

MARKET DOMINANT PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2024 (Jan. 1, 2024-Mar. 31, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent
First-Class Mail:												
Single-Piece Letters	1,759,972	1,715,321	44,651	2.6	2,628,954	2,781,621	(152,667)	(5.5)	75,426	81,516	(6,090)	(7.5)
Single-Piece Cards	41,309	44,200	(2,890)	(6.5)	76,294	91,399	(15,105)	(16.5)	495	594	(99)	(16.7)
Total Single-Piece Letters and Cards	1,801,281	1,759,521	41,761	2.4	2,705,248	2,873,020	(167,772)	(5.8)	75,921	82,110	(6,189)	(7.5)
Presort Letters	4,113,465	3,892,386	221,079	5.7	8,121,104	8,230,091	(108,987)	(1.3)	483,016	477,819	5,197	1.1
Presort Cards	220,459	207,045	13,414	6.5	617,524	585,221	32,302	5.5	5,053	4,786	267	5.6
Total Presort Letters and Cards	4,333,924	4,099,431	234,493	5.7	8,738,628	8,815,312	(76,685)	(0.9)	488,069	482,605	5,464	1.1
Flats	427,405	423,438	3,967	0.9	233,747	250,467	(16,720)	(6.7)	49,124	52,745	(3,621)	(6.9)
Domestic NSA Mail	-	-	-	-	-	-	-	-	-	-	-	-
Outbound Single-Piece First-Class Mail Intl	45,460	45,138	322	0.7	23,048	24,878	(1,830)	(7.4)	1,236	1,322	(86)	(6.5)
Inbound Intl Letter Post (Letters & Flats) & NSA Mail	13,583	13,061	522	4.0	16,930	17,263	(334)	(1.9)	1,617	1,629	(12)	(0.7)
First-Class Mail Fees	27,613	27,829	(217)	(0.8)	-	-	-	-	-	-	-	-
Total First-Class Mail	6,649,266	6,368,419	280,847	4.4	11,717,600	11,980,941	(263,341)	(2.2)	615,967	620,411	(4,444)	(0.7)
USPS Marketing Mail:												
High Density Letters	176,118	191,453	(15,335)	(8.0)	719,810	853,043	(133,233)	(15.6)	23,943	28,863	(4,920)	(17.0)
Saturation Letters	108,025	99,217	8,808	8.9	602,932	559,461	43,471	7.8	19,267	26,205	(6,938)	(26.5)
High Density Flats & Parcels	88,765	78,452	10,313	13.1	334,889	307,504	27,385	8.9	46,659	55,210	(8,551)	(15.5)
Saturation Flats & Parcels	318,907	334,825	(15,918)	(4.8)	1,701,897	1,773,467	(71,570)	(4.0)	200,940	229,606	(28,666)	(12.5)
Carrier Route	310,884	284,237	26,647	9.4	850,920	846,226	4,694	0.6	162,274	180,356	(18,082)	(10.0)
Letters	2,334,906	2,271,391	63,515	2.8	8,996,979	9,101,252	(104,273)	(1.1)	430,054	429,822	232	0.1
Flats	279,285	285,891	(6,606)	(2.3)	458,041	514,680	(56,639)	(11.0)	112,644	128,654	(16,011)	(12.4)
Parcels	18,331	16,247	2,084	12.8	5,158	6,862	(1,705)	(24.8)	2,476	3,359	(883)	(26.3)
Every Door Direct Mail Retail	30,059	26,522	3,537	13.3	148,861	140,664	8,198	5.8	18,882	17,842	1,040	5.8
Domestic NSA Mail	-	-	-	-	-	-	-	-	-	-	-	-
USPS Marketing Mail Fees	5,571	7,161	(1,590)	(22.2)	-	-	-	-	-	-	-	-
Total USPS Marketing Mail	3,670,851	3,595,398	75,453	2.1	13,819,487	14,103,160	(283,673)	(2.0)	1,017,139	1,099,918	(82,778)	(7.5)
Periodicals Mail:												
In-County	17,538	14,492	3,046	21.0	120,276	111,872	8,405	7.5	24,207	22,369	1,838	8.2
Outside County	202,195	209,695	(7,500)	(3.6)	550,973	625,343	(74,371)	(11.9)	165,189	189,832	(24,643)	(13.0)
Periodicals Mail Fees	1,738	1,157	581	50.3	-	-	-	-	-	-	-	-
Total Periodicals Mail	221,471	225,343	(3,872)	(1.7)	671,249	737,215	(65,966)	(8.9)	189,396	212,201	(22,805)	(10.7)
Package Services Mail:												
Alaska Bypass	10,500	9,780	720	7.4	321	316	5	1.7	21,650	21,278	371	1.7
Bound Printed Matter Flats	31,993	26,388	5,605	21.2	35,218	27,801	7,418	26.7	48,083	35,444	12,638	35.7
Bound Printed Matter Parcels	81,192	85,556	(4,364)	(5.1)	55,144	61,089	(5,945)	(9.7)	119,714	134,050	(14,336)	(10.7)
Media and Library Mail	108,206	109,973	(1,767)	(1.6)	21,194	24,073	(2,879)	(12.0)	42,818	47,842	(5,025)	(10.5)
Package Services Mail Fees	317	238	79	33.2	-	-	-	-	-	-	-	-
Total Package Services Mail	232,208	231,935	272	0.1	111,877	113,278	(1,401)	(1.2)	232,264	238,615	(6,351)	(2.7)

