

MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2023 (Jul. 1, 2023-Sep. 30, 2023) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2022
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent
First-Class Mail:												
Single-Piece Letters	1,575,856	1,627,746	(51,890)	(3.2)	2,417,766	2,739,575	(321,810)	(11.7)	69,347	81,482	(12,134)	(14.9)
Single-Piece Cards	41,713	46,387	(4,674)	(10.1)	80,103	102,589	(22,486)	(21.9)	520	662	(142)	(21.5)
Total Single-Piece Letters and Cards	1,617,569	1,674,133	(56,564)	(3.4)	2,497,869	2,842,164	(344,296)	(12.1)	69,867	82,144	(12,277)	(14.9)
Presort Letters	3,658,682	3,432,459	226,223	6.6	7,298,486	7,496,603	(198,118)	(2.6)	428,154	435,594	(7,440)	(1.7)
Presort Cards	203,816	223,359	(19,543)	(8.7)	563,743	666,973	(103,230)	(15.5)	4,611	5,455	(844)	(15.5)
Total Presort Letters and Cards	3,862,498	3,655,818	206,680	5.7	7,862,229	8,163,576	(301,347)	(3.7)	432,765	441,049	(8,284)	(1.9)
Flats	394,051	377,513	16,539	4.4	221,391	241,988	(20,597)	(8.5)	46,227	50,262	(4,035)	(8.0)
Domestic NSA Mail	-	-	-	-	-	-	-	-	-	-	-	-
Outbound Single-Piece First-Class Mail Intl	31,475	41,286	(9,811)	(23.8)	16,420	22,597	(6,177)	(27.3)	861	1,201	(341)	(28.4)
Inbound Intl Letter Post (Letters & Flats) & NSA Mail	11,558	11,509	49	0.4	14,868	16,268	(1,401)	(8.6)	1,517	1,582	(65)	(4.1)
First-Class Mail Fees	8,698	8,345	354	4.2	-	-	-	-	-	-	-	-
Total First-Class Mail	5,925,850	5,768,604	157,246	2.7	10,612,777	11,286,594	(673,817)	(6.0)	551,237	576,238	(25,002)	(4.3)
USPS Marketing Mail:												
High Density Letters	171,170	200,674	(29,503)	(14.7)	704,860	954,855	(249,995)	(26.2)	24,344	32,394	(8,050)	(24.9)
Saturation Letters	100,962	100,097	865	0.9	553,841	584,681	(30,840)	(5.3)	27,014	27,209	(195)	(0.7)
High Density Flats & Parcels	105,025	124,910	(19,886)	(15.9)	349,703	507,330	(157,627)	(31.1)	81,866	105,637	(23,771)	(22.5)
Saturation Flats & Parcels	315,660	342,691	(27,031)	(7.9)	1,678,326	1,865,250	(186,924)	(10.0)	208,810	249,907	(41,096)	(16.4)
Carrier Route	304,165	367,727	(63,562)	(17.3)	830,668	1,157,042	(326,375)	(28.2)	188,457	234,177	(45,719)	(19.5)
Letters	2,370,831	2,536,573	(165,742)	(6.5)	9,073,223	10,485,968	(1,412,744)	(13.5)	423,097	493,014	(69,917)	(14.2)
Flats	299,766	318,517	(18,750)	(5.9)	524,962	638,484	(113,521)	(17.8)	134,750	156,750	(22,000)	(14.0)
Parcels	14,284	11,975	2,309	19.3	5,078	6,307	(1,229)	(19.5)	2,270	2,715	(445)	(16.4)
Every Door Direct Mail Retail	26,541	23,517	3,024	12.9	134,571	125,758	8,813	7.0	17,069	15,951	1,118	7.0
Domestic NSA Mail	-	-	-	-	-	-	-	-	-	-	-	-
USPS Marketing Mail Fees	3,662	3,831	(169)	(4.4)	-	-	-	-	-	-	-	-
Total USPS Marketing Mail	3,712,065	4,030,510	(318,445)	(7.9)	13,855,233	16,325,675	(2,470,442)	(15.1)	1,107,677	1,317,753	(210,076)	(15.9)
Periodicals Mail:												
In-County	16,079	13,685	2,394	17.5	113,631	112,294	1,337	1.2	23,971	23,938	33	0.1
Outside County	208,517	215,516	(6,999)	(3.2)	574,574	655,000	(80,426)	(12.3)	180,152	212,247	(32,094)	(15.1)
Periodicals Mail Fees	48	39	9	23.1	-	-	-	-	-	-	-	-
Total Periodicals Mail	224,644	229,240	(4,596)	(2.0)	688,205	767,294	(79,089)	(10.3)	204,123	236,185	(32,061)	(13.6)
Package Services Mail:												
Alaska Bypass	10,211	10,046	164	1.6	313	333	(21)	(6.1)	21,104	22,479	(1,375)	(6.1)
Bound Printed Matter Flats	26,883	26,107	776	3.0	28,417	29,494	(1,076)	(3.6)	43,127	38,774	4,353	11.2
Bound Printed Matter Parcels	86,408	81,797	4,611	5.6	59,037	61,632	(2,595)	(4.2)	128,473	134,302	(5,828)	(4.3)
Media and Library Mail	105,273	102,813	2,460	2.4	21,075	22,620	(1,545)	(6.8)	44,779	49,771	(4,992)	(10.0)
Package Services Mail Fees	101	109	(8)	(7.5)	-	-	-	-	-	-	-	-
Total Package Services Mail	228,876	220,873	8,003	3.6	108,842	114,079	(5,237)	(4.6)	237,483	245,325	(7,842)	(3.2)

COMPETITIVE PRODUCTS
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(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent
Priority Mail Express:												
Total Priority Mail Express	171,207	175,372	(4,165)	(2.4)	5,852	6,213	(362)	(5.8)	5,608	6,131	(523)	(8.5)
First-Class Package Service:												
Total First-Class Package Service	137,378	1,832,023	(1,694,645)	(92.5)	31,774	457,665	(425,891)	(93.1)	12,885	175,137	(162,252)	(92.6)
Retail Ground Mail:												
Total Retail Ground	9,285	101,393	(92,107)	(90.8)	467	5,219	(4,752)	(91.0)	2,244	26,202	(23,958)	(91.4)
USPS Ground Advantage:												
Total USPS Ground Advantage	2,312,741	0	-	-	447,827	0	-	-	382,450	0	-	-
Priority Mail:												
Total Priority Mail	2,281,718	2,625,630	(343,912)	(13.1)	235,647	259,931	(24,284)	(9.3)	614,725	690,129	(75,404)	(10.9)
Parcel Select & Parcel Return Service Mail:												
Total Parcel Select & Parcel Return Service Mail	2,506,158	2,408,507	97,651	4.1	903,728	862,678	41,050	4.8	2,172,863	2,256,171	(83,308)	(3.7)

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	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent
International Mail:												
Outbound Priority Mail International	50,770	54,991	(4,221)	(7.7)	672	762	(90)	(11.8)	4,197	4,971	(774)	(15.6)
Outbound International Expedited Services	12,461	16,430	(3,969)	(24.2)	132	176	(43)	(24.7)	552	926	(374)	(40.4)
Other Outbound International Mail	105,267	108,576	(3,309)	(3.0)	13,526	13,826	(299)	(2.2)	10,121	11,179	(1,058)	(9.5)
Inbound International	129,078	127,659	1,418	1.1	19,588	20,799	(1,211)	(5.8)	34,842	35,702	(860)	(2.4)
International Mail Fees	0	0	(0)	(100.0)	-	-	-	-	-	-	-	-
Total International Mail	297,575	307,657	(10,082)	(3.3)	33,919	35,562	(1,643)	(4.6)	49,711	52,778	(3,066)	(5.8)
Total Competitive Mail	7,716,063	7,450,582	265,481	3.6	1,659,214	1,627,270	31,944	2.0	3,240,487	3,206,548	33,939	1.1

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
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FISCAL YEAR 2023 (Jul. 1, 2023-Sep. 30, 2023) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2022
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent
Total Market Dominant and Competitive												
Total All Mail	17,807,498	17,699,809	107,689	0.6	26,990,833	30,191,040	(3,200,207)	(10.6)	5,355,657	5,601,551	(245,894)	(4.4)
Total All Services	804,388	788,627	15,760	2.0	117,239	127,287	(10,048)	(7.9)				
Total All Mail and Services	18,611,885	18,488,436	123,449	0.7								
Total All Other Revenue	497,895	373,711	124,184	33.2								
Total All Revenue	19,109,781	18,862,147	247,633	1.3								

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.

MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2023 (Oct. 1, 2022-Sep. 30, 2023) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2022
(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 2023	FY 2022	FY 2023 over FY 2022 Amount	Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	Percent
First-Class Mail:												
Single-Piece Letters	7,095,086	7,171,478	(76,392)	(1.1)	11,394,947	12,458,356	(1,063,409)	(8.5)	337,938	371,543	(33,604)	(9.0)
Single-Piece Cards	179,068	175,461	3,607	2.1	368,629	414,102	(45,473)	(11.0)	2,385	2,670	(285)	(10.7)
Total Single-Piece Letters and Cards	7,274,154	7,346,939	(72,785)	(1.0)	11,763,576	12,872,458	(1,108,881)	(8.6)	340,324	374,213	(33,889)	(9.1)
Presort Letters	14,697,552	14,115,186	582,366	4.1	30,806,845	32,170,065	(1,363,220)	(4.2)	1,797,917	1,847,977	(50,060)	(2.7)
Presort Cards	855,482	891,602	(36,120)	(4.1)	2,437,327	2,822,236	(384,909)	(13.6)	19,937	23,088	(3,151)	(13.6)
Total Presort Letters and Cards	15,553,034	15,006,789	546,246	3.6	33,244,172	34,992,301	(1,748,129)	(5.0)	1,817,854	1,871,065	(53,211)	(2.8)
Flats	1,634,825	1,595,364	39,460	2.5	971,600	1,095,326	(123,726)	(11.3)	203,496	224,619	(21,123)	(9.4)
Domestic NSA Mail	-	-	-	-	-	-	-	-	-	-	-	-
Outbound Single-Piece First-Class Mail Intl	179,158	186,906	(7,747)	(4.1)	99,068	111,057	(11,989)	(10.8)	5,151	5,714	(563)	(9.9)
Inbound Intl Letter Post (Letters & Flats) & NSA Mail	52,609	58,025	(5,417)	(9.3)	73,595	78,140	(4,545)	(5.8)	6,819	7,382	(563)	(7.6)
First-Class Mail Fees	43,221	41,410	1,811	4.4	-	-	-	-	-	-	-	-
Total First-Class Mail	24,737,000	24,235,433	501,568	2.1	46,152,011	49,149,282	(2,997,271)	(6.1)	2,373,644	2,482,993	(109,349)	(4.4)
USPS Marketing Mail:												
High Density Letters	739,717	741,665	(1,949)	(0.3)	3,342,512	3,702,102	(359,590)	(9.7)	111,995	123,755	(11,759)	(9.5)
Saturation Letters	401,326	388,342	12,984	3.3	2,258,364	2,342,739	(84,375)	(3.6)	107,021	109,438	(2,417)	(2.2)
High Density Flats & Parcels	447,108	432,040	15,068	3.5	1,804,078	1,877,414	(73,336)	(3.9)	290,005	342,340	(52,335)	(15.3)
Saturation Flats & Parcels	1,331,230	1,356,138	(24,908)	(1.8)	7,082,307	7,563,157	(480,850)	(6.4)	931,065	1,064,507	(133,442)	(12.5)
Carrier Route	1,334,056	1,433,222	(99,166)	(6.9)	4,023,554	4,718,228	(694,674)	(14.7)	808,339	979,200	(170,861)	(17.4)
Letters	9,491,628	10,226,743	(735,115)	(7.2)	38,116,703	43,682,480	(5,565,777)	(12.7)	1,778,940	2,076,244	(297,304)	(14.3)
Flats	1,203,933	1,296,116	(92,183)	(7.1)	2,226,933	2,693,530	(466,597)	(17.3)	555,042	667,311	(112,269)	(16.8)
Parcels	58,705	52,466	6,239	11.9	25,398	29,415	(4,017)	(13.7)	11,586	12,709	(1,123)	(8.8)
Every Door Direct Mail Retail	105,787	100,796	4,991	5.0	555,570	512,153	43,417	8.5	70,468	64,961	5,507	8.5
Domestic NSA Mail	-	-	-	-	-	-	-	-	-	-	-	-
USPS Marketing Mail Fees	21,440	21,442	(2)	(0.0)	-	-	-	-	-	-	-	-
Total USPS Marketing Mail	15,134,930	16,048,970	(914,040)	(5.7)	59,435,419	67,121,219	(7,685,799)	(11.5)	4,664,462	5,440,466	(776,004)	(14.3)
Periodicals Mail:												
In-County	59,618	50,809	8,809	17.3	451,367	434,754	16,613	3.8	95,811	94,614	1,197	1.3
Outside County	858,287	903,694	(45,407)	(5.0)	2,541,304	2,965,610	(424,306)	(14.3)	787,315	960,619	(173,304)	(18.0)
Periodicals Mail Fees	159	150	9	5.7	-	-	-	-	-	-	-	-
Total Periodicals Mail	918,063	954,653	(36,590)	(3.8)	2,992,671	3,400,364	(407,693)	(12.0)	883,126	1,055,232	(172,106)	(16.3)
Package Services Mail:												
Alaska Bypass	39,064	38,539	525	1.4	1,253	1,340	(87)	(6.5)	84,422	90,337	(5,916)	(6.5)
Bound Printed Matter Flats	107,521	119,148	(11,627)	(9.8)	114,829	137,776	(22,947)	(16.7)	152,188	210,988	(58,800)	(27.9)
Bound Printed Matter Parcels	316,992	297,557	19,434	6.5	226,422	241,140	(14,718)	(6.1)	483,167	495,645	(12,478)	(2.5)
Media and Library Mail	428,975	402,765	26,211	6.5	92,173	95,091	(2,918)	(3.1)	188,281	200,457	(12,176)	(6.1)
Package Services Mail Fees	455	464	(9)	(2.0)	-	-	-	-	-	-	-	-
Total Package Services Mail	893,007	858,474	34,533	4.0	434,676	475,348	(40,671)	(8.6)	908,058	997,428	(89,371)	(9.0)

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	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent
Priority Mail Express:												
Total Priority Mail Express	713,455	766,920	(53,464)	(7.0)	24,014	27,256	(3,242)	(11.9)	24,026	27,918	(3,892)	(13.9)
First-Class Package Service:												
Total First-Class Package Service	5,848,235	7,810,974	(1,962,739)	(25.1)	1,366,693	1,961,870	(595,178)	(30.3)	534,277	749,768	(215,491)	(28.7)
Retail Ground Mail:												
Total Retail Ground	447,475	367,513	79,962	21.8	23,437	16,947	6,490	38.3	105,996	93,714	12,283	13.1
USPS Ground Advantage:												
Total USPS Ground Advantage	2,312,741	0	-	-	447,827	0	-	-	382,450	0	-	-
Priority Mail:												
Total Priority Mail	10,804,435	11,962,517	(1,158,082)	(9.7)	1,055,719	1,184,865	(129,145)	(10.9)	2,802,023	3,142,642	(340,618)	(10.8)
Parcel Select & Parcel Return Service Mail:												
Total Parcel Select & Parcel Return Service Mail	10,562,860	9,497,662	1,065,198	11.2	3,679,730	3,536,424	143,306	4.1	8,703,776	8,462,083	241,693	2.9

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International Mail:												
Outbound Priority Mail International	235,875	250,824	(14,949)	(6.0)	3,155	3,560	(405)	(11.4)	19,987	23,016	(3,029)	(13.2)
Outbound International Expedited Services	59,589	94,987	(35,398)	(37.3)	630	981	(351)	(35.8)	3,014	5,579	(2,565)	(46.0)
Other Outbound International Mail	468,394	490,927	(22,532)	(4.6)	59,835	68,480	(8,645)	(12.6)	45,591	50,250	(4,659)	(9.3)
Inbound International	537,715	587,821	(50,106)	(8.5)	85,648	92,559	(6,911)	(7.5)	145,172	155,153	(9,981)	(6.4)
International Mail Fees	0	2	(1)	(74.7)	-	-	-	-	-	-	-	-
Total International Mail	1,301,574	1,424,561	(122,987)	(8.6)	149,268	165,580	(16,312)	(9.9)	213,764	233,998	(20,234)	(8.6)
Total Competitive Mail	31,990,775	31,830,146	160,629	0.5	6,746,688	6,892,942	(146,254)	(2.1)	12,766,313	12,710,123	56,190	0.4

**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2023 (Oct. 1, 2022-Sep. 30, 2023) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2022
(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 2023	FY 2022	Amount	Percent	FY 2023	FY 2022	Amount	Percent	FY 2023	FY 2022	Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	73,673,776	73,927,675	(253,899)	(0.3)	116,146,468	127,444,016	(11,297,548)	(8.9)	21,666,488	22,774,434	(1,107,946)	(4.9)
Total All Services	3,261,771	3,100,640	161,131	5.2								
Total All Mail and Services	76,935,547	77,028,315	(92,769)	(0.1)								
Total All Other Revenue	2,388,404	1,782,878	605,526	34.0								
Total All Revenue	79,323,951	78,811,194	512,757	0.7								

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.

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

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.

