

MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2022 (Oct. 1, 2021-Dec. 31, 2021) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2021
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2022 over FY 2021 Percent	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2022 over FY 2021 Percent	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2022 over FY 2021 Percent
First-Class Mail:												
Single-Piece Letters	2,148,332	2,302,775	(154,443)	(6.7)	3,783,186	4,219,580	(436,393)	(10.3)	113,493	129,367	(15,874)	(12.3)
Single-Piece Cards	46,207	54,289	(8,082)	(14.9)	111,461	148,557	(37,096)	(25.0)	717	952	(234)	(24.6)
Total Single-Piece Letters and Cards	2,194,538	2,357,064	(162,525)	(6.9)	3,894,648	4,368,137	(473,489)	(10.8)	114,211	130,319	(16,108)	(12.4)
Presort Letters	3,570,791	3,336,440	234,351	7.0	8,233,880	8,431,526	(197,646)	(2.3)	471,863	481,585	(9,722)	(2.0)
Presort Cards	240,051	160,593	79,457	49.5	774,566	609,458	165,108	27.1	6,338	4,985	1,354	27.2
Total Presort Letters and Cards	3,810,841	3,497,033	313,808	9.0	9,008,446	9,040,985	(32,539)	(0.4)	478,201	486,570	(8,368)	(1.7)
Flats	436,683	422,973	13,710	3.2	308,462	332,086	(23,624)	(7.1)	62,850	64,823	(1,973)	(3.0)
Domestic Negotiated Serv. Agreement Mail	-	-	-	-	-	-	-	-	-	-	-	-
Outbound Single-Piece First-Class Mail Intl	61,493	46,790	14,703	31.4	38,346	30,602	7,744	25.3	1,901	1,568	334	21.3
Inbound Intl. Letter-Post Single-Piece & NSA Ma	17,092	18,999	(1,907)	(10.0)	22,971	27,536	(4,565)	(16.6)	2,028	2,738	(709)	(25.9)
First-Class Mail Fees	21,552	27,343	(5,791)	(21.2)	-	-	-	-	-	-	-	-
Total First-Class Mail	6,542,199	6,370,202	171,998	2.7	13,272,873	13,799,346	(526,473)	(3.8)	659,191	686,016	(26,825)	(3.9)
USPS Marketing Mail:												
High Density Letters	187,632	248,473	(60,841)	(24.5)	947,501	1,530,153	(582,652)	(38.1)	32,832	45,822	(12,990)	(28.3)
Saturation Letters	94,083	87,718	6,366	7.3	569,471	555,293	14,178	2.6	25,371	24,625	746	3.0
High Density Flats & Parcels	122,927	203,809	(80,882)	(39.7)	538,765	1,158,378	(619,613)	(53.5)	96,220	137,467	(41,247)	(30.0)
Saturation Flats & Parcels	337,181	335,307	1,874	0.6	1,881,019	1,924,459	(43,439)	(2.3)	287,115	308,749	(21,634)	(7.0)
Carrier Route	458,051	526,660	(68,608)	(13.0)	1,525,897	2,080,569	(554,671)	(26.7)	337,538	354,795	(17,258)	(4.9)
Letters	2,868,210	2,358,615	509,595	21.6	12,413,935	11,220,384	1,193,550	10.6	598,942	533,323	65,619	12.3
Flats	382,074	370,455	11,619	3.1	806,910	908,902	(101,992)	(11.2)	206,812	213,860	(7,049)	(3.3)
Parcels	16,161	15,561	600	3.9	9,454	11,640	(2,186)	(18.8)	4,070	4,276	(206)	(4.8)
Every Door Direct Mail Retail	24,166	26,050	(1,884)	(7.2)	120,832	136,388	(15,556)	(11.4)	15,326	17,299	(1,973)	(11.4)
Domestic Negotiated Serv. Agreement Mail	0	0	-	-	0	0	-	-	0	0	-	-
USPS Marketing Mail Fees	(4,749)	7,447	(12,196)	(163.8)	-	-	-	-	-	-	-	-
Total USPS Marketing Mail	4,485,736	4,180,095	305,641	7.3	18,813,785	19,526,165	(712,380)	(3.6)	1,604,225	1,640,216	(35,991)	(2.2)
Periodicals Mail:												
In-County	12,621	12,370	251	2.0	107,805	113,740	(5,935)	(5.2)	25,125	26,723	(1,597)	(6.0)
Outside County	245,768	231,088	14,680	6.4	812,054	829,837	(17,783)	(2.1)	274,780	284,251	(9,470)	(3.3)
Periodicals Mail Fees	386	993	(607)	(61.1)	-	-	-	-	-	-	-	-
Total Periodicals Mail	258,775	244,451	14,324	5.9	919,858	943,576	(23,718)	(2.5)	299,906	310,973	(11,068)	(3.6)
Package Services Mail:												
Alaska Bypass	9,692	8,924	767	8.6	342	349	(7)	(1.9)	23,044	23,458	(414)	(1.8)
Bound Printed Matter Flats	39,192	37,133	2,059	5.5	48,292	49,379	(1,088)	(2.2)	86,377	90,843	(4,466)	(4.9)
Bound Printed Matter Parcels	74,617	68,983	5,634	8.2	62,732	61,981	751	1.2	118,387	112,260	6,126	5.5
Media and Library Mail	107,325	107,022	303	0.3	25,913	29,923	(4,010)	(13.4)	53,777	60,862	(7,085)	(11.6)
Package Services Mail Fees	779	301	479	159.3	-	-	-	-	-	-	-	-
Total Package Services Mail	231,605	222,363	9,243	4.2	137,279	141,632	(4,353)	(3.1)	281,585	287,423	(5,838)	(2.0)