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(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent
Priority Mail Express:												
Total Priority Mail Express	161,604	174,719	(13,115)	(7.5)	5,322	5,856	(534)	(9.1)	5,318	5,844	(527)	(9.0)
First-Class Package Service:												
Total First-Class Package Service	0	1,848,722	(1,848,722)	(100.0)	0	433,598	(433,598)	(100.0)	0	168,605	(168,605)	(100.0)
Retail Ground Mail:												
Total Retail Ground	0	134,071	(134,071)	(100.0)	0	7,044	(7,044)	(100.0)	0	31,661	(31,661)	(100.0)
USPS Ground Advantage:												
Total USPS Ground Advantage	3,087,148	0	-	-	554,242	0	-	-	668,633	0	-	-
Priority Mail:												
Total Priority Mail	1,782,577	2,702,892	(920,315)	(34.0)	175,177	261,190	(86,013)	(32.9)	437,969	691,414	(253,445)	(36.7)
Parcel Select & Parcel Return Service Mail:												
Total Parcel Select & Parcel Return Service Mail	2,428,947	2,513,565	(84,618)	(3.4)	862,400	860,922	1,478	0.2	1,940,622	2,020,112	(79,490)	(3.9)

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FISCAL YEAR 2024 (Jan. 1, 2024-Mar. 31, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023
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	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent
International Mail:												
Outbound Priority Mail International	50,251	58,493	(8,242)	(14.1)	642	786	(144)	(18.3)	3,865	4,852	(987)	(20.3)
Outbound International Expedited Services	11,510	14,261	(2,752)	(19.3)	120	152	(32)	(21.0)	467	669	(202)	(30.1)
Other Outbound International Mail	101,477	121,306	(19,829)	(16.3)	13,345	16,158	(2,813)	(17.4)	9,083	11,666	(2,583)	(22.1)
Inbound International	134,904	137,922	(3,018)	(2.2)	20,809	22,279	(1,470)	(6.6)	35,305	34,983	322	0.9
International Mail Fees	2	1	1	107.1	-	-	-	-	-	-	-	-
Total International Mail	298,144	331,983	(33,839)	(10.2)	34,916	39,374	(4,459)	(11.3)	48,721	52,171	(3,450)	(6.6)
Total Competitive Mail	7,758,419	7,705,952	52,466	0.7	1,632,057	1,607,984	24,073	1.5	3,101,262	2,969,807	131,455	4.4

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
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FISCAL YEAR 2024 (Jan. 1, 2024-Mar. 31, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	18,532,215	18,127,048	405,167	2.2	28,010,720	28,610,045	(599,325)	(2.1)	5,172,970	5,156,825	16,145	0.3
Total All Services	832,202	796,815	35,387	4.4	129,563	127,017	2,546	2.0				
Total All Mail and Services	19,364,417	18,923,863	440,554	2.3								
Total All Other Revenue	585,886	656,339	(70,453)	(10.7)								
Total All Revenue	19,950,303	19,580,202	370,101	1.9								

RPW SUMMARY REPORT FOOTNOTES: MARKET DOMINANT PRODUCTS SECTION

1/ Not included elsewhere in this report.

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

- Report totals may not sum due to rounding.