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 4
FISCAL YEAR 2023 (Jul. 1, 2023-Sep. 30, 2023) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2022
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent
First-Class Mail:												
Single-Piece Letters	1,575,856	1,627,746	(51,890)	(3.2)	2,417,766	2,739,575	(321,810)	(11.7)	69,347	81,482	(12,134)	(14.9)
Single-Piece Cards	41,713	46,387	(4,674)	(10.1)	80,103	102,589	(22,486)	(21.9)	520	662	(142)	(21.5)
Total Single-Piece Letters and Cards	1,617,569	1,674,133	(56,564)	(3.4)	2,497,869	2,842,164	(344,296)	(12.1)	69,867	82,144	(12,277)	(14.9)
Presort Letters	3,664,234	3,438,053	226,180	6.6	7,298,486	7,496,603	(198,118)	(2.6)	428,154	435,594	(7,440)	(1.7)
Presort Cards	204,096	223,639	(19,543)	(8.7)	563,743	666,973	(103,230)	(15.5)	4,611	5,455	(844)	(15.5)
Total Presort Letters and Cards	3,868,330	3,661,693	206,637	5.6	7,862,229	8,163,576	(301,347)	(3.7)	432,765	441,049	(8,284)	(1.9)
Flats	2,577	2,628	(51)	(1.9)	1,212	1,467	(256)	(17.4)	380	468	(88)	(18.8)
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 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	5,488,476	5,338,454	150,022	2.8	10,361,309	11,007,208	(645,899)	(5.9)	503,012	523,661	(20,649)	(3.9)
USPS Marketing Mail:												
High Density Letters	171,714	201,400	(29,685)	(14.7)	704,860	954,855	(249,995)	(26.2)	24,344	32,394	(8,050)	(24.9)
Saturation Letters	101,292	100,415	877	0.9	553,841	584,681	(30,840)	(5.3)	27,014	27,209	(195)	(0.7)
High Density Flats & Parcels	973	1,412	(439)	(31.1)	3,854	6,178	(2,324)	(37.6)	312	430	(118)	(27.5)
Saturation Flats & Parcels	8,404	10,341	(1,936)	(18.7)	42,885	56,003	(13,118)	(23.4)	1,921	2,402	(482)	(20.0)
Carrier Route	2,055	3,763	(1,708)	(45.4)	4,607	10,614	(6,007)	(56.6)	143	335	(192)	(57.3)
Letters	2,377,709	2,544,233	(166,524)	(6.5)	9,073,223	10,485,968	(1,412,744)	(13.5)	423,097	493,014	(69,917)	(14.2)
Flats	1,192	1,353	(161)	(11.9)	1,644	2,219	(574)	(25.9)	133	189	(56)	(29.6)
Parcels	0	0	(0)	(100.0)	0	0	(0)	(100.0)	0	0	(0)	(100.0)
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	2,663,339	2,862,916	(199,577)	(7.0)	10,384,914	12,100,518	(1,715,603)	(14.2)	476,964	555,973	(79,009)	(14.2)
Periodicals Mail:												
In-County	158	135	23	17.1	1,438	1,191	247	20.7	67	58	9	16.2
Outside County	622	775	(153)	(19.7)	2,143	2,723	(581)	(21.3)	174	231	(57)	(24.6)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	780	910	(130)	(14.3)	3,580	3,914	(334)	(8.5)	242	289	(48)	(16.5)
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2023 (Jul. 1, 2023-Sep. 30, 2023) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2022
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent
Total Competitive Mail	178	1,182	(1,004)	(84.9)	28	166	(138)	(83.1)	3	16	(12)	(78.9)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2023 (Jul. 1, 2023-Sep. 30, 2023) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2022
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent
Total Competitive Revenue	178	1,182	(1,004)	(84.9)	28	166	(138)	(83.1)	3	16	(12)	(78.9)

**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2023 (Jul. 1, 2023-Sep. 30, 2023) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2022
(Data in Thousands)**

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent
Total Market Dominant and Competitive												
Total All Mail	8,152,773	8,203,462	(50,689)	(0.6)	20,800,539	23,163,402	(2,362,864)	(10.2)	980,981	1,080,689	(99,709)	(9.2)
Total All Services	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	8,152,773	8,203,462	(50,689)	(0.6)	20,800,539	23,163,402	(2,362,864)	(10.2)	980,981	1,080,689	(99,709)	(9.2)
Total All Other Revenue												
Total All Revenue	8,152,773	8,203,462	(50,689)	(0.6)								

TABLE 2-A
LETTER MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2023 (Oct. 1, 2022-Sep. 30, 2023) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2022
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2023	FY 2022	Amount	Percent	FY 2023	FY 2022	Amount	Percent	FY 2023	FY 2022	Amount	Percent
First-Class Mail:												
Single-Piece Letters	7,095,086	7,171,478	(76,392)	(1.1)	11,394,947	12,458,356	(1,063,409)	(8.5)	337,938	371,543	(33,604)	(9.0)
Single-Piece Cards	179,068	175,461	3,607	2.1	368,629	414,102	(45,473)	(11.0)	2,385	2,670	(285)	(10.7)
Total Single-Piece Letters and Cards	7,274,154	7,346,939	(72,785)	(1.0)	11,763,576	12,872,458	(1,108,881)	(8.6)	340,324	374,213	(33,889)	(9.1)
Presort Letters	14,720,238	14,138,760	581,478	4.1	30,806,845	32,170,065	(1,363,220)	(4.2)	1,797,917	1,847,977	(50,060)	(2.7)
Presort Cards	856,542	892,748	(36,206)	(4.1)	2,437,327	2,822,236	(384,909)	(13.6)	19,937	23,088	(3,151)	(13.6)
Total Presort Letters and Cards	15,576,779	15,031,508	545,272	3.6	33,244,172	34,992,301	(1,748,129)	(5.0)	1,817,854	1,871,065	(53,211)	(2.8)
Flats	10,721	10,233	488	4.8	5,233	5,587	(354)	(6.3)	1,637	1,822	(185)	(10.2)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA 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	22,861,654	22,388,679	472,975	2.1	45,012,981	47,870,345	(2,857,364)	(6.0)	2,159,815	2,247,100	(87,285)	(3.9)
USPS Marketing Mail:												
High Density Letters	742,202	744,463	(2,262)	(0.3)	3,342,512	3,702,102	(359,590)	(9.7)	111,995	123,755	(11,759)	(9.5)
Saturation Letters	402,665	389,658	13,007	3.3	2,258,364	2,342,739	(84,375)	(3.6)	107,021	109,438	(2,417)	(2.2)
High Density Flats & Parcels	5,240	4,955	285	5.7	22,442	23,993	(1,551)	(6.5)	1,700	1,813	(113)	(6.2)
Saturation Flats & Parcels	37,912	42,966	(5,055)	(11.8)	198,399	242,658	(44,259)	(18.2)	8,492	9,930	(1,438)	(14.5)
Carrier Route	9,721	11,445	(1,724)	(15.1)	25,236	36,046	(10,810)	(30.0)	848	1,158	(311)	(26.8)
Letters	9,519,118	10,258,193	(739,076)	(7.2)	38,116,703	43,682,479	(5,565,776)	(12.7)	1,778,940	2,076,244	(297,304)	(14.3)
Flats	5,904	6,146	(242)	(3.9)	8,808	10,284	(1,476)	(14.3)	786	884	(98)	(11.1)
Parcels	0	0	(0)	(100.0)	0	0	(0)	(100.0)	0	0	(0)	(100.0)
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	10,722,761	11,457,827	(735,066)	(6.4)	43,972,464	50,040,300	(6,067,837)	(12.1)	2,009,782	2,323,222	(313,440)	(13.5)
Periodicals Mail:												
In-County	601	538	63	11.7	5,568	5,132	436	8.5	287	252	35	13.7
Outside County	2,713	3,015	(302)	(10.0)	9,524	11,098	(1,574)	(14.2)	805	925	(120)	(13.0)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	3,314	3,553	(239)	(6.7)	15,092	16,230	(1,138)	(7.0)	1,091	1,177	(86)	(7.3)
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2023 (Oct. 1, 2022-Sep. 30, 2023) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2022
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2023	FY 2022	Amount	Percent	FY 2023	FY 2022	Amount	Percent	FY 2023	FY 2022	Amount	Percent
Total Competitive Mail	3,565	12,593	(9,028)	(71.7)	1,146	3,549	(2,403)	(67.7)	42	174	(132)	(76.0)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2023 (Oct. 1, 2022-Sep. 30, 2023) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2022
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent
Total Competitive Revenue	3,565	12,593	(9,028)	(71.7)	1,146	3,549	(2,403)	(67.7)	42	174	(132)	(76.0)

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2023 (Oct. 1, 2022-Sep. 30, 2023) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2022
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent
Total Market Dominant and Competitive												
Total All Mail	33,591,294	33,862,653	(271,359)	(0.8)	89,319,059	98,272,551	(8,953,491)	(9.1)	4,174,847	4,576,876	(402,029)	(8.8)
Total All Services	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	33,591,294	33,862,653	(271,359)	(0.8)	89,319,059	98,272,551	(8,953,491)	(9.1)	4,174,847	4,576,876	(402,029)	(8.8)
Total All Other Revenue												
Total All Revenue	33,591,294	33,862,653	(271,359)	(0.8)								

**TABLE 2-B
FLAT MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2023 (Jul. 1, 2023-Sep. 30, 2023) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2022
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 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	391,552	374,953	16,599	4.4	220,179	240,520	(20,340)	(8.5)	45,847	49,793	(3,947)	(7.9)
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	391,552	374,953	16,599	4.4	220,179	240,520	(20,340)	(8.5)	45,847	49,793	(3,947)	(7.9)
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	104,335	123,886	(19,551)	(15.8)	345,849	501,152	(155,303)	(31.0)	81,554	105,207	(23,653)	(22.5)
Saturation Flats & Parcels	307,256	332,350	(25,094)	(7.6)	1,635,442	1,809,247	(173,806)	(9.6)	206,889	247,504	(40,615)	(16.4)
Carrier Route	302,792	364,882	(62,090)	(17.0)	826,060	1,146,428	(320,368)	(27.9)	188,314	233,842	(45,528)	(19.5)
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	298,888	317,511	(18,623)	(5.9)	523,278	636,201	(112,923)	(17.7)	134,616	156,559	(21,943)	(14.0)
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Every Door Direct Mail Retail	26,541	23,517	3,024	12.9	134,571	125,758	8,813	7.0	17,069	15,951	1,118	7.0
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	1,039,812	1,162,146	(122,334)	(10.5)	3,465,199	4,218,786	(753,587)	(17.9)	628,442	759,063	(130,621)	(17.2)
Periodicals Mail:												
In-County	15,924	13,550	2,374	17.5	112,180	111,057	1,123	1.0	23,894	23,863	30	0.1
Outside County	207,759	214,672	(6,913)	(3.2)	572,003	651,788	(79,785)	(12.2)	179,151	211,068	(31,917)	(15.1)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	223,683	228,222	(4,538)	(2.0)	684,183	762,844	(78,662)	(10.3)	203,045	234,931	(31,887)	(13.6)
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	26,898	26,125	773	3.0	28,417	29,494	(1,076)	(3.6)	43,127	38,774	4,353	11.2
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	4,728	3,848	881	22.9	1,157	1,051	106	10.1	847	663	184	27.7
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	31,626	29,973	1,653	5.5	29,575	30,545	(970)	(3.2)	43,974	39,437	4,537	11.5

