5	452,268	457,727	(5,458)	(1.2)	27,770	26,942	828	3.1
Flats	151,404	145,908	5,496	3.8	98,652	95,705	2,946	3.1	18,896	18,366	530	2.9
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	5,145,624	5,214,288	(68,664)	(1.3)	9,330,022	9,972,297	(642,275)	(6.4)	262,837	275,034	(12,197)	(4.4)
USPS Marketing Mail:												
High Density and Saturation Letters	17,916	18,536	(620)	(3.3)	109,975	114,465	(4,490)	(3.9)	3,542	3,585	(43)	(1.2)
High Density and Saturation Flats & Parcels	2,187	1,546	641	41.5	11,791	8,717	3,074	35.3	515	403	112	27.7
Carrier Route	1,458	1,274	184	14.5	6,191	5,324	866	16.3	707	826	(119)	(14.4)
Letters	588,775	582,954	5,821	1.0	3,560,846	3,480,624	80,222	2.3	190,361	180,404	9,957	5.5
Flats	18,761	23,481	(4,720)	(20.1)	57,626	73,850	(16,224)	(22.0)	10,411	12,531	(2,120)	(16.9)
Parcels	375	94	281	299.6	386	60	325	541.0	53	7	45	622.7
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	629,473	627,885	1,588	0.3	3,746,814	3,683,041	63,773	1.7	205,588	197,756	7,832	4.0
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	2,174	2,628	(454)	(17.3)	673	797	(124)	(15.6)	703	1,226	(523)	(42.6)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	2,174	2,628	(454)	(17.3)	673	797	(124)	(15.6)	703	1,226	(523)	(42.6)

MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		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
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	83	3	80	2687.3	6	0	6	10,592.7
Total Market Dominant Mail	5,777,272	5,844,801	(67,529)	(1.2)	13,077,592	13,656,138	(578,546)	(4.2)	469,135	474,016	(4,882)	(1.0)
Ancillary Services:												
Certified Mail	23,547	23,968	(421)	(1.8)								
Collect on Delivery	0	13	(13)	(100.0)								
USPS Tracking	0	0	0	0.0								
Insurance	1,162	1,647	(485)	(29.4)								
Registered Mail	178	170	8	4.6								
Return Receipts	7,182	8,342	(1,160)	(13.9)								
Stamped Envelopes and Cards	0	0	0	0.0								
Other Domestic Ancillary Services	200	324	(124)	(38.2)								
International Ancillary Services	0	0	0	0.0								
Other NSA Ancillary Services	0	0	0	0.0								
Total Ancillary Services	32,269	34,463	(2,194)	(6.4)								
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	32,269	34,463	(2,194)	(6.4)								
Total Market Dominant Mail and Services	5,809,541	5,879,264	(69,723)	(1.2)								
Other Market Dominant Revenue												
Total Market Dominant Revenue	5,809,541	5,879,264	(69,723)	(1.2)								

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019	
			Amount	Percent			Amount	Percent			Amount	Percent
Total Competitive Mail	102,236	101,460	776	0.8	22,187	23,920	(1,733)	(7.2)	13,924	15,256	(1,333)	(8.7)

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019	
	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent
Total Competitive Revenue	102,236	101,460	776	0.8	22,187	23,920	(1,733)	(7.2)	13,924	15,256	(1,333)	(8.7)

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019		FY 2020		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	5,879,508	5,946,261	(66,753)	(1.1)	13,099,779	13,680,058	(580,279)	(4.2)	483,058	489,273	(6,214)	(1.3)
Total All Services	32,269	34,463	(2,194)	(6.4)	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	5,911,777	5,980,725	(68,948)	(1.2)	13,099,779	13,680,058	(580,279)	(4.2)	483,058	489,273	(6,214)	(1.3)
Total All Other Revenue												
Total All Revenue	5,911,777	5,980,725	(68,948)	(1.2)								