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(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2022 over FY 2021 Percent	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2022 over FY 2021 Percent	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2022 over FY 2021 Percent
Priority Mail Express:												
Total Priority Mail Express	208,887	212,069	(3,182)	(1.5)	7,386	7,098	288	4.1	8,254	9,988	(1,734)	(17.4)
First-Class Package Service:												
Total First Class Package Service	1,978,849	2,078,374	(99,525)	(4.8)	505,620	584,722	(79,102)	(13.5)	197,531	224,419	(26,887)	(12.0)
Retail Ground Mail:												
Total Retail Ground	96,719	109,750	(13,031)	(11.9)	3,286	4,056	(770)	(19.0)	22,656	27,626	(4,970)	(18.0)
Priority Mail:												
Total Priority Mail	3,579,755	4,016,042	(436,287)	(10.9)	350,136	413,312	(63,176)	(15.3)	938,659	1,103,884	(165,224)	(15.0)
Parcel Select Mail:												
Total Parcel Select Mail	2,464,256	2,670,979	(206,723)	(7.7)	931,584	993,674	(62,090)	(6.2)	2,146,041	2,518,238	(372,197)	(14.8)
Parcel Return Service Mail:												
Total Parcel Return Service Mail	64,739	54,125	10,614	19.6	18,290	16,987	1,303	7.7	46,749	42,895	3,854	9.0

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Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2022	FY 2021	Amount	Percent	FY 2022	FY 2021	Amount	Percent	FY 2022	FY 2021	Amount	Percent
International Mail:												
Outbound Priority Mail International	84,208	123,620	(39,413)	(31.9)	1,209	1,879	(670)	(35.7)	7,989	11,900	(3,911)	(32.9)
Outbound International Expedited Services	33,393	26,648	6,744	25.3	342	286	56	19.8	2,082	1,873	209	11.2
Other Outbound International Mail	144,734	203,998	(59,264)	(29.1)	20,163	26,681	(6,518)	(24.4)	14,727	19,093	(4,366)	(22.9)
Inbound International	189,954	217,557	(27,603)	(12.7)	27,972	39,465	(11,493)	(29.1)	49,578	56,818	(7,240)	(12.7)
International Mail Fees	2	25	(23)	(92.1)	-	-	-	-	-	-	-	-
Total International Mail	452,291	571,849	(119,558)	(20.9)	49,685	68,310	(18,625)	(27.3)	74,376	89,684	(15,308)	(17.1)
Total Competitive Mail	8,845,495	9,713,187	(867,692)	(8.9)	1,865,987	2,088,158	(222,171)	(10.6)	3,434,266	4,016,734	(582,467)	(14.5)

**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
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Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2022	FY 2021	Amount	Percent	FY 2022	FY 2021	Amount	Percent	FY 2022	FY 2021	Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	20,363,810	20,730,297	(366,487)	(1.8)	35,090,924	36,587,455	(1,496,531)	(4.1)	6,305,079	6,970,753	(665,674)	(9.5)
Total All Services	747,825	692,991	54,834	7.9	131,383	137,304	(5,920)	(4.3)				
Total All Mail and Services	21,111,635	21,423,288	(311,654)	(1.5)								
Total All Other Revenue	202,340	82,489	119,851	145.3								
Total All Revenue	21,313,974	21,505,777	(191,803)	(0.9)								

RPW SUMMARY REPORT FOOTNOTES: MARKET DOMINANT PRODUCTS SECTION

1/ Not included elsewhere in this report.

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

- Report totals may not sum due to rounding.

RPW SUMMARY REPORT FOOTNOTES: COMPETITIVE PRODUCTS SECTION

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

- Report totals may not sum due to rounding.