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2023 (Jul. 1, 2023-Sep. 30, 2023) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2022
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2023	FY 2022	Amount	Percent	FY 2023	FY 2022	Amount	Percent	FY 2023	FY 2022	Amount	Percent
Total Competitive Mail	237,036	215,131	21,905	10.2	37,044	31,322	5,722	18.3	15,076	13,119	1,956	14.9

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2023 (Jul. 1, 2023-Sep. 30, 2023) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2022
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent
Total Competitive Revenue	237,036	215,131	21,905	10.2	37,044	31,322	5,722	18.3	15,076	13,119	1,956	14.9

**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2023 (Jul. 1, 2023-Sep. 30, 2023) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2022
(Data in Thousands)**

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent
Total Market Dominant and Competitive												
Total All Mail	1,923,709	2,010,424	(86,715)	(4.3)	4,448,711	5,295,256	(846,546)	(16.0)	938,149	1,098,083	(159,934)	(14.6)
Total All Services	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	1,923,709	2,010,424	(86,715)	(4.3)	4,448,711	5,295,256	(846,546)	(16.0)	938,149	1,098,083	(159,934)	(14.6)
Total All Other Revenue												
Total All Revenue	1,923,709	2,010,424	(86,715)	(4.3)								

**TABLE 2-B
FLAT MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2023 (Oct. 1, 2022-Sep. 30, 2023) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2022
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 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	1,624,255	1,585,447	38,807	2.4	966,331	1,089,737	(123,405)	(11.3)	201,856	222,797	(20,941)	(9.4)
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 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	1,624,255	1,585,447	38,807	2.4	966,331	1,089,737	(123,405)	(11.3)	201,856	222,797	(20,941)	(9.4)
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	443,256	428,477	14,779	3.4	1,781,636	1,853,421	(71,785)	(3.9)	288,305	340,527	(52,223)	(15.3)
Saturation Flats & Parcels	1,293,319	1,313,117	(19,798)	(1.5)	6,883,908	7,320,345	(436,437)	(6.0)	922,573	1,054,547	(131,974)	(12.5)
Carrier Route	1,327,512	1,425,599	(98,087)	(6.9)	3,998,315	4,682,176	(683,862)	(14.6)	807,490	978,041	(170,550)	(17.4)
Letters	0	0	(0)	(100.0)	0	0	(0)	(100.0)	0	0	(0)	(100.0)
Flats	1,199,287	1,291,071	(91,784)	(7.1)	2,217,975	2,682,289	(464,314)	(17.3)	554,251	666,404	(112,153)	(16.8)
Parcels	0	0	(0)	(100.0)	0	0	(0)	(100.0)	0	0	(0)	(100.0)
Every Door Direct Mail Retail	105,787	100,796	4,991	5.0	555,570	512,153	43,417	8.5	70,468	64,961	5,507	8.5
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	4,369,160	4,559,059	(189,899)	(4.2)	15,437,404	17,050,385	(1,612,981)	(9.5)	2,643,087	3,104,480	(461,393)	(14.9)
Periodicals Mail:												
In-County	59,011	50,255	8,756	17.4	445,652	429,367	16,285	3.8	95,433	94,231	1,202	1.3
Outside County	855,102	900,759	(45,657)	(5.1)	2,529,830	2,952,419	(422,589)	(14.3)	782,930	955,740	(172,811)	(18.1)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	914,113	951,014	(36,901)	(3.9)	2,975,482	3,381,786	(406,304)	(12.0)	878,362	1,049,971	(171,609)	(16.3)
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	107,586	119,236	(11,650)	(9.8)	114,829	137,776	(22,947)	(16.7)	152,188	210,988	(58,800)	(27.9)
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	18,756	17,917	839	4.7	4,851	5,278	(426)	(8.1)	3,646	3,726	(80)	(2.2)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	126,342	137,153	(10,811)	(7.9)	119,680	143,054	(23,374)	(16.3)	155,834	214,714	(58,881)	(27.4)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2023 (Oct. 1, 2022-Sep. 30, 2023) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2022
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2023	FY 2022	Amount	Percent	FY 2023	FY 2022	Amount	Percent	FY 2023	FY 2022	Amount	Percent
Total Competitive Mail	865,865	926,863	(60,998)	(6.6)	123,223	137,155	(13,932)	(10.2)	54,235	60,869	(6,634)	(10.9)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2023 (Oct. 1, 2022-Sep. 30, 2023) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2022
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent
Total Competitive Revenue	865,865	926,863	(60,998)	(6.6)	123,223	137,155	(13,932)	(10.2)	54,235	60,869	(6,634)	(10.9)

**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2023 (Oct. 1, 2022-Sep. 30, 2023) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2022
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2023	FY 2022	Amount	Percent	FY 2023	FY 2022	Amount	Percent	FY 2023	FY 2022	Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	7,899,735	8,159,537	(259,802)	(3.2)	19,667,681	21,839,094	(2,171,413)	(9.9)	3,939,424	4,658,946	(719,521)	(15.4)
Total All Services	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	7,899,735	8,159,537	(259,802)	(3.2)	19,667,681	21,839,094	(2,171,413)	(9.9)	3,939,424	4,658,946	(719,521)	(15.4)
Total All Other Revenue												
Total All Revenue	7,899,735	8,159,537	(259,802)	(3.2)								

**TABLE 2-C
PARCEL MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2023 (Jul. 1, 2023-Sep. 30, 2023) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2022
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2022 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	6	(5)	(89.1)	0	1	(1)	(85.1)	0	0	(0)	(98.6)
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 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	1	6	(5)	(89.1)	0	1	(1)	(85.1)	0	0	(0)	(98.6)
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	1	0	1	0.0	1	0	1	0.0
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	24	33	(9)	(27.4)	40	64	(24)	(37.1)	1	2	(1)	(58.9)
Parcels	14,284	11,975	2,309	19.3	5,078	6,307	(1,229)	(19.5)	2,270	2,715	(445)	(16.4)
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	14,308	12,008	2,301	19.2	5,119	6,371	(1,252)	(19.7)	2,271	2,717	(445)	(16.4)
Periodicals Mail:												
In-County	4	7	(3)	(44.8)	14	46	(33)	(70.8)	10	17	(7)	(41.6)
Outside County	555	554	1	0.2	429	489	(61)	(12.4)	827	947	(120)	(12.7)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	559	561	(2)	(0.4)	442	536	(94)	(17.5)	836	964	(127)	(13.2)
Package Services Mail:												
Alaska Bypass	10,211	9,952	259	2.6	313	333	(21)	(6.1)	21,104	22,479	(1,375)	(6.1)
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	86,408	81,787	4,621	5.6	59,037	61,632	(2,595)	(4.2)	128,473	134,302	(5,828)	(4.3)
Media and Library Mail	100,533	98,213	2,320	2.4	19,918	21,568	(1,651)	(7.7)	43,932	49,108	(5,176)	(10.5)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	197,152	189,952	7,199	3.8	79,268	83,534	(4,266)	(5.1)	193,509	205,888	(12,379)	(6.0)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2023 (Jul. 1, 2023-Sep. 30, 2023) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2022
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2023	FY 2022	Amount	Percent	FY 2023	FY 2022	Amount	Percent	FY 2023	FY 2022	Amount	Percent
Total Competitive Mail	6,956,728	6,683,483	273,245	4.1	1,582,371	1,554,006	28,366	1.8	3,170,088	3,134,504	35,584	1.1

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2023 (Jul. 1, 2023-Sep. 30, 2023) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2022
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent
Total Competitive Revenue	6,956,728	6,683,483	273,245	4.1	1,582,371	1,554,006	28,366	1.8	3,170,088	3,134,504	35,584	1.1