RPW SUMMARY REPORT FOOTNOTES: COMPETITIVE PRODUCTS SECTION

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

- Report totals may not sum due to rounding.

MARKET DOMINANT PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2024 (Oct. 1, 2023-Mar. 31, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent
First-Class Mail:												
Single-Piece Letters	3,826,079	3,871,046	(44,967)	(1.2)	5,780,814	6,371,744	(590,930)	(9.3)	167,108	190,721	(23,613)	(12.4)
Single-Piece Cards	90,398	97,440	(7,042)	(7.2)	169,495	207,872	(38,377)	(18.5)	1,096	1,344	(248)	(18.5)
Total Single-Piece Letters and Cards	3,916,477	3,968,487	(52,009)	(1.3)	5,950,310	6,579,616	(629,307)	(9.6)	168,204	192,065	(23,861)	(12.4)
Presort Letters	8,031,725	7,536,098	495,626	6.6	15,895,116	16,143,999	(248,883)	(1.5)	935,542	935,621	(79)	(0.0)
Presort Cards	462,053	456,498	5,555	1.2	1,288,679	1,327,284	(38,605)	(2.9)	10,545	10,858	(313)	(2.9)
Total Presort Letters and Cards	8,493,778	7,992,596	501,182	6.3	17,183,795	17,471,283	(287,487)	(1.6)	946,087	946,479	(392)	(0.0)
Flats	854,537	851,747	2,790	0.3	472,124	520,572	(48,448)	(9.3)	98,584	108,805	(10,221)	(9.4)
Domestic NSA Mail	-	-	-	-	-	-	-	-	-	-	-	-
Outbound Single-Piece First-Class Mail Intl	105,343	111,937	(6,594)	(5.9)	55,893	63,544	(7,651)	(12.0)	2,823	3,264	(442)	(13.5)
Inbound Intl Letter Post (Letters & Flats) & NSA Mail	29,440	30,392	(952)	(3.1)	38,413	41,874	(3,461)	(8.3)	3,531	3,842	(311)	(8.1)
First-Class Mail Fees	53,036	54,094	(1,059)	(2.0)	-	-	-	-	-	-	-	-
Total First-Class Mail	13,452,611	13,009,253	443,358	3.4	23,700,535	24,676,889	(976,354)	(4.0)	1,219,229	1,254,455	(35,226)	(2.8)
USPS Marketing Mail:												
High Density Letters	345,757	403,659	(57,902)	(14.3)	1,415,333	1,912,146	(496,813)	(26.0)	47,369	63,475	(16,105)	(25.4)
Saturation Letters	215,612	195,018	20,594	10.6	1,194,578	1,119,521	75,057	6.7	38,621	52,418	(13,797)	(26.3)
High Density Flats & Parcels	200,572	257,871	(57,300)	(22.2)	760,933	1,127,934	(367,002)	(32.5)	118,644	151,611	(32,967)	(21.7)
Saturation Flats & Parcels	649,784	683,664	(33,881)	(5.0)	3,431,068	3,655,320	(224,253)	(6.1)	425,270	493,453	(68,183)	(13.8)
Carrier Route	690,854	787,387	(96,533)	(12.3)	1,903,765	2,465,957	(562,192)	(22.8)	380,938	471,007	(90,068)	(19.1)
Letters	4,990,562	4,907,086	83,476	1.7	19,302,159	20,252,267	(950,108)	(4.7)	911,441	946,724	(35,283)	(3.7)
Flats	618,119	642,606	(24,487)	(3.8)	1,040,560	1,227,981	(187,421)	(15.3)	259,761	300,388	(40,627)	(13.5)
Parcels	34,235	30,547	3,688	12.1	10,749	14,313	(3,564)	(24.9)	4,884	6,681	(1,797)	(26.9)
Every Door Direct Mail Retail	57,535	50,734	6,801	13.4	287,631	270,138	17,492	6.5	36,483	34,264	2,219	6.5
Domestic NSA Mail	-	-	-	-	-	-	-	-	-	-	-	-
USPS Marketing Mail Fees	11,979	14,196	(2,217)	(15.6)	-	-	-	-	-	-	-	-
Total USPS Marketing Mail	7,815,008	7,972,768	(157,760)	(2.0)	29,346,776	32,045,578	(2,698,803)	(8.4)	2,223,413	2,520,021	(296,608)	(11.8)
Periodicals Mail:												
In-County	34,583	28,528	6,055	21.2	239,656	223,211	16,445	7.4	50,928	47,630	3,298	6.9
Outside County	422,709	434,080	(11,371)	(2.6)	1,162,854	1,314,643	(151,789)	(11.5)	356,359	409,563	(53,204)	(13.0)
Periodicals Mail Fees	2,433	2,468	(35)	(1.4)	-	-	-	-	-	-	-	-
Total Periodicals Mail	459,725	465,076	(5,351)	(1.2)	1,402,510	1,537,854	(135,344)	(8.8)	407,287	457,193	(49,906)	(10.9)
Package Services Mail:												
Alaska Bypass	20,146	19,808	338	1.7	616	650	(34)	(5.2)	41,538	43,812	(2,274)	(5.2)
Bound Printed Matter Flats	59,970	55,064	4,907	8.9	65,481	59,077	6,403	10.8	88,938	75,656	13,282	17.6
Bound Printed Matter Parcels	169,801	168,305	1,496	0.9	117,493	123,240	(5,747)	(4.7)	248,603	264,038	(15,435)	(5.8)
Media and Library Mail	222,861	222,567	294	0.1	44,429	49,415	(4,987)	(10.1)	89,149	98,570	(9,421)	(9.6)
Package Services Mail Fees	573	483	90	18.6	-	-	-	-	-	-	-	-
Total Package Services Mail	473,351	466,227	7,124	1.5	228,019	232,383	(4,364)	(1.9)	468,228	482,076	(13,848)	(2.9)