**TABLE 2-A
LETTER MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2022 (Oct. 1, 2021-Dec. 31, 2021) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2021
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	Percent	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	Percent	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	Percent
First-Class Mail:												
Single-Piece Letters	2,148,332	2,302,775	(154,443)	(6.7)	3,783,186	4,219,580	(436,393)	(10.3)	113,493	129,367	(15,874)	(12.3)
Single-Piece Cards	46,207	54,289	(8,082)	(14.9)	111,461	148,557	(37,096)	(25.0)	717	952	(234)	(24.6)
Total Single-Piece Letters and Cards	2,194,538	2,357,064	(162,525)	(6.9)	3,894,648	4,368,137	(473,489)	(10.8)	114,211	130,319	(16,108)	(12.4)
Presort Letters	3,570,791	3,336,440	234,351	7.0	8,233,880	8,431,526	(197,646)	(2.3)	471,863	481,585	(9,722)	(2.0)
Presort Cards	240,051	160,593	79,457	49.5	774,566	609,458	165,108	27.1	6,338	4,985	1,354	27.2
Total Presort Letters and Cards	3,810,841	3,497,033	313,808	9.0	9,008,446	9,040,985	(32,539)	(0.4)	478,201	486,570	(8,368)	(1.7)
Flats	2,276	2,870	(594)	(20.7)	1,282	1,830	(549)	(30.0)	409	601	(192)	(32.0)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	6,007,655	5,856,967	150,689	2.6	12,904,376	13,410,952	(506,576)	(3.8)	592,821	617,489	(24,668)	(4.0)
USPS Marketing Mail:												
High Density Letters	187,632	248,473	(60,841)	(24.5)	947,501	1,530,153	(582,652)	(38.1)	32,832	45,822	(12,990)	(28.3)
Saturation Letters	94,083	87,718	6,364	7.3	569,471	555,293	14,178	2.6	25,371	24,625	746	3.0
High Density Flats & Parcels	1,001	1,400	(400)	(28.5)	4,772	7,510	(2,738)	(36.5)	354	520	(166)	(32.0)
Saturation Flats & Parcels	12,122	10,959	1,163	10.6	68,505	62,474	6,032	9.7	2,658	1,974	684	34.7
Carrier Route	2,432	3,678	(1,246)	(33.9)	8,060	14,295	(6,235)	(43.6)	279	439	(160)	(36.5)
Letters	2,868,210	2,358,615	509,595	21.6	12,413,934	11,220,384	1,193,550	10.6	598,942	533,323	65,619	12.3
Flats	1,970	111	1,859	1678.5	3,232	199	3,034	1525.4	291	60	231	383.9
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic NSA 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	3,167,449	2,710,955	456,494	16.8	14,015,477	13,390,308	625,169	4.7	660,726	606,763	53,963	8.9
Periodicals Mail:												
In-County	125	114	11	9.7	1,169	1,205	(36)	(3.0)	50	53	(3)	(5.4)
Outside County	710	777	(67)	(8.7)	2,678	3,018	(339)	(11.2)	207	259	(51)	(19.8)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	835	891	(56)	(6.3)	3,847	4,223	(375)	(8.9)	258	312	(54)	(17.4)
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0

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(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2022 over FY 2021 Percent	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2022 over FY 2021 Percent	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2022 over FY 2021 Percent
Total Competitive Mail	3,246	6,482	(3,235)	(49.9)	1,178	2,842	(1,664)	(58.6)	43	102	(59)	(57.7)

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Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2022 over FY 2021 Percent	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2022 over FY 2021 Percent	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2022 over FY 2021 Percent
Total Competitive Revenue	3,246	6,482	(3,235)	(49.9)	1,178	2,842	(1,664)	(58.6)	43	102	(59)	(57.7)