**TABLE 2-C
PARCEL MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2023 (Oct. 1, 2022-Sep. 30, 2023) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2022
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2023	FY 2022	Amount	Percent	FY 2023	FY 2022	Amount	Percent	FY 2023	FY 2022	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	153	12	141	1,218.0	36	3	33	1,290.3	4	1	3	538.4
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 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	153	12	141	1,218.0	36	3	33	1,290.3	4	1	3	538.4
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	55	(55)	(100.0)	0	154	(154)	(100.0)	0	30	(30)	(100.0)
Carrier Route Letters	2	3	(1)	(36.9)	4	7	(3)	(44.2)	1	1	(0)	(20.2)
Flats	81	510	(429)	(84.2)	150	957	(808)	(84.4)	6	23	(18)	(75.6)
Parcels	58,705	52,466	6,239	11.9	25,398	29,415	(4,017)	(13.7)	11,586	12,709	(1,123)	(8.8)
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	58,788	53,034	5,754	10.8	25,552	30,533	(4,981)	(16.3)	11,593	12,764	(1,171)	(9.2)
Periodicals Mail:												
In-County	36	50	(14)	(27.8)	147	255	(108)	(42.2)	91	130	(39)	(29.9)
Outside County	2,336	2,131	205	9.6	1,949	2,092	(143)	(6.8)	3,581	3,953	(373)	(9.4)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	2,372	2,181	191	8.8	2,097	2,347	(251)	(10.7)	3,672	4,084	(412)	(10.1)
Package Services Mail:												
Alaska Bypass	39,064	38,297	766	2.0	1,253	1,340	(87)	(6.5)	84,422	90,337	(5,916)	(6.5)
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	316,989	297,514	19,475	6.5	226,422	241,140	(14,718)	(6.1)	483,167	495,645	(12,478)	(2.5)
Media and Library Mail	409,014	381,765	27,249	7.1	87,322	89,813	(2,492)	(2.8)	184,635	196,732	(12,096)	(6.1)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	765,067	717,577	47,490	6.6	314,996	332,293	(17,297)	(5.2)	752,224	782,714	(30,490)	(3.9)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2023 (Oct. 1, 2022-Sep. 30, 2023) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2022
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2023	FY 2022	Amount	Percent	FY 2023	FY 2022	Amount	Percent	FY 2023	FY 2022	Amount	Percent
Total Competitive Mail	28,848,725	28,536,860	311,865	1.1	6,449,047	6,559,402	(110,356)	(1.7)	12,474,251	12,387,164	87,086	0.7

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2023 (Oct. 1, 2022-Sep. 30, 2023) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2022
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent
Total Competitive Revenue	28,848,725	28,536,860	311,865	1.1	6,449,047	6,559,402	(110,356)	(1.7)	12,474,251	12,387,164	87,086	0.7

**TABLE 3-A
STAMPED MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2023 (Jul. 1, 2023-Sep. 30, 2023) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2022
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2023	FY 2022	Amount	Percent	FY 2023	FY 2022	Amount	Percent	FY 2023	FY 2022	Amount	Percent
First-Class Mail:												
Single-Piece Letters	842,104	877,287	(35,183)	(4.0)	1,332,369	1,488,615	(156,245)	(10.5)	30,954	36,366	(5,412)	(14.9)
Single-Piece Cards	20,586	25,533	(4,947)	(19.4)	39,167	55,312	(16,145)	(29.2)	245	346	(101)	(29.2)
Total Single-Piece Letters and Cards	862,690	902,819	(40,129)	(4.4)	1,371,537	1,543,927	(172,390)	(11.2)	31,198	36,712	(5,513)	(15.0)
Presort Letters	35,644	41,022	(5,378)	(13.1)	68,284	85,906	(17,622)	(20.5)	4,342	5,753	(1,411)	(24.5)
Presort Cards	981	784	198	25.2	2,653	2,272	381	16.8	19	14	5	33.3
Total Presort Letters and Cards	36,625	41,805	(5,180)	(12.4)	70,937	88,178	(17,241)	(19.6)	4,361	5,767	(1,406)	(24.4)
Flats	22,821	27,526	(4,705)	(17.1)	12,193	16,029	(3,836)	(23.9)	2,210	2,913	(703)	(24.1)
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 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	922,136	972,151	(50,015)	(5.1)	1,454,667	1,648,134	(193,467)	(11.7)	37,769	45,391	(7,622)	(16.8)
USPS Marketing Mail:												
High Density Letters	3,504	3,058	446	14.6	13,861	14,545	(684)	(4.7)	475	439	36	8.2
Saturation Letters	2,950	1,483	1,467	98.9	15,572	8,486	7,086	83.5	458	218	240	110.3
High Density Flats & Parcels	514	1,039	(525)	(50.5)	2,034	4,608	(2,574)	(55.9)	42	181	(139)	(76.7)
Saturation Flats & Parcels	677	1,389	(712)	(51.2)	3,291	7,041	(3,751)	(53.3)	73	209	(136)	(65.1)
Carrier Route	534	823	(289)	(35.1)	1,739	3,047	(1,307)	(42.9)	290	306	(16)	(5.2)
Letters	160,998	154,271	6,727	4.4	786,251	826,439	(40,189)	(4.9)	40,077	42,784	(2,707)	(6.3)
Flats	6,705	6,339	366	5.8	14,170	15,740	(1,570)	(10.0)	2,837	3,370	(532)	(15.8)
Parcels	28	11	17	155.3	8	4	4	87.8	1	1	0	26.4
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	3	42	(39)	(91.8)	0	0	0	0.0	0	0	0	0.0
Total USPS Marketing Mail	175,913	168,456	7,457	4.4	836,927	879,911	(42,984)	(4.9)	44,254	47,508	(3,254)	(6.8)
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	362	(136)	(37.4)	58	72	(15)	(20.5)	49	186	(136)	(73.5)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	227	362	(136)	(37.4)	58	72	(15)	(20.5)	49	186	(136)	(73.5)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2023 (Jul. 1, 2023-Sep. 30, 2023) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2022
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2023	FY 2022	Amount	Percent	FY 2023	FY 2022	Amount	Percent	FY 2023	FY 2022	Amount	Percent
Total Competitive Mail	15,625	15,395	230	1.5	2,337	2,776	(439)	(15.8)	1,793	1,646	147	8.9

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2023 (Jul. 1, 2023-Sep. 30, 2023) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2022
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent
Total Competitive Revenue	15,625	15,395	230	1.5	2,337	2,776	(439)	(15.8)	1,793	1,646	147	8.9

**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2023 (Jul. 1, 2023-Sep. 30, 2023) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2022
(Data in Thousands)**

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent
Total Market Dominant and Competitive												
Total All Mail	1,113,901	1,156,364	(42,463)	(3.7)	2,293,988	2,530,902	(236,914)	(9.4)	83,865	94,731	(10,866)	(11.5)
Total All Services	5,897	7,393	(1,496)	(20.2)	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	1,119,798	1,163,758	(43,960)	(3.8)	2,293,988	2,530,902	(236,914)	(9.4)	83,865	94,731	(10,866)	(11.5)
Total All Other Revenue												
Total All Revenue	1,119,798	1,163,758	(43,960)	(3.8)								

**TABLE 3-A
STAMPED MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2023 (Oct. 1, 2022-Sep. 30, 2023) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2022
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2023	FY 2022	Amount	Percent	FY 2023	FY 2022	Amount	Percent	FY 2023	FY 2022	Amount	Percent
First-Class Mail:												
Single-Piece Letters	4,007,005	4,201,288	(194,282)	(4.6)	6,542,976	7,257,236	(714,259)	(9.8)	163,630	185,608	(21,979)	(11.8)
Single-Piece Cards	97,951	95,818	2,133	2.2	200,015	221,815	(21,799)	(9.8)	1,250	1,386	(136)	(9.8)
Total Single-Piece Letters and Cards	4,104,956	4,297,106	(192,150)	(4.5)	6,742,992	7,479,050	(736,059)	(9.8)	164,880	186,995	(22,115)	(11.8)
Presort Letters	162,423	188,778	(26,355)	(14.0)	327,947	413,342	(85,395)	(20.7)	21,587	26,701	(5,114)	(19.2)
Presort Cards	4,900	3,351	1,550	46.2	13,575	10,471	3,104	29.6	95	66	29	44.0
Total Presort Letters and Cards	167,323	192,128	(24,805)	(12.9)	341,522	423,813	(82,290)	(19.4)	21,682	26,767	(5,085)	(19.0)
Flats	109,239	118,224	(8,985)	(7.6)	59,752	69,802	(10,050)	(14.4)	11,365	13,250	(1,885)	(14.2)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA 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	4,381,518	4,607,458	(225,941)	(4.9)	7,144,266	7,972,665	(828,399)	(10.4)	197,927	227,011	(29,085)	(12.8)
USPS Marketing Mail:												
High Density Letters	14,722	13,415	1,307	9.7	63,334	67,085	(3,751)	(5.6)	2,043	2,080	(37)	(1.8)
Saturation Letters	8,842	7,230	1,612	22.3	49,330	43,670	5,659	13.0	1,462	1,333	129	9.7
High Density Flats & Parcels	3,292	3,535	(243)	(6.9)	13,416	16,224	(2,808)	(17.3)	324	549	(225)	(40.9)
Saturation Flats & Parcels	4,346	4,381	(35)	(0.8)	21,465	23,071	(1,606)	(7.0)	504	642	(139)	(21.6)
Carrier Route	1,821	2,459	(638)	(25.9)	5,881	8,806	(2,925)	(33.2)	706	871	(165)	(18.9)
Letters	628,176	655,277	(27,101)	(4.1)	3,267,704	3,625,082	(357,378)	(9.9)	167,187	188,262	(21,075)	(11.2)
Flats	20,533	20,844	(311)	(1.5)	45,869	53,005	(7,136)	(13.5)	9,109	10,756	(1,646)	(15.3)
Parcels	124	64	60	94.2	40	29	11	38.2	6	4	2	43.6
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	76	81	(5)	(6.5)	0	0	0	0.0	0	0	0	0.0
Total USPS Marketing Mail	681,933	707,286	(25,353)	(3.6)	3,467,038	3,836,972	(369,934)	(9.6)	181,342	204,497	(23,155)	(11.3)
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	1,128	1,951	(823)	(42.2)	270	441	(172)	(38.9)	371	982	(610)	(62.2)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	1,128	1,951	(823)	(42.2)	270	441	(172)	(38.9)	371	982	(610)	(62.2)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2023 (Oct. 1, 2022-Sep. 30, 2023) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2022
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2023	FY 2022	Amount	Percent	FY 2023	FY 2022	Amount	Percent	FY 2023	FY 2022	Amount	Percent
Total Competitive Mail	63,114	63,660	(547)	(0.9)	10,643	12,129	(1,486)	(12.2)	6,886	7,304	(418)	(5.7)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2023 (Oct. 1, 2022-Sep. 30, 2023) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2022
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent
Total Competitive Revenue	159,377	160,698	(1,320)	(0.8)	27,692	31,325	(3,633)	(11.6)	17,503	18,373	(870)	(4.7)