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	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent
Priority Mail Express:												
Total Priority Mail Express	330,647	355,068	(24,421)	(6.9)	10,896	11,777	(881)	(7.5)	11,350	12,410	(1,060)	(8.5)
First-Class Package Service:												
Total First-Class Package Service	0	3,945,078	(3,945,078)	(100.0)	0	919,975	(919,975)	(100.0)	0	359,464	(359,464)	(100.0)
Retail Ground Mail:												
Total Retail Ground	0	320,491	(320,491)	(100.0)	0	16,929	(16,929)	(100.0)	0	74,727	(74,727)	(100.0)
USPS Ground Advantage:												
Total USPS Ground Advantage	6,415,158	0	-	-	1,167,984	0	-	-	1,301,109	0	-	-
Priority Mail:												
Total Priority Mail	4,103,366	5,954,148	(1,850,782)	(31.1)	405,405	564,641	(159,236)	(28.2)	1,045,877	1,509,352	(463,474)	(30.7)
Parcel Select & Parcel Return Service Mail:												
Total Parcel Select & Parcel Return Service Mail	5,433,520	5,390,677	42,843	0.8	1,925,960	1,865,739	60,221	3.2	4,477,523	4,384,922	92,601	2.1

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	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent
International Mail:												
Outbound Priority Mail International	117,832	132,508	(14,676)	(11.1)	1,502	1,786	(284)	(15.9)	9,431	11,416	(1,985)	(17.4)
Outbound International Expedited Services	25,314	34,220	(8,906)	(26.0)	262	362	(100)	(27.5)	1,146	1,877	(731)	(38.9)
Other Outbound International Mail	221,520	250,540	(29,020)	(11.6)	27,813	31,810	(3,997)	(12.6)	20,395	24,413	(4,018)	(16.5)
Inbound International	285,460	281,132	4,328	1.5	43,400	47,300	(3,899)	(8.2)	76,472	77,715	(1,243)	(1.6)
International Mail Fees	3	2	1	38.8	-	-	-	-	-	-	-	-
Total International Mail	650,129	698,402	(48,273)	(6.9)	72,977	81,257	(8,280)	(10.2)	107,444	115,420	(7,976)	(6.9)
Total Competitive Mail	16,932,820	16,663,864	268,956	1.6	3,583,221	3,460,318	122,903	3.6	6,943,304	6,456,295	487,009	7.5

**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
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	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2024	FY 2023	Amount	Percent	FY 2024	FY 2023	Amount	Percent	FY 2024	FY 2023	Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	39,133,515	38,577,188	556,327	1.4	58,513,642	62,210,298	(3,696,656)	(5.9)	11,296,171	11,209,522	86,649	0.8
Total All Services	1,661,053	1,594,816	66,237	4.2								
Total All Mail and Services	40,794,569	40,172,004	622,565	1.5								
Total All Other Revenue	1,021,934	1,170,262	(148,328)	(12.7)								
Total All Revenue	41,816,503	41,342,266	474,236	1.1								