**TABLE 2-B
FLAT MAIL
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Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2022 over FY 2021 Percent	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2022 over FY 2021 Percent	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2022 over FY 2021 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	434,405	420,103	14,301	3.4	307,179	330,255	(23,076)	(7.0)	62,441	64,222	(1,781)	(2.8)
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	434,405	420,103	14,301	3.4	307,179	330,255	(23,076)	(7.0)	62,441	64,222	(1,781)	(2.8)
USPS Marketing Mail:												
High Density Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density Flats & Parcels	121,926	202,408	(80,482)	(39.8)	533,993	1,150,869	(616,875)	(53.6)	95,866	136,946	(41,080)	(30.0)
Saturation Flats & Parcels	325,046	324,292	754	0.2	1,812,478	1,861,799	(49,321)	(2.6)	284,450	306,765	(22,315)	(7.3)
Carrier Route	455,619	522,976	(67,357)	(12.9)	1,517,837	2,066,261	(548,424)	(26.5)	337,259	354,356	(17,097)	(4.8)
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	379,826	370,313	9,513	2.6	803,157	908,637	(105,480)	(11.6)	206,506	213,798	(7,292)	(3.4)
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Every Door Direct Mail Retail	24,166	26,050	(1,884)	(7.2)	120,832	136,388	(15,556)	(11.4)	15,326	17,299	(1,973)	(11.4)
Domestic NSA 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	1,306,583	1,446,038	(139,455)	(9.6)	4,788,297	6,123,953	(1,335,656)	(21.8)	939,407	1,029,164	(89,757)	(8.7)
Periodicals Mail:												
In-County	12,478	12,239	239	2.0	106,561	112,430	(5,870)	(5.2)	25,023	26,622	(1,599)	(6.0)
Outside County	244,481	229,646	14,835	6.5	808,794	826,134	(17,340)	(2.1)	273,488	282,616	(9,128)	(3.2)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	256,959	241,885	15,075	6.2	915,354	938,564	(23,210)	(2.5)	298,511	309,237	(10,727)	(3.5)
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	39,192	37,133	2,059	5.5	48,292	49,379	(1,088)	(2.2)	86,377	90,843	(4,466)	(4.9)
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	4,888	4,969	(82)	(1.6)	1,493	1,694	(201)	(11.9)	1,036	1,242	(206)	(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	44,080	42,102	1,977	4.7	49,785	51,074	(1,289)	(2.5)	87,413	92,085	(4,672)	(5.1)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2022 (Oct. 1, 2021-Dec. 31, 2021) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2021
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2022 over FY 2021 Percent	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2022 over FY 2021 Percent	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2022 over FY 2021 Percent
Total Competitive Mail	236,877	241,994	(5,118)	(2.1)	36,811	42,186	(5,375)	(12.7)	15,678	18,341	(2,663)	(14.5)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2022 (Oct. 1, 2021-Dec. 31, 2021) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2021
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2022 over FY 2021 Percent	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2022 over FY 2021 Percent	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2022 over FY 2021 Percent
Total Competitive Revenue	236,877	241,994	(5,118)	(2.1)	36,811	42,186	(5,375)	(12.7)	15,678	18,341	(2,663)	(14.5)

**TABLE 2-C
PARCEL MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2022 (Oct. 1, 2021-Dec. 31, 2021) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2021
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	Percent	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	Percent	FY 2022	FY 2021	FY 2022 over FY 2021 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	2	0	2	0.0	1	0	1	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	2	0	2	0.0	1	0	1	0.0	0	0	0	0.0
USPS Marketing Mail:												
High Density Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density Flats & Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Saturation Flats & Parcels	13	56	(43)	(77.0)	36	185	(149)	(80.5)	7	10	(3)	(29.1)
Carrier Route	0	6	(6)	(97.9)	0	12	(12)	(98.2)	0	1	(1)	(97.6)
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	278	32	246	775.6	521	66	454	685.6	14	2	12	580.9
Parcels	16,161	15,561	600	3.9	9,454	11,640	(2,186)	(18.8)	4,070	4,276	(206)	(4.8)
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic NSA 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	16,452	15,655	797	5.1	10,011	11,904	(1,893)	(15.9)	4,091	4,289	(198)	(4.6)
Periodicals Mail:												
In-County	18	17	1	4.6	75	104	(29)	(27.9)	52	48	4	9.1
Outside County	576	664	(88)	(13.3)	582	686	(104)	(15.2)	1,085	1,376	(291)	(21.2)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	594	682	(87)	(12.8)	657	790	(133)	(16.8)	1,137	1,424	(287)	(20.1)
Package Services Mail:												
Alaska Bypass	9,626	8,911	715	8.0	342	349	(7)	(1.9)	23,044	23,458	(414)	(1.8)
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	74,604	68,973	5,632	8.2	62,732	61,981	751	1.2	118,387	112,260	6,126	5.5
Media and Library Mail	101,703	101,503	200	0.2	24,420	28,229	(3,809)	(13.5)	52,741	59,620	(6,879)	(11.5)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	185,933	179,386	6,547	3.6	87,494	90,559	(3,064)	(3.4)	194,172	195,338	(1,167)	(0.6)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2022 (Oct. 1, 2021-Dec. 31, 2021) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2021
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2022 over FY 2021 Percent	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2022 over FY 2021 Percent	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2022 over FY 2021 Percent
Total Competitive Mail	7,934,042	8,664,252	(730,211)	(8.4)	1,770,927	1,967,723	(196,795)	(10.0)	3,335,915	3,898,618	(562,703)	(14.4)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2022 (Oct. 1, 2021-Dec. 31, 2021) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2021
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2022 over FY 2021 Percent	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2022 over FY 2021 Percent	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2022 over FY 2021 Percent
Total Competitive Revenue	7,934,042	8,664,252	(730,211)	(8.4)	1,770,927	1,967,723	(196,795)	(10.0)	3,335,915	3,898,618	(562,703)	(14.4)