**TABLE 3-B
METERED/ONLINE POSTAGE MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2023 (Jul. 1, 2023-Sep. 30, 2023) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2022
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2022 Percent
First-Class Mail:												
Single-Piece Letters	625,997	637,831	(11,834)	(1.9)	923,150	1,064,579	(141,430)	(13.3)	31,531	36,633	(5,102)	(13.9)
Single-Piece Cards	11,735	12,119	(384)	(3.2)	22,384	27,153	(4,769)	(17.6)	140	170	(30)	(17.6)
Total Single-Piece Letters and Cards	637,732	649,950	(12,218)	(1.9)	945,533	1,091,733	(146,199)	(13.4)	31,671	36,803	(5,132)	(13.9)
Presort Letters	627,488	619,606	7,882	1.3	1,236,807	1,339,184	(102,377)	(7.6)	75,403	80,827	(5,424)	(6.7)
Presort Cards	646	637	9	1.4	1,743	1,901	(158)	(8.3)	17	20	(3)	(14.4)
Total Presort Letters and Cards	628,134	620,243	7,891	1.3	1,238,550	1,341,085	(102,535)	(7.6)	75,420	80,847	(5,427)	(6.7)
Flats	194,560	197,664	(3,105)	(1.6)	111,427	124,945	(13,518)	(10.8)	19,963	22,879	(2,917)	(12.7)
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 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	1,460,426	1,467,858	(7,432)	(0.5)	2,295,510	2,557,762	(262,252)	(10.3)	127,054	140,529	(13,475)	(9.6)
USPS Marketing Mail:												
High Density Letters	327	433	(105)	(24.3)	1,262	1,911	(649)	(34.0)	51	71	(21)	(28.9)
Saturation Letters	5	4	1	38.0	28	22	6	29.6	1	1	0	15.0
High Density Flats & Parcels	4	17	(13)	(78.2)	13	69	(57)	(81.8)	0	3	(2)	(85.5)
Saturation Flats & Parcels	4	27	(23)	(84.8)	29	140	(111)	(79.3)	1	7	(7)	(89.8)
Carrier Route	13	14	(1)	(9.4)	35	43	(9)	(19.8)	1	2	(0)	(15.1)
Letters	37,472	48,080	(10,608)	(22.1)	183,697	248,809	(65,112)	(26.2)	9,730	13,747	(4,017)	(29.2)
Flats	1,488	2,500	(1,012)	(40.5)	2,513	6,892	(4,379)	(63.5)	448	1,043	(595)	(57.0)
Parcels	9	14	(5)	(36.1)	3	5	(3)	(48.2)	0	0	(0)	(24.8)
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	1	6	(5)	(88.9)	0	0	0	0.0	0	0	0	0.0
Total USPS Marketing Mail	39,323	51,094	(11,772)	(23.0)	187,579	257,892	(70,312)	(27.3)	10,233	14,875	(4,642)	(31.2)
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	71,858	69,243	2,615	3.8	14,586	15,497	(911)	(5.9)	29,674	33,285	(3,612)	(10.9)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	71,858	69,243	2,615	3.8	14,586	15,497	(911)	(5.9)	29,674	33,285	(3,612)	(10.9)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2023 (Jul. 1, 2023-Sep. 30, 2023) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2022
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2023	FY 2022	Amount	Percent	FY 2023	FY 2022	Amount	Percent	FY 2023	FY 2022	Amount	Percent
Total Competitive Mail	2,484,240	2,488,395	(4,155)	(0.2)	391,116	405,006	(13,890)	(3.4)	524,391	510,070	14,321	2.8

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2023 (Jul. 1, 2023-Sep. 30, 2023) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2022
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent
Total Competitive Revenue	2,484,240	2,488,395	(4,155)	(0.2)	391,116	405,006	(13,890)	(3.4)	524,391	510,070	14,321	2.8

TABLE 3-B
METERED/ONLINE POSTAGE MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2023 (Oct. 1, 2022-Sep. 30, 2023) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2022
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2023	FY 2022	Amount	Percent	FY 2023	FY 2022	Amount	Percent	FY 2023	FY 2022	Amount	Percent
First-Class Mail:												
Single-Piece Letters	2,627,129	2,510,818	116,310	4.6	4,126,596	4,411,888	(285,292)	(6.5)	140,512	150,928	(10,416)	(6.9)
Single-Piece Cards	44,484	47,186	(2,703)	(5.7)	90,792	112,630	(21,838)	(19.4)	567	704	(136)	(19.4)
Total Single-Piece Letters and Cards	2,671,612	2,558,005	113,608	4.4	4,217,388	4,524,517	(307,130)	(6.8)	141,079	151,632	(10,552)	(7.0)
Presort Letters	2,496,438	2,507,276	(10,838)	(0.4)	5,172,402	5,666,548	(494,146)	(8.7)	313,356	340,866	(27,510)	(8.1)
Presort Cards	2,308	2,606	(298)	(11.4)	6,449	8,218	(1,768)	(21.5)	67	86	(18)	(21.6)
Total Presort Letters and Cards	2,498,747	2,509,882	(11,136)	(0.4)	5,178,851	5,674,766	(495,914)	(8.7)	313,423	340,951	(27,528)	(8.1)
Flats	829,141	807,855	21,286	2.6	495,189	539,329	(44,140)	(8.2)	90,466	98,739	(8,272)	(8.4)
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 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	5,999,500	5,875,742	123,759	2.1	9,891,428	10,738,612	(847,184)	(7.9)	544,969	591,322	(46,353)	(7.8)
USPS Marketing Mail:												
High Density Letters	1,479	1,570	(91)	(5.8)	6,124	7,513	(1,390)	(18.5)	237	287	(50)	(17.5)
Saturation Letters	57	64	(8)	(12.0)	337	462	(125)	(27.0)	13	22	(9)	(40.6)
High Density Flats & Parcels	26	35	(10)	(27.5)	95	155	(60)	(39.0)	7	9	(3)	(28.9)
Saturation Flats & Parcels	8	93	(85)	(91.7)	52	379	(327)	(86.2)	2	33	(31)	(95.1)
Carrier Route	39	37	2	4.6	104	116	(12)	(10.1)	6	6	0	7.2
Letters	148,136	193,369	(45,233)	(23.4)	759,647	1,043,107	(283,461)	(27.2)	41,143	56,385	(15,241)	(27.0)
Flats	4,510	9,730	(5,220)	(53.6)	7,912	27,582	(19,671)	(71.3)	1,568	3,798	(2,229)	(58.7)
Parcels	48	73	(25)	(34.7)	18	34	(16)	(46.8)	2	4	(2)	(44.3)
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	69	14	55	389.0	0	0	0	0.0	0	0	0	0.0
Total USPS Marketing Mail	154,370	204,985	(50,615)	(24.7)	774,288	1,079,348	(305,060)	(28.3)	42,978	60,542	(17,565)	(29.0)
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	289,909	272,751	17,159	6.3	62,710	65,469	(2,759)	(4.2)	126,330	135,105	(8,775)	(6.5)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	289,909	272,751	17,159	6.3	62,710	65,469	(2,759)	(4.2)	126,330	135,105	(8,775)	(6.5)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2023 (Oct. 1, 2022-Sep. 30, 2023) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2022
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2023	FY 2022	Amount	Percent	FY 2023	FY 2022	Amount	Percent	FY 2023	FY 2022	Amount	Percent
Total Competitive Mail	10,534,535	11,007,977	(473,443)	(4.3)	1,642,885	1,786,556	(143,670)	(8.0)	2,128,827	2,244,127	(115,300)	(5.1)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2023 (Oct. 1, 2022-Sep. 30, 2023) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2022
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent
Total Competitive Revenue	27,134,540	28,625,036	(1,490,496)	(5.2)	4,206,413	4,638,638	(432,225)	(9.3)	5,408,413	5,827,572	(419,158)	(7.2)