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
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2024 (Jan. 1, 2024 - Mar. 31, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent
First-Class Mail:												
Single-Piece Letters	1,759,972	1,715,321	44,651	2.6	2,628,954	2,781,621	(152,667)	(5.5)	75,426	81,516	(6,090)	(7.5)
Single-Piece Cards	41,309	44,200	(2,890)	(6.5)	76,294	91,399	(15,105)	(16.5)	495	594	(99)	(16.7)
Total Single-Piece Letters and Cards	1,801,281	1,759,521	41,761	2.4	2,705,248	2,873,020	(167,772)	(5.8)	75,921	82,110	(6,189)	(7.5)
Presort Letters	4,119,692	3,898,545	221,148	5.7	8,121,104	8,230,091	(108,987)	(1.3)	483,016	477,819	5,197	1.1
Presort Cards	220,788	207,289	13,499	6.5	617,524	585,221	32,302	5.5	5,053	4,786	267	5.6
Total Presort Letters and Cards	4,340,481	4,105,834	234,647	5.7	8,738,628	8,815,312	(76,685)	(0.9)	488,069	482,605	5,464	1.1
Flats	2,398	2,786	(388)	(13.9)	1,067	1,343	(276)	(20.5)	359	438	(79)	(18.1)
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	6,144,160	5,868,141	276,019	4.7	11,444,942	11,689,675	(244,733)	(2.1)	564,349	565,153	(804)	(0.1)
USPS Marketing Mail:												
High Density Letters	176,118	192,104	(15,986)	(8.3)	719,810	853,043	(133,233)	(15.6)	23,943	28,863	(4,920)	(17.0)
Saturation Letters	108,025	99,519	8,507	8.5	602,932	559,461	43,471	7.8	19,267	26,205	(6,938)	(26.5)
High Density Flats & Parcels	1,131	870	261	30.0	4,966	3,541	1,425	40.2	431	299	132	43.9
Saturation Flats & Parcels	10,033	8,962	1,070	11.9	52,490	47,103	5,388	11.4	2,202	1,969	233	11.9
Carrier Route	1,672	2,380	(708)	(29.7)	3,543	5,992	(2,449)	(40.9)	117	186	(70)	(37.4)
Letters	2,334,906	2,278,070	56,836	2.5	8,996,979	9,101,252	(104,273)	(1.1)	430,054	429,822	232	0.1
Flats	951	1,621	(669)	(41.3)	1,151	2,345	(1,194)	(50.9)	126	252	(126)	(50.1)
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	2,632,836	2,583,526	49,310	1.9	10,381,871	10,572,736	(190,865)	(1.8)	476,140	487,597	(11,457)	(2.3)
Periodicals Mail:												
In-County	168	153	15	9.6	1,488	1,407	81	5.7	71	75	(4)	(5.0)
Outside County	617	735	(119)	(16.1)	2,087	2,586	(499)	(19.3)	169	215	(46)	(21.2)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	785	888	(104)	(11.7)	3,575	3,994	(418)	(10.5)	241	290	(49)	(17.0)
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	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
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2024 (Jan. 1, 2024 - Mar. 31, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent
Total Competitive Mail	95	927	(832)	(89.8)	8	480	(472)	(98.2)	0	23	(23)	(98.4)

COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2024 (Jan. 1, 2024 - Mar. 31, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent
Total Competitive Revenue	95	927	(832)	(89.8)	8	480	(472)	(98.2)	0	23	(23)	(98.4)

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2024 (Jan. 1, 2024 - Mar. 31, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 2		Change FY 2024 over FY 2023		Quarter 2		Change FY 2024 over FY 2023		Quarter 2		Change FY 2024 over FY 2023	
	FY 2024	FY 2023	Amount	Percent	FY 2024	FY 2023	Amount	Percent	FY 2024	FY 2023	Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	8,777,875	8,453,481	324,394	3.8	21,870,912	22,317,154	(446,242)	(2.0)	1,041,381	1,053,765	(12,384)	(1.2)
Total All Services	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	8,777,875	8,453,481	324,394	3.8	21,870,912	22,317,154	(446,242)	(2.0)	1,041,381	1,053,765	(12,384)	(1.2)
Total All Other Revenue												
Total All Revenue	8,777,875	8,453,481	324,394	3.8								