TABLE 3-A
STAMPED MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2022 (Oct. 1, 2021-Dec. 31, 2021) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2021
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2022 over FY 2021 Percent	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2022 over FY 2021 Percent	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2022 over FY 2021 Percent
First-Class Mail:												
Single-Piece Letters	1,405,715	1,502,588	(96,873)	(6.4)	2,462,191	2,699,352	(237,161)	(8.8)	65,920	74943.26198	(9,023)	(12.0)
Single-Piece Cards	26,660	36,615	(9,955)	(27.2)	63,243	99,383	(36,140)	(36.4)	395	621.1432463	(226)	(36.4)
Total Single-Piece Letters and Cards	1,432,375	1,539,203	(106,829)	(6.9)	2,525,434	2,798,735	(273,301)	(9.8)	66,316	75,564	(9,249)	(12.2)
Presort Letters	57,598	53,418	4,180	7.8	127,767	130,519	(2,751)	(2.1)	7,841	7,909	(68)	(0.9)
Presort Cards	961	722	239	33.1	3,072	2,678	394	14.7	19	15	5	33.9
Total Presort Letters and Cards	58,559	54,140	4,419	8.2	130,839	133,196	(2,358)	(1.8)	7,861	7,924	(63)	(0.8)
Flats	32,568	42,734	(10,166)	(23.8)	19,666	27,985	(8,319)	(29.7)	3,817	5,194	(1,377)	(26.5)
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	1,523,502	1,636,077	(112,576)	(6.9)	2,675,939	2,959,917	(283,978)	(9.6)	77,993	88,682	(10,689)	(12.1)
USPS Marketing Mail:												
High Density Letters	3,379	3,558	(179)	(5.0)	18,091	23,501	(5,409)	(23.0)	563	812	(249)	(30.6)
Saturation Letters	1,998	1,085	912	84.1	12,716	7,763	4,953	63.8	395	292	104	35.5
High Density Flats & Parcels	601	226	375	166.3	2,845	1,169	1,676	143.3	114	53	61	116.8
Saturation Flats & Parcels	1,018	271	747	275.6	5,440	1,541	3,899	253.1	153	67	86	129.2
Carrier Route	444	281	162	57.8	1,507	1,065	442	41.5	94	110	(16)	(14.2)
Letters	189,448	160,013	29,435	18.4	1,104,323	1,011,195	93,128	9.2	57,701	53,050	4,651	8.8
Flats	5,406	4,267	1,139	26.7	13,547	12,447	1,100	8.8	2,586	2,389	197	8.2
Parcels	15	24	(9)	(36.4)	7	15	(8)	(56.0)	1	3	(2)	(61.9)
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic NSA Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
USPS Marketing Mail Fees	13	0	13	27300.9	0	0	0	0.0	0	0	0	0.0
Total USPS Marketing Mail	202,322	169,726	32,596	19.2	1,158,476	1,058,696	99,780	9.4	61,607	56,774	4,833	8.5
Periodicals Mail:												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	539	343	196	57.1	111	108	3	2.5	325	120	204	169.5
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	539	343	196	57.1	111	108	3	2.5	325	120	204	169.5

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2022 (Oct. 1, 2021-Dec. 31, 2021) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2021
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2021 Percent	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2021 Percent	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2021 Percent
Total Competitive Mail	18,543	26,246	(7,703)	(29.3)	3,483	5,943	(2,460)	(41.4)	2,048	3,510	(1,462)	(41.7)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2022 (Oct. 1, 2021-Dec. 31, 2021) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2021
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2021 Percent	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2021 Percent	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2021 Percent
Total Competitive Revenue	18,543	26,246	(7,703)	(29.3)	3,483	5,943	(2,460)	(41.4)	2,048	3,510	(1,462)	(41.7)

**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2022 (Oct. 1, 2021-Dec. 31, 2021) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2021
(Data in Thousands)**

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2021 Percent	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2021 Percent	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2021 Percent
Total Market Dominant and Competitive												
Total All Mail	1,744,905	1,832,392	(87,487)	(4.8)	3,838,065	4,024,701	(186,636)	(4.6)	141,980	149,088	(7,108)	(4.8)
Total All Services	8,132	7,890	241	3.1	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	1,753,037	1,840,282	(87,245)	(4.7)	3,838,065	4,024,701	(186,636)	(4.6)	141,980	149,088	(7,108)	(4.8)
Total All Other Revenue												
Total All Revenue	1,753,037	1,840,282	(87,245)	(4.7)								