**TABLE 3-D
PVI MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2023 (Jul. 1, 2023-Sep. 30, 2023) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2022
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent
First-Class Mail:												
Single-Piece Letters	6,610	6,333	277	4.4	8,555	8,893	(338)	(3.8)	457	476	(19)	(3.9)
Single-Piece Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Single-Piece Letters and Cards	6,610	6,333	277	4.4	8,555	8,893	(338)	(3.8)	457	476	(19)	(3.9)
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	21,357	20,910	447	2.1	10,174	10,750	(576)	(5.4)	2,353	2,497	(144)	(5.8)
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 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	27,967	27,243	724	2.7	18,728	19,642	(914)	(4.7)	2,810	2,973	(163)	(5.5)
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	17,464	17,354	110	0.6	3,123	3,461	(337)	(9.7)	8,617	9,623	(1,006)	(10.5)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	17,464	17,354	110	0.6	3,123	3,461	(337)	(9.7)	8,617	9,623	(1,006)	(10.5)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2023 (Jul. 1, 2023-Sep. 30, 2023) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2022
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent
Total Competitive Mail	529,340	559,878	(30,539)	(5.5)	43,444	47,559	(4,115)	(8.7)	98,584	108,306	(9,722)	(9.0)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2023 (Jul. 1, 2023-Sep. 30, 2023) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2022
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent
Total Competitive Revenue	529,340	559,879	(30,539)	(5.5)	43,444	47,559	(4,115)	(8.7)	98,584	108,306	(9,722)	(9.0)

TABLE 3-D
PVI MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2023 (Oct. 1, 2022-Sep. 30, 2023) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2022
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2023	FY 2022	Amount	Percent	FY 2023	FY 2022	Amount	Percent	FY 2023	FY 2022	Amount	Percent
First-Class Mail:												
Single-Piece Letters	30,364	29,372	993	3.4	40,460	42,646	(2,186)	(5.1)	2,224	2,344	(121)	(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	30,364	29,372	993	3.4	40,460	42,646	(2,186)	(5.1)	2,224	2,344	(121)	(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	101,157	99,204	1,953	2.0	50,237	54,495	(4,257)	(7.8)	11,605	12,622	(1,017)	(8.1)
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 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	131,522	128,576	2,946	2.3	90,697	97,141	(6,443)	(6.6)	13,828	14,967	(1,138)	(7.6)
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	68,744	69,039	(295)	(0.4)	13,476	15,137	(1,661)	(11.0)	34,267	38,251	(3,984)	(10.4)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	68,744	69,039	(295)	(0.4)	13,476	15,137	(1,661)	(11.0)	34,267	38,251	(3,984)	(10.4)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2023 (Oct. 1, 2022-Sep. 30, 2023) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2022
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2023	FY 2022	Amount	Percent	FY 2023	FY 2022	Amount	Percent	FY 2023	FY 2022	Amount	Percent
Total Competitive Mail	2,578,157	2,669,677	(91,520)	(3.4)	205,090	226,513	(21,423)	(9.5)	470,235	514,640	(44,405)	(8.6)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2023 (Oct. 1, 2022-Sep. 30, 2023) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2022
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent
Total Competitive Revenue	6,948,336	7,184,262	(235,927)	(3.3)	546,020	604,916	(58,895)	(9.7)	1,272,821	1,390,617	(117,796)	(8.5)

**TABLE 3-E
PERMIT MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2023 (Jul. 1, 2023-Sep. 30, 2023) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2022
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2022 Percent
First-Class Mail:												
Single-Piece Letters	99,578	104,695	(5,117)	(4.9)	151,339	174,890	(23,551)	(13.5)	6,337	7,909	(1,573)	(19.9)
Single-Piece Cards	9,356	8,700	657	7.5	18,486	20,048	(1,562)	(7.8)	135	146	(11)	(7.8)
Total Single-Piece Letters and Cards	108,935	113,395	(4,460)	(3.9)	169,825	194,938	(25,113)	(12.9)	6,471	8,055	(1,584)	(19.7)
Presort Letters	3,001,101	2,777,425	223,676	8.1	5,993,395	6,071,514	(78,119)	(1.3)	348,409	349,014	(606)	(0.2)
Presort Cards	202,469	222,219	(19,750)	(8.9)	559,347	662,800	(103,453)	(15.6)	4,575	5,421	(846)	(15.6)
Total Presort Letters and Cards	3,203,570	2,999,644	203,926	6.8	6,552,742	6,734,314	(181,571)	(2.7)	352,984	354,435	(1,451)	(0.4)
Flats	154,836	130,860	23,977	18.3	87,237	89,889	(2,652)	(2.9)	21,664	21,907	(243)	(1.1)
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 Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	6	2	5	261.2	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	3,467,348	3,243,900	223,447	6.9	6,809,805	7,019,140	(209,336)	(3.0)	381,119	384,397	(3,278)	(0.9)
USPS Marketing Mail:												
High Density Letters	167,883	197,909	(30,026)	(15.2)	689,737	938,399	(248,662)	(26.5)	23,818	31,884	(8,065)	(25.3)
Saturation Letters	98,337	98,928	(592)	(0.6)	538,241	576,174	(37,933)	(6.6)	26,555	26,991	(436)	(1.6)
High Density Flats & Parcels	104,791	124,243	(19,452)	(15.7)	347,657	502,653	(154,996)	(30.8)	81,823	105,452	(23,630)	(22.4)
Saturation Flats & Parcels	314,979	341,275	(26,296)	(7.7)	1,675,006	1,858,068	(183,062)	(9.9)	208,737	249,691	(40,954)	(16.4)
Carrier Route	304,300	367,808	(63,508)	(17.3)	828,894	1,153,952	(325,059)	(28.2)	188,165	233,869	(45,703)	(19.5)
Letters	2,179,238	2,341,881	(162,643)	(6.9)	8,103,275	9,410,720	(1,307,444)	(13.9)	373,290	436,482	(63,192)	(14.5)
Flats	291,911	310,057	(18,146)	(5.9)	508,279	615,851	(107,572)	(17.5)	131,464	152,338	(20,873)	(13.7)
Parcels	14,247	11,950	2,297	19.2	5,067	6,298	(1,231)	(19.5)	2,269	2,714	(445)	(16.4)
Every Door Direct Mail Retail	26,541	23,517	3,024	12.9	134,571	125,758	8,813	7.0	17,069	15,951	1,118	7.0
Domestic NSA Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
USPS Marketing Mail Fees	412	331	81	24.4	0	0	0	0.0	0	0	0	0.0
Total USPS Marketing Mail	3,502,639	3,817,899	(315,260)	(8.3)	12,830,727	15,187,872	(2,357,145)	(15.5)	1,053,190	1,255,371	(202,180)	(16.1)
Periodicals Mail:												
In-County	16,087	13,692	2,394	17.5	113,631	112,294	1,337	1.2	23,971	23,938	33	0.1
Outside County	208,935	216,000	(7,064)	(3.3)	574,574	655,000	(80,426)	(12.3)	180,152	212,247	(32,094)	(15.1)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	225,022	229,692	(4,670)	(2.0)	688,205	767,294	(79,089)	(10.3)	204,123	236,185	(32,061)	(13.6)
Package Services Mail:												
Alaska Bypass	10,211	9,952	259	2.6	313	333	(21)	(6.1)	21,104	22,479	(1,375)	(6.1)
Bound Printed Matter Flats	26,898	26,125	773	3.0	28,417	29,494	(1,076)	(3.6)	43,127	38,774	4,353	11.2
Bound Printed Matter Parcels	86,408	81,787	4,621	5.6	59,037	61,632	(2,595)	(4.2)	128,473	134,302	(5,828)	(4.3)
Media and Library Mail	15,603	15,062	541	3.6	3,282	3,584	(302)	(8.4)	6,409	6,649	(241)	(3.6)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	139,120	132,926	6,194	4.7	91,049	95,043	(3,994)	(4.2)	199,113	202,204	(3,090)	(1.5)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2023 (Jul. 1, 2023-Sep. 30, 2023) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2022
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2023	FY 2022	Amount	Percent	FY 2023	FY 2022	Amount	Percent	FY 2023	FY 2022	Amount	Percent
Total Competitive Mail	4,225,257	3,902,452	322,804	8.3	1,182,220	1,129,912	52,307	4.6	2,559,454	2,527,371	32,083	1.3

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2023 (Jul. 1, 2023-Sep. 30, 2023) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2022
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent
Total Competitive Revenue	4,225,257	3,902,452	322,804	8.3	1,182,220	1,129,912	52,307	4.6	2,559,454	2,527,371	32,083	1.3

**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2023 (Jul. 1, 2023-Sep. 30, 2023) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2022
(Data in Thousands)**

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent
Total Market Dominant and Competitive												
Total All Mail	11,559,386	11,326,870	232,516	2.1	21,602,105	24,199,422	(2,597,317)	(10.7)	4,397,360	4,606,151	(208,791)	(4.5)
Total All Services	35,980	36,542	(562)	(1.5)	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	11,595,366	11,363,412	231,953	2.0	21,602,105	24,199,422	(2,597,317)	(10.7)	4,397,360	4,606,151	(208,791)	(4.5)
Total All Other Revenue												
Total All Revenue	11,595,366	11,363,412	231,953	2.0								