TABLE 3-B
METERED MAIL
MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2020 (Jul. 1, 2020-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
			Change				Change				Change	
	Quarter 4		FY 2020 over FY 2019		Quarter 4		FY 2020 over FY 2019		Quarter 4		FY 2020 over FY 2019	
	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent
First-Class Mail:												
Single-Piece Letters	596,470	709,134	(112,663)	(15.9)	1,140,992	1,361,392	(220,400)	(16.2)	39,783	46,830	(7,047)	(15.0)
Single-Piece Cards	10,844	14,516	(3,672)	(25.3)	29,976	40,409	(10,432)	(25.8)	187	253	(65)	(25.8)
Total Single-Piece Letters and Cards	607,314	723,650	(116,335)	(16.1)	1,170,968	1,401,801	(230,832)	(16.5)	39,970	47,083	(7,112)	(15.1)
Presort Letters	672,430	762,105	(89,675)	(11.8)	1,693,369	1,948,820	(255,451)	(13.1)	101,988	117,897	(15,909)	(13.5)
Presort Cards	588	604	(17)	(2.8)	2,207	2,266	(59)	(2.6)	22	26	(4)	(15.4)
Total Presort Letters and Cards	673,017	762,709	(89,692)	(11.8)	1,695,576	1,951,086	(255,510)	(13.1)	102,010	117,923	(15,913)	(13.5)
Flats	184,797	200,886	(16,089)	(8.0)	140,672	162,725	(22,052)	(13.6)	25,451	30,088	(4,637)	(15.4)
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	1,465,129	1,687,245	(222,117)	(13.2)	3,007,217	3,515,611	(508,394)	(14.5)	167,431	195,094	(27,663)	(14.2)
USPS Marketing Mail:												
High Density and Saturation Letters	393	497	(103)	(20.8)	2,182	2,781	(600)	(21.6)	84	102	(18)	(17.7)
High Density and Saturation Flats & Parcels	4	3	1	45.8	34	15	19	128.6	3	1	2	204.4
Carrier Route	21	55	(34)	(62.3)	104	267	(163)	(61.0)	5	31	(26)	(83.2)
Letters	48,042	53,798	(5,756)	(10.7)	283,224	303,486	(20,262)	(6.7)	16,359	17,034	(676)	(4.0)
Flats	2,937	2,889	47	1.6	9,556	9,793	(237)	(2.4)	1,590	1,372	218	15.9
Parcels	23	33	(11)	(31.7)	13	19	(7)	(34.7)	2	2	(0)	(5.8)
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)	(100.0)	0	0	0	0.0	0	0	0	0.0
Total USPS Marketing Mail	51,420	57,275	(5,855)	(10.2)	295,113	316,362	(21,249)	(6.7)	18,043	18,543	(500)	(2.7)
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	65,111	45,744	19,367	42.3	18,101	12,965	5,136	39.6	38,630	27,217	11,413	41.9
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	65,111	45,744	19,367	42.3	18,101	12,965	5,136	39.6	38,630	27,217	11,413	41.9

MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2020 (Jul. 1, 2020-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		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
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	1,581,660	1,790,265	(208,605)	(11.7)	3,320,430	3,844,938	(524,507)	(13.6)	224,105	240,855	(16,750)	(7.0)
Ancillary Services:												
Certified Mail	85,334	121,972	(36,638)	(30.0)								
Collect on Delivery	662	931	(268)	(28.9)								
USPS Tracking	0	0	0	0.0								
Insurance	13,578	6,180	7,398	119.7								
Registered Mail	653	1,053	(400)	(37.9)								
Return Receipts	29,709	40,923	(11,214)	(27.4)								
Stamped Envelopes and Cards	0	0	0	0.0								
Other Domestic Ancillary Services	23,367	16,483	6,884	41.8								
International Ancillary Services	0	0	0	0.0								
Other NSA Ancillary Services	211	108	103	94.8								
Total Ancillary Services	153,303	187,541	(34,238)	(18.3)								
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	153,303	187,541	(34,238)	(18.3)								
Total Market Dominant Mail and Services	1,734,963	1,977,806	(242,843)	(12.3)								
Other Market Dominant Revenue												
Total Market Dominant Revenue	1,734,963	1,977,806	(242,843)	(12.3)								

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2020 (Jul. 1, 2020-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019		FY 2020	FY 2019	FY 2020 over FY 2019		FY 2020	FY 2018	FY 2020 over FY 2019	
			Amount	Percent			Amount	Percent			Amount	Percent
Total Competitive Mail	3,142,456	2,110,762	1,031,695	48.9	579,071	383,926	195,145	50.8	691,860	509,372	182,488	35.8

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2020 (Jul. 1, 2020-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		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	3,142,456	2,110,762	1,031,695	48.9	579,071	383,926	195,145	50.8	691,860	509,372	182,488	35.8

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2020 (Jul. 1, 2020-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019		FY 2020		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	4,724,116	3,901,026	823,090	21.1	3,899,501	4,228,864	(329,362)	(7.8)	915,964	750,227	165,738	22.1
Total All Services	153,303	187,541	(34,238)	(18.3)	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	4,877,419	4,088,567	788,852	19.3	3,899,501	4,228,864	(329,362)	(7.8)	915,964	750,227	165,738	22.1
Total All Other Revenue												
Total All Revenue	4,877,419	4,088,567	788,852	19.3								