**TABLE 3-B
METERED MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2022 (Oct. 1, 2021-Dec. 31, 2021) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2021
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2022 over FY 2021 Percent	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2022 over FY 2021 Percent	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2022 over FY 2021 Percent
First-Class Mail:												
Single-Piece Letters	630,347	673,749	(43,402)	(6.4)	1,126,217	1,288,066	(161,849)	(12.6)	38,917	44,972	(6,055)	(13.5)
Single-Piece Cards	11,471	9,324	2,146	23.0	27,964	25,499	2,465	9.7	175	159	15	9.7
Total Single-Piece Letters and Cards	641,817	683,073	(41,256)	(6.0)	1,154,181	1,313,565	(159,384)	(12.1)	39,092	45,131	(6,039)	(13.4)
Presort Letters	639,218	656,510	(17,292)	(2.6)	1,466,628	1,652,540	(185,912)	(11.3)	88,181	99,055	(10,874)	(11.0)
Presort Cards	613	575	38	6.6	1,963	2,155	(192)	(8.9)	22	25	(3)	(12.9)
Total Presort Letters and Cards	639,831	657,085	(17,254)	(2.6)	1,468,591	1,654,695	(186,104)	(11.2)	88,203	99,080	(10,877)	(11.0)
Flats	215,522	207,365	8,157	3.9	145,278	155,409	(10,131)	(6.5)	26,715	28,632	(1,917)	(6.7)
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	1,497,170	1,547,523	(50,354)	(3.3)	2,768,050	3,123,669	(355,620)	(11.4)	154,009	172,843	(18,834)	(10.9)
USPS Marketing Mail:												
High Density Letters	381	369	12	3.2	1,889	2,062	(173)	(8.4)	75	83	(8)	(9.4)
Saturation Letters	30	29	1	3.5	212	185	27	14.5	9	7	2	23.7
High Density Flats & Parcels	14	11	3	24.4	63	59	4	6.6	6	6	0	0.2
Saturation Flats & Parcels	58	0	58	20553.2	245	3	242	8937.6	29	0	29	26,977.7
Carrier Route	10	39	(29)	(75.0)	32	176	(144)	(81.8)	2	13	(11)	(82.2)
Letters	53,099	45,826	7,273	15.9	291,753	269,240	22,513	8.4	16,018	15,358	660	4.3
Flats	2,579	1,627	952	58.5	7,140	4,736	2,403	50.7	1,009	809	200	24.8
Parcels	26	25	2	7.2	13	16	(4)	(21.9)	2	2	(1)	(27.5)
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic NSA 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	56,197	47,926	8,270	17.3	301,345	276,476	24,869	9.0	17,151	16,279	872	5.4
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	72,530	71,204	1,326	1.9	17,713	20,082	(2,369)	(11.8)	36,494	40,623	(4,129)	(10.2)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	72,530	71,204	1,326	1.9	17,713	20,082	(2,369)	(11.8)	36,494	40,623	(4,129)	(10.2)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2022 (Oct. 1, 2021-Dec. 31, 2021) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2021
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2021 Percent	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2021 Percent	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2021 Percent
Total Competitive Mail	3,173,275	3,508,067	(334,792)	(9.5)	512,700	611,622	(98,922)	(16.2)	633,765	742,572	(108,808)	(14.7)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2022 (Oct. 1, 2021-Dec. 31, 2021) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2021
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2022 over FY 2021 Percent	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2022 over FY 2021 Percent	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2022 over FY 2021 Percent
Total Competitive Revenue	3,173,275	3,508,067	(334,792)	(9.5)	512,700	611,622	(98,922)	(16.2)	633,765	742,572	(108,808)	(14.7)

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2022 (Oct. 1, 2021-Dec. 31, 2021) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2021
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2022	FY 2021	FY 2022 over FY 2021		FY 2022	FY 2021	FY 2022 over FY 2021		FY 2022	FY 2021	FY 2022 over FY 2021	
		Amount	Percent			Amount	Percent			Amount	Percent	
Total Market Dominant and Competitive												
Total All Mail	4,799,172	5,174,721	(375,549)	(7.3)	3,599,808	4,031,850	(432,042)	(10.7)	841,419	972,317	(130,898)	(13.5)
Total All Services	162,862	163,813	(951)	(0.6)	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	4,962,034	5,338,534	(376,500)	(7.1)	3,599,808	4,031,850	(432,042)	(10.7)	841,419	972,317	(130,898)	(13.5)
Total All Other Revenue												
Total All Revenue	4,962,034	5,338,534	(376,500)	(7.1)								