**TABLE 2-A
LETTER MAIL
MARKET DOMINANT PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2024 (Oct. 1, 2023 - Mar. 31, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent
First-Class Mail:												
Single-Piece Letters	3,826,079	3,871,046	(44,967)	(1.2)	5,780,814	6,371,744	(590,930)	(9.3)	167,108	190,721	(23,613)	(12.4)
Single-Piece Cards	90,398	97,440	(7,042)	(7.2)	169,495	207,872	(38,377)	(18.5)	1,096	1,344	(248)	(18.5)
Total Single-Piece Letters and Cards	3,916,477	3,968,487	(52,009)	(1.3)	5,950,310	6,579,616	(629,307)	(9.6)	168,204	192,065	(23,861)	(12.4)
Presort Letters	8,043,959	7,548,164	495,795	6.6	15,895,116	16,143,999	(248,883)	(1.5)	935,542	935,621	(79)	(0.0)
Presort Cards	462,757	457,051	5,706	1.2	1,288,679	1,327,284	(38,605)	(2.9)	10,545	10,858	(313)	(2.9)
Total Presort Letters and Cards	8,506,716	8,005,215	501,501	6.3	17,183,795	17,471,283	(287,487)	(1.6)	946,087	946,479	(392)	(0.0)
Flats	5,261	5,487	(226)	(4.1)	2,314	2,730	(416)	(15.2)	731	869	(139)	(16.0)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA 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	12,428,454	11,979,189	449,266	3.8	23,136,419	24,053,629	(917,211)	(3.8)	1,115,021	1,139,413	(24,392)	(2.1)
USPS Marketing Mail:												
High Density Letters	346,283	405,098	(58,815)	(14.5)	1,415,333	1,912,146	(496,813)	(26.0)	47,369	63,475	(16,105)	(25.4)
Saturation Letters	216,071	195,724	20,347	10.4	1,194,578	1,119,521	75,057	6.7	38,621	52,418	(13,797)	(26.3)
High Density Flats & Parcels	2,085	2,874	(789)	(27.5)	8,653	12,838	(4,184)	(32.6)	675	898	(223)	(24.8)
Saturation Flats & Parcels	20,117	19,188	930	4.8	104,404	102,361	2,043	2.0	4,301	4,202	99	2.4
Carrier Route	3,457	5,840	(2,383)	(40.8)	7,697	16,036	(8,339)	(52.0)	304	554	(251)	(45.3)
Letters	4,998,478	4,921,784	76,694	1.6	19,302,159	20,252,267	(950,108)	(4.7)	911,441	946,724	(35,283)	(3.7)
Flats	2,596	3,548	(953)	(26.8)	3,507	5,391	(1,883)	(34.9)	304	490	(186)	(37.9)
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic NSA Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
USPS Marketing Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total USPS Marketing Mail	5,589,087	5,554,056	35,030	0.6	22,036,332	23,420,559	(1,384,227)	(5.9)	1,003,016	1,068,762	(65,745)	(6.2)
Periodicals Mail:												
In-County	326	284	42	14.9	2,973	2,536	437	17.2	144	135	9	6.8
Outside County	1,240	1,407	(167)	(11.9)	4,264	4,945	(681)	(13.8)	346	413	(67)	(16.2)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	1,566	1,690	(125)	(7.4)	7,237	7,480	(243)	(3.3)	491	548	(58)	(10.6)
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0

COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2024 (Oct. 1, 2023 - Mar. 31, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent
Total Competitive Mail	309	1,992	(1,683)	(84.5)	32	624	(592)	(94.9)	3	35	(32)	(91.9)

COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2024 (Oct. 1, 2023 - Mar. 31, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent
Total Competitive Revenue	309	1,992	(1,683)	(84.5)	32	624	(592)	(94.9)	3	35	(32)	(91.9)