TABLE 3-B
METERED MAIL
MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019		FY 2020	FY 2019	FY 2020 over FY 2019		FY 2020	FY 2019	FY 2020 over FY 2019	
			Amount	Percent			Amount	Percent			Amount	Percent
First-Class Mail:												
Single-Piece Letters	2,753,930	3,015,539	(261,608)	(8.7)	5,274,592	5,897,611	(623,019)	(10.6)	179,733	201,531	(21,798)	(10.8)
Single-Piece Cards	44,912	54,602	(9,691)	(17.7)	124,517	151,824	(27,306)	(18.0)	778	949	(171)	(18.0)
Total Single-Piece Letters and Cards	2,798,842	3,070,141	(271,299)	(8.8)	5,399,110	6,049,435	(650,325)	(10.8)	180,511	202,480	(21,969)	(10.8)
Presort Letters	2,899,313	3,191,989	(292,676)	(9.2)	7,341,251	8,197,619	(856,369)	(10.4)	441,438	493,753	(52,315)	(10.6)
Presort Cards	2,439	2,759	(320)	(11.6)	9,189	10,381	(1,192)	(11.5)	101	113	(12)	(11.0)
Total Presort Letters and Cards	2,901,752	3,194,748	(292,996)	(9.2)	7,350,439	8,208,000	(857,561)	(10.4)	441,539	493,866	(52,327)	(10.6)
Flats	826,005	928,074	(102,069)	(11.0)	632,580	715,344	(82,764)	(11.6)	118,219	133,742	(15,523)	(11.6)
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	6,526,599	7,192,963	(666,364)	(9.3)	13,382,129	14,972,779	(1,590,650)	(10.6)	740,269	830,089	(89,819)	(10.8)
USPS Marketing Mail:												
High Density and Saturation Letters	1,733	2,221	(488)	(22.0)	9,778	12,709	(2,930)	(23.1)	433	474	(41)	(8.7)
High Density and Saturation Flats & Parcels	20	74	(54)	(73.0)	99	473	(374)	(79.2)	10	26	(17)	(63.4)
Carrier Route	114	141	(27)	(19.3)	560	693	(133)	(19.2)	29	57	(28)	(49.1)
Letters	192,074	221,597	(29,523)	(13.3)	1,114,666	1,248,720	(134,054)	(10.7)	63,312	68,618	(5,306)	(7.7)
Flats	10,058	9,311	747	8.0	31,736	29,826	1,910	6.4	4,535	4,361	174	4.0
Parcels	173	200	(27)	(13.6)	96	117	(20)	(17.4)	14	15	(0)	(2.2)
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)	(100.0)	0	0	0	0.0	0	0	0	0.0
Total USPS Marketing Mail	204,172	233,544	(29,372)	(12.6)	1,156,936	1,292,537	(135,602)	(10.5)	68,332	73,550	(5,218)	(7.1)
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	227,130	174,072	53,058	30.5	64,181	50,010	14,171	28.3	130,641	102,952	27,689	26.9
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	227,130	174,072	53,058	30.5	64,181	50,010	14,171	28.3	130,641	102,952	27,689	26.9

MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		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
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	6,957,901	7,600,579	(642,678)	(8.5)	14,603,247	16,315,326	(1,712,080)	(10.5)	939,243	1,006,591	(67,348)	(6.7)
Ancillary Services:												
Certified Mail	369,701	403,858	(34,157)	(8.5)								
Collect on Delivery	2,827	3,576	(749)	(20.9)								
USPS Tracking	0	0	0	0.0								
Insurance	40,204	25,924	14,280	55.1								
Registered Mail	2,326	3,846	(1,520)	(39.5)								
Return Receipts	132,163	155,995	(23,833)	(15.3)								
Stamped Envelopes and Cards	0	0	0	0.0								
Other Domestic Ancillary Services	70,322	50,950	19,372	38.0								
International Ancillary Services	0	0	0	0.0								
Other NSA Ancillary Services	811	108	703	649.4								
Total Ancillary Services	617,543	644,149	(26,606)	(4.1)								
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	617,543	644,149	(26,606)	(4.1)								
Total Market Dominant Mail and Services	7,575,444	8,244,728	(669,284)	(8.1)								
Other Market Dominant Revenue												
Total Market Dominant Revenue	7,575,444	8,244,728	(669,284)	(8.1)								

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019	
			Amount	Percent			Amount	Percent			Amount	Percent
Total Competitive Mail	11,239,905	8,715,938	2,523,967	29.0	2,063,212	1,605,940	457,271	28.5	2,560,714	2,165,283	395,430	18.3

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019	
	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent
Total Competitive Revenue	11,239,905	8,715,938	2,523,967	29.0	2,063,212	1,605,940	457,271	28.5	2,560,714	2,165,283	395,430	18.3

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019		FY 2020		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	18,197,806	16,316,517	1,881,289	11.5	16,666,458	17,921,267	(1,254,809)	(7.0)	3,499,957	3,171,874	328,082	10.3
Total All Services	617,543	644,149	(26,606)	(4.1)	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	18,815,349	16,960,666	1,854,683	10.9	16,666,458	17,921,267	(1,254,809)	(7.0)	3,499,957	3,171,874	328,082	10.3
Total All Other Revenue												
Total All Revenue	18,815,349	16,960,666	1,854,683	10.9								

TABLE 3-D
PVI MAIL
MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2020 (Jul. 1, 2020-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019	
	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent
First-Class Mail:												
Single-Piece Letters	7,230	6,356	874	13.7	11,692	10,291	1,401	13.6	635	561	75	13.3
Single-Piece Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Single-Piece Letters and Cards	7,230	6,356	874	13.7	11,692	10,291	1,401	13.6	635	561	75	13.3
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	26,236	20,969	5,267	25.1	16,154	14,078	2,076	14.7	3,709	3,357	352	10.5
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	33,466	27,326	6,140	22.5	27,846	24,369	3,477	14.3	4,345	3,918	427	10.9
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	19,411	16,211	3,201	19.7	5,040	4,079	961	23.6	12,384	11,602	782	6.7
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	19,411	16,211	3,201	19.7	5,040	4,079	961	23.6	12,384	11,602	782	6.7

MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2020 (Jul. 1, 2020-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		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
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	52,878	43,536	9,341	21.5	32,886	28,448	4,438	15.6	16,729	15,520	1,209	7.8
Ancillary Services:												
Certified Mail	36,546	32,058	4,488	14.0								
Collect on Delivery	172	155	17	11.0								
USPS Tracking	0	0	0	0.0								
Insurance	11,577	10,594	983	9.3								
Registered Mail	4,666	4,539	127	2.8								
Return Receipts	14,025	13,370	655	4.9								
Stamped Envelopes and Cards	0	0	0	0.0								
Other Domestic Ancillary Services	2,928	2,830	98	3.5								
International Ancillary Services	0	0	0	0.0								
Other NSA Ancillary Services	0	0	0	0.0								
Total Ancillary Services	69,913	63,546	6,368	10.0								
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	69,913	63,546	6,368	10.0								
Total Market Dominant Mail and Services	122,791	107,082	15,709	14.7								
Other Market Dominant Revenue												
Total Market Dominant Revenue	122,791	107,082	15,709	14.7								

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2020 (Jul. 1, 2020-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2020	FY 2019	FY 2020 over	FY 2019	FY 2020	FY 2019	FY 2020 over	FY 2019	FY 2020	FY 2018	FY 2020 over	FY 2019
			Amount	Percent			Amount	Percent			Amount	Percent
Total Competitive Mail	730,286	613,991	116,296	18.9	72,237	61,965	10,271	16.6	149,817	135,285	14,533	10.7

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2020 (Jul. 1, 2020-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		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	730,286	613,991	116,296	18.9	72,237	61,965	10,271	16.6	149,817	135,285	14,533	10.7

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2020 (Jul. 1, 2020-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019		FY 2020		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	783,164	657,527	125,637	19.1	105,123	90,413	14,710	16.3	166,546	150,804	15,742	10.4
Total All Services	69,913	63,546	6,368	10.0	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	853,077	721,073	132,005	18.3	105,123	90,413	14,710	16.3	166,546	150,804	15,742	10.4
Total All Other Revenue												
Total All Revenue	853,077	721,073	132,005	18.3								

TABLE 3-D
PVI MAIL
MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019		FY 2020	FY 2019	FY 2020 over FY 2019		FY 2020	FY 2019	FY 2020 over FY 2019	
	Amount	Amount	Amount	Percent	Amount	Amount	Amount	Percent	Amount	Amount	Amount	Percent
First-Class Mail:												
Single-Piece Letters	27,896	30,548	(2,652)	(8.7)	44,634	49,493	(4,859)	(9.8)	2,539	2,794	(255)	(9.1)
Single-Piece Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Single-Piece Letters and Cards	27,896	30,548	(2,652)	(8.7)	44,634	49,493	(4,859)	(9.8)	2,539	2,794	(255)	(9.1)
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	111,508	105,220	6,288	6.0	70,026	68,263	1,763	2.6	16,384	16,089	295	1.8
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	139,403	135,768	3,635	2.7	114,660	117,756	(3,096)	(2.6)	18,923	18,883	40	0.2
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	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	69,962	63,086	6,876	10.9	18,466	16,425	2,041	12.4	43,996	43,715	281	0.6
Package Services Mail Fees	0	0	(0)	(100.0)	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	69,962	63,086	6,876	10.9	18,466	16,425	2,041	12.4	43,996	43,715	281	0.6

MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		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
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	209,365	198,854	10,511	5.3	133,127	134,181	(1,055)	(0.8)	62,919	62,599	320	0.5
Ancillary Services:												
Certified Mail	134,360	144,819	(10,460)	(7.2)								
Collect on Delivery	633	614	18	3.0								
USPS Tracking	0	0	0	0.0								
Insurance	45,726	45,797	(71)	(0.2)								
Registered Mail	16,918	19,162	(2,243)	(11.7)								
Return Receipts	52,596	58,749	(6,153)	(10.5)								
Stamped Envelopes and Cards	0	0	0	0.0								
Other Domestic Ancillary Services	12,012	11,968	44	0.4								
International Ancillary Services	0	0	0	0.0								
Other NSA Ancillary Services	0	0	0	0.0								
Total Ancillary Services	262,244	281,109	(18,865)	(6.7)								
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	262,244	281,109	(18,865)	(6.7)								
Total Market Dominant Mail and Services	471,610	479,963	(8,354)	(1.7)								
Other Market Dominant Revenue												
Total Market Dominant Revenue	471,610	479,963	(8,354)	(1.7)								

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019	
			Amount	Percent			Amount	Percent			Amount	Percent
Total Competitive Mail	3,042,280	2,787,088	255,192	9.2	298,119	283,721	14,398	5.1	643,717	632,945	10,772	1.7

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019	
	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent
Total Competitive Revenue	3,042,280	2,787,088	255,192	9.2	298,119	283,721	14,398	5.1	643,717	632,945	10,772	1.7

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019		FY 2020		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	3,251,645	2,985,941	265,704	8.9	431,246	417,902	13,344	3.2	706,636	695,544	11,092	1.6
Total All Services	262,244	281,109	(18,865)	(6.7)	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	3,513,889	3,267,051	246,839	7.6	431,246	417,902	13,344	3.2	706,636	695,544	11,092	1.6
Total All Other Revenue												
Total All Revenue	3,513,889	3,267,051	246,839	7.6								