TABLE 3-D
PVI MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2022 (Oct. 1, 2021-Dec. 31, 2021) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2021
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2021 Percent	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2021 Percent	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2021 Percent
First-Class Mail:												
Single-Piece Letters	6,760	6,383	378	5.9	9,714	10,128	(414)	(4.1)	559	589	(30)	(5.2)
Single-Piece Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Single-Piece Letters and Cards	6,760	6,383	378	5.9	9,714	10,128	(414)	(4.1)	559	589	(30)	(5.2)
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	23,140	26,036	(2,896)	(11.1)	12,841	15,856	(3,015)	(19.0)	3,020	3,728	(709)	(19.0)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	29,900	32,419	(2,519)	(7.8)	22,555	25,984	(3,429)	(13.2)	3,579	4,318	(739)	(17.1)
USPS Marketing Mail:												
High Density Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density Flats & Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
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 NSA 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	18,758	20,270	(1,511)	(7.5)	4,287	5,421	(1,134)	(20.9)	10,161	12,183	(2,022)	(16.6)
Package Services Mail Fees	3	0	3	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	18,761	20,270	(1,508)	(7.4)	4,287	5,421	(1,134)	(20.9)	10,161	12,183	(2,022)	(16.6)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2022 (Oct. 1, 2021-Dec. 31, 2021) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2021
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2021 Percent	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2021 Percent	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2021 Percent
Total Competitive Mail	879,177	1,054,408	(175,231)	(16.6)	70,952	93,623	(22,671)	(24.2)	172,276	227,024	(54,748)	(24.1)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2022 (Oct. 1, 2021-Dec. 31, 2021) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2021
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2021 Percent	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2021 Percent	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2021 Percent
Total Competitive Revenue	879,181	1,054,412	(175,231)	(16.6)	70,952	93,623	(22,671)	(24.2)	172,276	227,024	(54,748)	(24.1)

TABLE 3-E
PERMIT IMPRINT MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2022 (Oct. 1, 2021-Dec. 31, 2021) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2021
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2022 over FY 2021 Percent	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2022 over FY 2021 Percent	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2022 over FY 2021 Percent
First-Class Mail:												
Single-Piece Letters	103,759	118,065	(14,306)	(12.1)	182,330	218,540	(36,210)	(16.6)	8,008	8739.128	(731)	(8.4)
Single-Piece Cards	7,934	8,299	(365)	(4.4)	19,913	23,537	(3,624)	(15.4)	145	170.378	(25)	(14.8)
Total Single-Piece Letters and Cards	111,692	126,363	(14,671)	(11.6)	202,243	242,077	(39,834)	(16.5)	8,153	8,910	(757)	(8.5)
Presort Letters	2,873,975	2,626,511	247,463	9.4	6,639,484	6,648,467	(8,983)	(0.1)	375,841	374,620	1,221	0.3
Presort Cards	238,477	159,297	79,180	49.7	769,532	604,626	164,906	27.3	6,297	4,945	1,352	27.3
Total Presort Letters and Cards	3,112,452	2,785,808	326,643	11.7	7,409,016	7,253,093	155,923	2.1	382,138	379,566	2,573	0.7
Flats	165,073	146,374	18,699	12.8	130,405	132,513	(2,108)	(1.6)	29,261	27,205	2,056	7.6
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	6,547	13,950	(7,403)	(53.1)	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	3,395,764	3,072,496	323,268	10.5	7,741,664	7,627,683	113,981	1.5	419,552	415,680	3,872	0.9
USPS Marketing Mail:												
High Density Letters	183,872	244,546	(60,674)	(24.8)	927,521	1,504,591	(577,069)	(38.4)	32,193	44,927	(12,734)	(28.3)
Saturation Letters	92,055	86,604	5,451	6.3	556,543	547,345	9,199	1.7	24,966	24,326	640	2.6
High Density Flats & Parcels	122,312	203,572	(81,260)	(39.9)	535,857	1,157,150	(621,293)	(53.7)	96,100	137,408	(41,308)	(30.1)
Saturation Flats & Parcels	336,105	335,036	1,069	0.3	1,875,335	1,922,915	(47,580)	(2.5)	286,933	308,682	(21,749)	(7.0)
Carrier Route	457,597	526,339	(68,742)	(13.1)	1,524,359	2,079,328	(554,970)	(26.7)	337,441	354,672	(17,231)	(4.9)
Letters	2,625,663	2,152,776	472,888	22.0	11,017,859	9,939,949	1,077,909	10.8	525,223	464,915	60,308	13.0
Flats	374,089	364,561	9,528	2.6	786,223	891,719	(105,496)	(11.8)	203,217	210,663	(7,446)	(3.5)
Parcels	16,120	15,513	607	3.9	9,435	11,609	(2,174)	(18.7)	4,068	4,271	(203)	(4.8)
Every Door Direct Mail Retail	24,166	26,050	(1,884)	(7.2)	120,832	136,388	(15,556)	(11.4)	15,326	17,299	(1,973)	(11.4)
Domestic NSA Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
USPS Marketing Mail Fees	(11,156)	1,108	(12,264)	(1107.1)	0	0	0	0.0	0	0	0	0.0
Total USPS Marketing Mail	4,220,823	3,956,104	264,719	6.7	17,353,964	18,190,994	(837,029)	(4.6)	1,525,467	1,567,163	(41,696)	(2.7)
Periodicals Mail:												
In-County	12,621	12,370	251	2.0	107,805	113,740	(5,935)	(5.2)	25,125	26,723	(1,597)	(6.0)
Outside County	245,768	231,088	14,680	6.4	812,054	829,837	(17,783)	(2.1)	274,780	284,251	(9,470)	(3.3)
Periodicals Mail Fees	(624)	0	(624)	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	257,764	243,457	14,307	5.9	919,858	943,576	(23,718)	(2.5)	299,906	310,973	(11,068)	(3.6)
Package Services Mail:												
Alaska Bypass	9,626	8,911	715	8.0	342	349	(7)	(1.9)	23,044	23,458	(414)	(1.8)
Bound Printed Matter Flats	39,192	37,133	2,059	5.5	48,292	49,379	(1,088)	(2.2)	86,377	90,843	(4,466)	(4.9)
Bound Printed Matter Parcels	74,604	68,973	5,632	8.2	62,732	61,981	751	1.2	118,387	112,260	6,126	5.5
Media and Library Mail	14,654	14,615	39	0.3	3,768	4,300	(532)	(12.4)	6,786	7,912	(1,126)	(14.2)
Package Services Mail Fees	505	70	435	622.9	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	138,581	129,702	8,880	6.8	115,133	116,009	(876)	(0.8)	234,594	234,474	120	0.1