**TABLE 3-E
PERMIT MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2023 (Oct. 1, 2022-Sep. 30, 2023) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2022
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2023	FY 2022	Amount	Percent	FY 2023	FY 2022	Amount	Percent	FY 2023	FY 2022	Amount	Percent
First-Class Mail:												
Single-Piece Letters	424,168	421,766	2,401	0.6	675,166	734,365	(59,199)	(8.1)	31,254	32,175	(921)	(2.9)
Single-Piece Cards	36,449	32,191	4,258	13.2	77,469	79,032	(1,563)	(2.0)	565	576	(10)	(1.8)
Total Single-Piece Letters and Cards	460,617	453,957	6,660	1.5	752,635	813,397	(60,762)	(7.5)	31,820	32,751	(932)	(2.8)
Presort Letters	12,061,376	11,442,706	618,671	5.4	25,306,496	26,090,175	(783,679)	(3.0)	1,462,975	1,480,411	(17,436)	(1.2)
Presort Cards	849,333	886,791	(37,458)	(4.2)	2,417,303	2,803,547	(386,245)	(13.8)	19,775	22,936	(3,161)	(13.8)
Total Presort Letters and Cards	12,910,710	12,329,497	581,213	4.7	27,723,798	28,893,723	(1,169,924)	(4.0)	1,482,749	1,503,347	(20,597)	(1.4)
Flats	593,035	567,511	25,524	4.5	364,936	429,899	(64,962)	(15.1)	89,803	99,687	(9,884)	(9.9)
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	23	20	3	16.2	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	13,964,385	13,350,984	613,400	4.6	28,841,370	30,137,018	(1,295,649)	(4.3)	1,604,372	1,635,785	(31,413)	(1.9)
USPS Marketing Mail:												
High Density Letters	726,000	729,478	(3,478)	(0.5)	3,273,054	3,627,504	(354,449)	(9.8)	109,716	121,388	(11,672)	(9.6)
Saturation Letters	393,766	382,363	11,403	3.0	2,208,697	2,298,607	(89,909)	(3.9)	105,546	108,084	(2,538)	(2.3)
High Density Flats & Parcels	445,178	429,862	15,316	3.6	1,790,567	1,861,035	(70,467)	(3.8)	289,674	341,782	(52,108)	(15.2)
Saturation Flats & Parcels	1,326,877	1,351,665	(24,788)	(1.8)	7,060,790	7,539,707	(478,917)	(6.4)	930,559	1,063,831	(133,272)	(12.5)
Carrier Route	1,335,375	1,434,551	(99,176)	(6.9)	4,017,569	4,709,306	(691,737)	(14.7)	807,627	978,324	(170,697)	(17.4)
Letters	8,742,805	9,409,547	(666,742)	(7.1)	34,089,352	39,014,291	(4,924,939)	(12.6)	1,570,609	1,831,597	(260,988)	(14.2)
Flats	1,180,229	1,267,154	(86,925)	(6.9)	2,173,152	2,612,943	(439,791)	(16.8)	544,365	652,758	(108,393)	(16.6)
Parcels	58,533	52,329	6,205	11.9	25,340	29,352	(4,012)	(13.7)	11,578	12,701	(1,123)	(8.8)
Every Door Direct Mail Retail	105,787	100,796	4,991	5.0	555,570	512,153	43,417	8.5	70,468	64,961	5,507	8.5
Domestic NSA Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
USPS Marketing Mail Fees	3,583	2,818	765	27.1	0	0	0	0.0	0	0	0	0.0
Total USPS Marketing Mail	14,318,134	15,160,563	(842,429)	(5.6)	55,194,093	62,204,898	(7,010,805)	(11.3)	4,440,142	5,175,427	(735,284)	(14.2)
Periodicals Mail:												
In-County	59,647	50,842	8,805	17.3	451,367	434,754	16,613	3.8	95,811	94,614	1,197	1.3
Outside County	860,151	905,906	(45,754)	(5.1)	2,541,304	2,965,610	(424,306)	(14.3)	787,315	960,619	(173,304)	(18.0)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	919,799	956,748	(36,949)	(3.9)	2,992,671	3,400,364	(407,693)	(12.0)	883,126	1,055,232	(172,106)	(16.3)
Package Services Mail:												
Alaska Bypass	39,064	38,297	766	2.0	1,253	1,340	(87)	(6.5)	84,422	90,337	(5,916)	(6.5)
Bound Printed Matter Flats	107,586	119,236	(11,650)	(9.8)	114,829	137,776	(22,947)	(16.7)	152,188	210,988	(58,800)	(27.9)
Bound Printed Matter Parcels	316,989	297,514	19,475	6.5	226,422	241,140	(14,718)	(6.1)	483,167	495,645	(12,478)	(2.5)
Media and Library Mail	67,791	55,768	12,024	21.6	15,668	13,998	1,670	11.9	27,241	26,059	1,182	4.5
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	531,430	510,815	20,615	4.0	358,172	394,255	(36,083)	(9.2)	747,018	823,030	(76,012)	(9.2)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2023 (Oct. 1, 2022-Sep. 30, 2023) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2022
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2023	FY 2022	Amount	Percent	FY 2023	FY 2022	Amount	Percent	FY 2023	FY 2022	Amount	Percent
Total Competitive Mail	16,854,821	15,896,584	958,237	6.0	4,713,736	4,673,691	40,045	0.9	9,920,843	9,681,017	239,826	2.5

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2023 (Oct. 1, 2022-Sep. 30, 2023) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2022
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent
Total Competitive Revenue	42,645,863	40,071,541	2,574,322	6.4	11,907,420	11,873,660	33,759	0.3	24,903,405	24,284,502	618,902	2.5

**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2023 (Oct. 1, 2022-Sep. 30, 2023) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2022
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent
Total Market Dominant and Competitive												
Total All Mail	46,588,568	45,875,695	712,873	1.6	92,192,347	100,922,760	(8,730,413)	(8.7)	17,598,239	18,374,149	(775,910)	(4.2)
Total All Services	149,725	161,681	(11,956)	(7.4)	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	46,738,293	46,037,376	700,917	1.5	92,192,347	100,922,760	(8,730,413)	(8.7)	17,598,239	18,374,149	(775,910)	(4.2)
Total All Other Revenue												
Total All Revenue	46,738,293	46,037,376	700,917	1.5								

**TABLE 3-F
OTHER MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2023 (Jul. 1, 2023-Sep. 30, 2023) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2022
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2022 Percent
First-Class Mail:												
Single-Piece Letters	1,567	1,601	(33)	(2.1)	2,353	2,599	(246)	(9.5)	69	98	(29)	(29.6)
Single-Piece Cards	36	35	0	0.4	66	75	(10)	(12.7)	0	0	(0)	(12.7)
Total Single-Piece Letters and Cards	1,603	1,636	(33)	(2.0)	2,419	2,674	(255)	(9.6)	69	98	(29)	(29.5)
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	556	627	(71)	(11.3)	360	376	(16)	(4.2)	38	66	(28)	(42.9)
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	12	0	12	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	2,170	2,263	(92)	(4.1)	2,779	3,050	(271)	(8.9)	107	164	(57)	(34.9)
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	39	70	180.1	27	6	21	325.9	31	28	3	10.6
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	109	39	70	180.1	27	6	21	325.9	31	28	3	10.6

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2023 (Jul. 1, 2023-Sep. 30, 2023) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2022
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2023	FY 2022	Amount	Percent	FY 2023	FY 2022	Amount	Percent	FY 2023	FY 2022	Amount	Percent
Total Competitive Mail	3,101	1,771	1,329	75.1	328	241	87	36.0	945	246	700	284.7

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2023 (Jul. 1, 2023-Sep. 30, 2023) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2022
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent
Total Competitive Revenue	3,101	1,771	1,329	75.1	328	241	87	36.0	945	246	700	284.7

**TABLE 3-F
OTHER MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2023 (Oct. 1, 2022-Sep. 30, 2023) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2022
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2023	FY 2022	Amount	Percent	FY 2023	FY 2022	Amount	Percent	FY 2023	FY 2022	Amount	Percent
First-Class Mail:												
Single-Piece Letters	6,420	8,234	(1,814)	(22.0)	9,749	12,222	(2,472)	(20.2)	319	487	(168)	(34.5)
Single-Piece Cards	184	266	(82)	(30.7)	353	626	(273)	(43.6)	2	4	(2)	(43.6)
Total Single-Piece Letters and Cards	6,604	8,500	(1,896)	(22.3)	10,102	12,847	(2,745)	(21.4)	321	491	(170)	(34.5)
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	2,556	2,898	(342)	(11.8)	1,484	1,801	(317)	(17.6)	257	322	(65)	(20.1)
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 Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	115	221	(106)	(48.1)	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	9,275	11,618	(2,343)	(20.2)	11,586	14,649	(3,062)	(20.9)	578	812	(234)	(28.8)
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	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	198	174	24	13.5	49	45	3	7.6	71	61	10	16.0
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	198	174	24	13.5	49	45	3	7.6	71	61	10	16.0

**COMPETITIVE PRODUCTS
 PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
 FISCAL YEAR 2023 (Oct. 1, 2022-Sep. 30, 2023) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2022
 (Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2023	FY 2022	Amount	Percent	FY 2023	FY 2022	Amount	Percent	FY 2023	FY 2022	Amount	Percent
Total Competitive Mail	9,308	9,426	(118)	(1.3)	1,062	1,218	(156)	(12.8)	1,737	1,118	618	55.3

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2023 (Oct. 1, 2022-Sep. 30, 2023) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2022
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent	FY 2023	FY 2022	FY 2023 over FY 2022 Amount	FY 2023 over FY 2022 Percent
Total Competitive Revenue	3,101	1,771	1,329	75.1	328	241	87	36.0	945	246	700	284.7