TABLE 3-E
PERMIT IMPRINT MAIL
MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2020 (Jul. 1, 2020-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		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	115,003	106,705	8,298	7.8	214,864	199,892	14,971	7.5	8,544	7,854	690	8.8
Single-Piece Cards	7,566	8,594	(1,028)	(12.0)	21,768	24,698	(2,930)	(11.9)	157	178	(21)	(11.9)
Total Single-Piece Letters and Cards	122,569	115,299	7,270	6.3	236,631	224,590	12,041	5.4	8,701	8,032	669	8.3
Presort Letters	2,443,381	2,460,585	(17,203)	(0.7)	6,190,273	6,327,814	(137,541)	(2.2)	352,030	359,089	(7,060)	(2.0)
Presort Cards	138,790	120,335	18,455	15.3	526,392	460,524	65,868	14.3	4,302	3,762	539	14.3
Total Presort Letters and Cards	2,582,171	2,580,920	1,251	0.0	6,716,665	6,788,338	(71,673)	(1.1)	356,331	362,852	(6,520)	(1.8)
Flats	111,163	101,236	9,927	9.8	97,867	94,341	3,526	3.7	20,942	21,297	(356)	(1.7)
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	2,815,903	2,797,455	18,448	0.7	7,051,163	7,107,269	(56,106)	(0.8)	385,974	392,181	(6,207)	(1.6)
USPS Marketing Mail:												
High Density and Saturation Letters	288,675	289,337	(662)	(0.2)	1,751,399	1,724,252	27,146	1.6	65,677	70,345	(4,668)	(6.6)
High Density and Saturation Flats & Parcels	442,893	502,720	(59,827)	(11.9)	2,497,675	2,776,962	(279,286)	(10.1)	395,992	498,820	(102,828)	(20.6)
Carrier Route	305,523	363,360	(57,837)	(15.9)	1,165,725	1,367,432	(201,707)	(14.8)	222,310	296,619	(74,309)	(25.1)
Letters	1,750,855	2,218,823	(467,968)	(21.1)	8,028,884	10,145,066	(2,116,183)	(20.9)	379,872	489,339	(109,467)	(22.4)
Flats	297,690	369,870	(72,180)	(19.5)	714,194	892,076	(177,882)	(19.9)	174,782	234,497	(59,715)	(25.5)
Parcels	11,637	11,104	533	4.8	8,035	8,414	(379)	(4.5)	3,128	3,301	(173)	(5.2)
Every Door Direct Mail Retail	23,987	27,649	(3,662)	(13.2)	134,504	147,856	(13,352)	(9.0)	17,060	18,754	(1,694)	(9.0)
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	3,121,259	3,782,863	(661,604)	(17.5)	14,300,415	17,062,057	(2,761,642)	(16.2)	1,258,821	1,611,675	(352,854)	(21.9)
Periodicals Mail:												
In-County	11,631	13,845	(2,213)	(16.0)	111,364	126,254	(14,890)	(11.8)	23,146	31,230	(8,084)	(25.9)
Outside County	214,129	268,446	(54,317)	(20.2)	783,946	964,739	(180,794)	(18.7)	253,029	341,441	(88,412)	(25.9)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	225,761	282,291	(56,530)	(20.0)	895,310	1,090,993	(195,683)	(17.9)	276,175	372,671	(96,497)	(25.9)
Package Services Mail:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Alaska Bypass	8,931	7,867	1,065	13.5	349	313	36	11.4	23,513	21,106	2,406	11.4
Bound Printed Matter Flats	32,482	47,962	(15,480)	(32.3)	42,186	64,163	(21,977)	(34.3)	76,699	106,047	(29,349)	(27.7)
Bound Printed Matter Parcels	70,763	76,236	(5,473)	(7.2)	64,444	68,438	(3,994)	(5.8)	112,887	142,443	(29,556)	(20.7)
Media and Library Mail	13,231	10,873	2,358	21.7	3,847	3,129	718	22.9	7,340	6,560	779	11.9
Package Services Mail Fees	0	22	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	125,407	142,959	(17,552)	(12.3)	110,826	136,044	(25,217)	(18.5)	220,438	276,157	(55,719)	(20.2)

MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2020 (Jul. 1, 2020-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		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
U.S. Postal Service Mail	0	0	0	0.0	84	59	25	41.8	106	60	45	75.0
Free Mail	0	0	0	0.0	6	24	(18)	(76.4)	31	100	(70)	(69.4)
Total Market Dominant Mail	6,288,330	7,005,569	(717,239)	(10.2)	22,357,804	25,396,445	(3,038,641)	(12.0)	2,141,544	2,652,845	(511,302)	(19.3)
Ancillary Services:												
Certified Mail	8,225	0	8,225	0.0								
Collect on Delivery	0	0	0	0.0								
USPS Tracking	176	279	(103)	(36.9)								
Insurance	252	0	252	0.0								
Registered Mail	268	0	268	0.0								
Return Receipts	1,848	0	1,848	0.0								
Stamped Envelopes and Cards	0	0	0	0.0								
Other Domestic Ancillary Services	3,082	0	3,082	0.0								
International Ancillary Services	0	0	0	0.0								
Other NSA Ancillary Services	521	0	521	0.0								
Total Ancillary Services	13,851	279	13,572	4861.8								
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	13,851	279	13,572	4861.8								
Total Market Dominant Mail and Services	6,302,181	7,005,848	(703,666)	(10.0)								
Other Market Dominant Revenue												
Total Market Dominant Revenue	6,302,181	7,005,848	(703,666)	(10.0)								