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2022 (Oct. 1, 2021-Dec. 31, 2021) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2021
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2021 Percent	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2021 Percent	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2021 Percent
Total Competitive Mail	4,114,331	4,344,809	(230,478)	(5.3)	1,221,465	1,301,123	(79,659)	(6.1)	2,543,207	2,943,302	(400,096)	(13.6)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2022 (Oct. 1, 2021-Dec. 31, 2021) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2021
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2021 Percent	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2021 Percent	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2021 Percent
Total Competitive Revenue	4,114,331	4,344,809	(230,478)	(5.3)	1,221,465	1,301,123	(79,659)	(6.1)	2,543,207	2,943,302	(400,096)	(13.6)

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2022 (Oct. 1, 2021-Dec. 31, 2021) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2021
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2021 Percent	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2021 Percent	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2021 Percent
Total Market Dominant and Competitive												
Total All Mail	12,127,264	11,746,568	380,696	3.2	27,352,210	28,179,501	(827,291)	(2.9)	5,023,316	5,471,722	(448,406)	(8.2)
Total All Services	18,905	16,744	2,161	12.9	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	12,146,169	11,763,312	382,858	3.3	27,352,210	28,179,501	(827,291)	(2.9)	5,023,316	5,471,722	(448,406)	(8.2)
Total All Other Revenue												
Total All Revenue	12,146,169	11,763,312	382,858	3.3								

**TABLE 3-F
OTHER INDICIA MAIL*
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2022 (Oct. 1, 2021-Dec. 31, 2021) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2021
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2022 over FY 2021 Percent	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2022 over FY 2021 Percent	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2022 over FY 2021 Percent
First-Class Mail:												
Single-Piece Letters	1,751	1,991	(239)	(12.0)	2,735	3,494	(759)	(21.7)	89	123	(34)	(27.9)
Single-Piece Cards	142	50	92	181.9	342	139	204	147.0	2	1	1	147.0
Total Single-Piece Letters and Cards	1,894	2,041	(147)	(7.2)	3,077	3,632	(555)	(15.3)	91	124	(33)	(26.7)
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	380	463	(83)	(18.0)	271	322	(51)	(15.7)	37	63	(26)	(41.3)
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	225	0	225	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	2,499	2,504	(6)	(0.2)	3,348	3,954	(606)	(15.3)	128	188	(59)	(31.6)
USPS Marketing Mail:												
High Density Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density Flats & Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
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 NSA 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	109	41	68	166.9	34	12	23	195.7	12	24	(12)	(51.3)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	109	41	68	166.9	34	12	23	195.7	12	24	(12)	(51.3)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2022 (Oct. 1, 2021-Dec. 31, 2021) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2021
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2021 Percent	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2021 Percent	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2021 Percent
Total Competitive Mail	2,875	3,094	(219)	(7.1)	317	438	(122)	(27.7)	341	652	(312)	(47.7)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2022 (Oct. 1, 2021-Dec. 31, 2021) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2021
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2021 Percent	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2021 Percent	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2021 Percent
Total Competitive Revenue	2,875	3,094	(219)	(7.1)	317	438	(122)	(27.7)	341	652	(312)	(47.7)

**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2022 (Oct. 1, 2021-Dec. 31, 2021) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2021
(Data in Thousands)**

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2021 Percent	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2021 Percent	FY 2022	FY 2021	FY 2022 over FY 2021 Amount	FY 2021 Percent
Total Market Dominant and Competitive												
Total All Mail	5,483	5,639	(156)	(2.8)	84,659	92,825	(8,165)	(8.8)	25,788	30,124	(4,335)	(14.4)
Total All Services	881	0	881	0.0	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	6,364	5,639	725	12.9	84,659	92,825	(8,165)	(8.8)	25,788	30,124	(4,335)	(14.4)
Total All Other Revenue												
Total All Revenue	6,364	5,639	725	12.9								