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2020 (Jul. 1, 2020-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019		FY 2020	FY 2019	FY 2020 over FY 2019		FY 2020	FY 2018	FY 2020 over FY 2019	
			Amount	Percent			Amount	Percent			Amount	Percent
Total Competitive Mail	3,493,727	2,327,498	1,166,228	50.1	1,168,844	831,423	337,421	40.6	2,784,278	2,376,484	407,794	17.2

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2020 (Jul. 1, 2020-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		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
			Amount				Amount				Amount	
Total Competitive Revenue	3,493,727	2,327,498	1,166,228	50.1	1,168,844	831,423	337,421	40.6	2,784,278	2,376,484	407,794	17.2

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2020 (Jul. 1, 2020-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019		FY 2020		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	9,782,057	9,333,067	448,990	4.8	23,526,648	26,227,869	(2,701,220)	(10.3)	4,925,822	5,029,329	(103,507)	(2.1)
Total All Services	13,851	279	13,572	4861.8	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	9,795,908	9,333,346	462,562	5.0	23,526,648	26,227,869	(2,701,220)	(10.3)	4,925,822	5,029,329	(103,507)	(2.1)
Total All Other Revenue												
Total All Revenue	9,795,908	9,333,346	462,562	5.0								

TABLE 3-E
PERMIT IMPRINT MAIL
MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)						
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		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	453,839	456,015	(2,175)	(0.5)	848,337	878,264	(29,927)	(3.4)	34,884	34,189	695	2.0			
Single-Piece Cards	29,987	34,790	(4,803)	(13.8)	86,138	99,792	(13,653)	(13.7)	624	720	(96)	(13.3)			
Total Single-Piece Letters and Cards	483,827	490,805	(6,978)	(1.4)	934,475	978,056	(43,580)	(4.5)	35,508	34,908	600	1.7			
Presort Letters	10,372,388	10,317,744	54,644	0.5	26,382,555	26,563,378	(180,823)	(0.7)	1,479,712	1,511,746	(32,033)	(2.1)			
Presort Cards	541,303	496,703	44,600	9.0	2,061,231	1,901,436	159,795	8.4	16,845	15,535	1,311	8.4			
Total Presort Letters and Cards	10,913,692	10,814,447	99,244	0.9	28,443,786	28,464,814	(21,028)	(0.1)	1,496,557	1,527,280	(30,723)	(2.0)			
Flats	452,054	466,397	(14,344)	(3.1)	400,592	413,755	(13,164)	(3.2)	89,179	92,817	(3,638)	(3.9)			
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 Mail	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	11,849,572	11,771,649	77,923	0.7	29,778,853	29,856,625	(77,772)	(0.3)	1,621,245	1,655,006	(33,761)	(2.0)			
USPS Marketing Mail:															
High Density and Saturation Letters	1,080,694	1,174,940	(94,246)	(8.0)	6,413,082	7,126,473	(713,391)	(10.0)	247,024	287,947	(40,923)	(14.2)			
High Density and Saturation Flats & Parcels	1,859,725	2,064,148	(204,423)	(9.9)	10,414,723	11,597,737	(1,183,015)	(10.2)	1,682,453	2,034,274	(351,821)	(17.3)			
Carrier Route	1,336,665	1,667,545	(330,879)	(19.8)	5,040,759	6,352,850	(1,312,091)	(20.7)	1,035,987	1,303,531	(267,544)	(20.5)			
Letters	7,358,297	8,908,795	(1,550,498)	(17.4)	33,732,111	41,236,832	(7,504,721)	(18.2)	1,623,263	1,993,008	(369,745)	(18.6)			
Flats	1,313,469	1,527,741	(214,271)	(14.0)	3,109,768	3,714,506	(604,738)	(16.3)	785,545	944,617	(159,072)	(16.8)			
Parcels	49,157	47,999	1,159	2.4	36,233	36,685	(452)	(1.2)	14,642	14,830	(188)	(1.3)			
Every Door Direct Mail Retail	98,719	119,485	(20,765)	(17.4)	529,699	649,386	(119,687)	(18.4)	67,187	82,368	(15,181)	(18.4)			
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	13,096,726	15,510,652	(2,413,925)	(15.6)	59,276,375	70,714,469	(11,438,094)	(16.2)	5,456,101	6,660,575	(1,204,473)	(18.1)			
Periodicals Mail:															
In-County	50,372	55,512	(5,140)	(9.3)	469,363	499,313	(29,950)	(6.0)	107,073	127,964	(20,892)	(16.3)			
Outside County	968,523	1,132,246	(163,723)	(14.5)	3,536,716	4,135,305	(598,589)	(14.5)	1,176,309	1,444,298	(267,989)	(18.6)			
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0			
Total Periodicals Mail	1,018,896	1,187,758	(168,862)	(14.2)	4,006,079	4,634,618	(628,539)	(13.6)	1,283,382	1,572,263	(288,881)	(18.4)			
Package Services Mail:															
Alaska Bypass	32,166	31,730	435	1.4	1,264	1,274	(9)	(0.7)	85,149	85,758	(608)	(0.7)			
Bound Printed Matter Flats	161,042	190,487	(29,445)	(15.5)	211,204	254,368	(43,164)	(17.0)	372,925	428,698	(55,773)	(13.0)			
Bound Printed Matter Parcels	288,768	313,744	(24,976)	(8.0)	260,591	285,796	(25,205)	(8.8)	499,282	590,659	(91,377)	(15.5)			
Media and Library Mail	48,657	43,749	4,908	11.2	14,373	12,819	1,555	12.1	26,563	26,154	409	1.6			
Package Services Mail Fees	0	128	(128)	(100.0)	0	0	0	0.0	0	0	0	0.0			
Total Package Services Mail	530,632	579,838	(49,205)	(8.5)	487,433	554,256	(66,823)	(12.1)	983,919	1,131,269	(147,350)	(13.0)			

MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		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
U.S. Postal Service Mail	0	0	0	0.0	323	262	61	23.2	313	281	33	11.6
Free Mail	0	0	0	0.0	57	129	(71)	(55.4)	200	315	(114)	(36.3)
Total Market Dominant Mail	26,495,826	29,049,897	(2,554,070)	(8.8)	93,549,120	105,760,359	(12,211,239)	(11.5)	9,345,160	11,019,707	(1,674,547)	(15.2)
Ancillary Services:												
Certified Mail	68,837	79,543	(10,707)	(13.5)								
Collect on Delivery	2	2	(0)	(8.7)								
USPS Tracking	645	899	(254)	(28.3)								
Insurance	2,808	787	2,021	256.9								
Registered Mail	1,117	977	140	14.4								
Return Receipts	10,626	8,667	1,959	22.6								
Stamped Envelopes and Cards	0	0	0	0.0								
Other Domestic Ancillary Services	11,315	11,132	182	1.6								
International Ancillary Services	0	0	0	0.0								
Other NSA Ancillary Services	4,004	405	3,599	887.7								
Total Ancillary Services	95,349	102,008	(6,658)	(6.5)								
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	95,349	102,008	(6,658)	(6.5)								
Total Market Dominant Mail and Services	26,591,175	29,151,904	(2,560,729)	(8.8)								
Other Market Dominant Revenue												
Total Market Dominant Revenue	26,591,175	29,151,904	(2,560,729)	(8.8)								

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019	
			Amount	Percent			Amount	Percent			Amount	Percent
Total Competitive Mail	12,464,149	9,567,649	2,896,500	30.3	4,306,600	3,564,680	741,920	20.8	11,435,077	8,430,091	3,004,986	35.6

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019	
	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent
Total Competitive Revenue	12,464,149	9,567,649	2,896,500	30.3	4,306,600	3,564,680	741,920	20.8	11,435,077	8,430,091	3,004,986	35.6

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		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	38,959,976	38,617,546	342,430	0.9	97,855,719	109,325,039	(11,469,319)	(10.5)	20,780,237	19,449,798	1,330,439	6.8
Total All Services	95,349	102,008	(6,658)	(6.5)	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	39,055,325	38,719,554	335,771	0.9	97,855,719	109,325,039	(11,469,319)	(10.5)	20,780,237	19,449,798	1,330,439	6.8
Total All Other Revenue												
Total All Revenue	39,055,325	38,719,554	335,771	0.9								

TABLE 3-F
OTHER INDICIA MAIL*
MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2020 (Jul. 1, 2020-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019	
	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent
First-Class Mail:												
Single-Piece Letters	1,362	1,952	(591)	(30.3)	2,423	3,441	(1,017)	(29.6)	74	107	(33)	(30.6)
Single-Piece Cards	342	76	266	351.4	660	208	452	217.2	4	1	3	217.2
Total Single-Piece Letters and Cards	1,704	2,028	(324)	(16.0)	3,084	3,649	(565)	(15.5)	78	108	(30)	(27.7)
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	1,142	315	827	262.8	990	241	749	310.8	79	48	31	64.5
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	76	(76)	(100.0)	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	2,846	2,419	427	17.6	4,074	3,890	184	4.7	158	157	1	0.7
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	2	40	(38)	(94.2)	1	9	(9)	(94.2)	2	8	(6)	(77.9)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	2	40	(38)	(94.2)	1	9	(9)	(94.2)	2	8	(6)	(77.9)

MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2020 (Jul. 1, 2020-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		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
U.S. Postal Service Mail	0	0	0	0.0	98,364	64,069	34,295	53.5	28,416	23,383	5,033	21.5
Free Mail	0	0	0	0.0	5,511	8,192	(2,681)	(32.7)	2,399	2,887	(489)	(16.9)
Total Market Dominant Mail	2,848	2,459	389	15.8	107,949	76,160	31,789	41.7	30,975	26,435	4,540	17.2
Ancillary Services:												
Certified Mail	202	264	(62)	(23.6)								
Collect on Delivery	0	0	0	0.0								
USPS Tracking	0	0	0	0.0								
Insurance	53	145	(92)	(63.4)								
Registered Mail	19	1	18	3322.0								
Return Receipts	94	123	(29)	(23.4)								
Stamped Envelopes and Cards	0	0	0	0.0								
Other Domestic Ancillary Services	0	35	(35)	(100.0)								
International Ancillary Services	0	0	0	0.0								
Other NSA Ancillary Services	0	0	0	0.0								
Total Ancillary Services	368	567	(199)	(35.2)								
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	368	567	(199)	(35.2)								
Total Market Dominant Mail and Services	3,215	3,026	189	6.3								
Other Market Dominant Revenue												
Total Market Dominant Revenue	3,215	3,026	189	6.3								

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2020 (Jul. 1, 2020-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019		FY 2020	FY 2019	FY 2020 over FY 2019		FY 2020	FY 2018	FY 2020 over FY 2019	
			Amount	Percent			Amount	Percent			Amount	Percent
Total Competitive Mail	3,073	3,842	(770)	(20.0)	390	525	(135)	(25.7)	517	850	(333)	(39.2)

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2020 (Jul. 1, 2020-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019		FY 2020	FY 2019	FY 2020 over FY 2019		FY 2020	FY 2018	FY 2020 over FY 2019	
			Amount	Percent			Amount	Percent			Amount	Percent
Total Competitive Revenue	3,073	3,842	(770)	(20.0)	390	525	(135)	(25.7)	517	850	(333)	(39.2)

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2020 (Jul. 1, 2020-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019		FY 2020		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	5,921	6,301	(381)	(6.0)	108,339	76,684	31,654	41.3	31,492	27,285	4,207	15.4
Total All Services	368	567	(199)	(35.2)	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	6,288	6,868	(580)	(8.4)	108,339	76,684	31,654	41.3	31,492	27,285	4,207	15.4
Total All Other Revenue												
Total All Revenue	6,288	6,868	(580)	(8.4)								

TABLE 3-F
OTHER INDICIA MAIL
MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019	
	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent
First-Class Mail:												
Single-Piece Letters	8,170	8,322	(152)	(1.8)	14,052	14,836	(784)	(5.3)	496	553	(57)	(10.3)
Single-Piece Cards	508	226	282	124.9	1,068	613	454	74.1	7	4	3	74.1
Total Single-Piece Letters and Cards	8,678	8,548	130	1.5	15,120	15,450	(330)	(2.1)	503	557	(54)	(9.7)
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	2,562	2,471	91	3.7	2,022	1,779	244	13.7	292	364	(72)	(19.9)
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	421	(421)	(100.0)	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	11,240	11,440	(200)	(1.7)	17,142	17,228	(86)	(0.5)	794	921	(127)	(13.7)
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	177	123	54	43.8	52	36	16	45.3	68	73	(5)	(6.8)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	177	123	54	43.8	52	36	16	45.3	68	73	(5)	(6.8)

MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		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
U.S. Postal Service Mail	0	0	0	0.0	320,964	284,066	36,898	13.0	108,783	101,039	7,744	7.7
Free Mail	0	0	0	0.0	25,001	33,946	(8,946)	(26.4)	9,736	12,031	(2,294)	(19.1)
Total Market Dominant Mail	11,417	11,563	(146)	(1.3)	363,159	335,276	27,883	8.3	119,382	114,064	5,318	4.7
Ancillary Services:												
Certified Mail	1,017	1,081	(64)	(5.9)								
Collect on Delivery	0	0	0	0.0								
USPS Tracking	0	0	0	0.0								
Insurance	190	296	(106)	(35.8)								
Registered Mail	42	43	(0)	(0.9)								
Return Receipts	585	485	100	20.5								
Stamped Envelopes and Cards	0	0	0	0.0								
Other Domestic Ancillary Services	33	100	(67)	(67.3)								
International Ancillary Services	0	0	0	0.0								
Other NSA Ancillary Services	0	0	0	0.0								
Total Ancillary Services	1,866	2,005	(138)	(6.9)								
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	1,866	2,005	(138)	(6.9)								
Total Market Dominant Mail and Services	13,283	13,568	(284)	(2.1)								
Other Market Dominant Revenue												
Total Market Dominant Revenue	13,283	13,568	(284)	(2.1)								

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019	
			Amount	Percent			Amount	Percent			Amount	Percent
Total Competitive Mail	12,804	12,260	543	4.4	1,626	1,725	(99)	(5.7)	2,482	2,376	105	4.4

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019	
	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent
Total Competitive Revenue	12,804	12,260	543	4.4	1,626	1,725	(99)	(5.7)	2,482	2,376	105	4.4

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019		FY 2020		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	24,221	23,824	397	1.7	364,784	337,001	27,784	8.2	121,864	116,440	5,423	4.7
Total All Services	1,866	2,005	(138)	(6.9)	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	26,087	25,828	259	1.0	364,784	337,001	27,784	8.2	121,864	116,440	5,423	4.7
Total All Other Revenue												
Total All Revenue	26,087	25,828	259	1.0								