**TABLE 2-B
FLAT MAIL
MARKET DOMINANT PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2024 (Jan. 1, 2024 - Mar. 31, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 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	425,065	420,645	4,420	1.1	232,676	249,106	(16,430)	(6.6)	48,764	52,304	(3,540)	(6.8)
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	425,065	420,645	4,420	1.1	232,676	249,106	(16,430)	(6.6)	48,764	52,304	(3,540)	(6.8)
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	87,635	77,862	9,772	12.6	329,923	303,963	25,959	8.5	46,229	54,911	(8,682)	(15.8)
Saturation Flats & Parcels	308,868	325,863	(16,995)	(5.2)	1,649,390	1,726,365	(76,975)	(4.5)	198,727	227,637	(28,910)	(12.7)
Carrier Route	309,207	282,567	26,639	9.4	847,368	840,233	7,136	0.8	162,156	180,170	(18,013)	(10.0)
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	278,187	284,581	(6,394)	(2.2)	456,650	512,328	(55,678)	(10.9)	112,514	128,402	(15,888)	(12.4)
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Every Door Direct Mail Retail	30,059	26,522	3,537	13.3	148,861	140,664	8,198	5.8	18,882	17,842	1,040	5.8
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	1,013,954	997,395	16,559	1.7	3,432,192	3,523,552	(91,360)	(2.6)	538,508	608,962	(70,454)	(11.6)
Periodicals Mail:												
In-County	17,370	14,338	3,031	21.1	118,755	110,428	8,328	7.5	24,123	22,278	1,845	8.3
Outside County	201,446	208,857	(7,411)	(3.5)	548,499	622,280	(73,781)	(11.9)	164,216	188,705	(24,489)	(13.0)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	218,816	223,196	(4,380)	(2.0)	667,255	732,708	(65,453)	(8.9)	188,339	210,983	(22,644)	(10.7)
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	32,016	26,404	5,612	21.3	35,218	27,801	7,418	26.7	48,083	35,444	12,638	35.7
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	6,979	4,501	2,479	55.1	1,649	1,177	473	40.1	1,239	942	298	31.6
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	38,995	30,904	8,091	26.2	36,868	28,977	7,890	27.2	49,322	36,386	12,936	35.6

COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2024 (Jan. 1, 2024 - Mar. 31, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent
Total Competitive Mail	234,012	219,876	14,137	6.4	36,334	29,341	6,994	23.8	13,345	13,768	(423)	(3.1)

COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2024 (Jan. 1, 2024 - Mar. 31, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent
Total Competitive Revenue	234,012	219,876	14,137	6.4	36,334	29,341	6,994	23.8	13,345	13,768	(423)	(3.1)

**TABLE 2-B
FLAT MAIL
MARKET DOMINANT PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2024 (Oct. 1, 2023 - Mar. 31, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2024	FY 2023	Amount	Percent	FY 2024	FY 2023	Amount	Percent	FY 2024	FY 2023	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	849,354	846,264	3,090	0.4	469,791	517,806	(48,015)	(9.3)	97,853	107,932	(10,080)	(9.3)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA 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	849,354	846,264	3,090	0.4	469,791	517,806	(48,015)	(9.3)	97,853	107,932	(10,080)	(9.3)
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	198,864	255,857	(56,993)	(22.3)	752,279	1,115,097	(362,817)	(32.5)	117,969	150,713	(32,744)	(21.7)
Saturation Flats & Parcels	629,651	664,477	(34,825)	(5.2)	3,326,645	3,552,959	(226,315)	(6.4)	420,948	489,251	(68,303)	(14.0)
Carrier Route	688,277	783,501	(95,224)	(12.2)	1,896,059	2,449,918	(553,859)	(22.6)	380,633	470,452	(89,818)	(19.1)
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	615,722	639,769	(24,047)	(3.8)	1,036,774	1,222,553	(185,780)	(15.2)	259,452	299,896	(40,444)	(13.5)
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Every Door Direct Mail Retail	57,535	50,734	6,801	13.4	287,631	270,138	17,492	6.5	36,483	34,264	2,219	6.5
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	2,190,050	2,394,337	(204,287)	(8.5)	7,299,387	8,610,666	(1,311,279)	(15.2)	1,215,485	1,444,576	(229,091)	(15.9)
Periodicals Mail:												
In-County	34,249	28,239	6,010	21.3	236,592	220,591	16,002	7.3	50,735	47,442	3,293	6.9
Outside County	421,204	432,496	(11,292)	(2.6)	1,157,764	1,308,681	(150,916)	(11.5)	354,353	407,296	(52,943)	(13.0)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	455,453	460,735	(5,282)	(1.1)	1,394,356	1,529,271	(134,915)	(8.8)	405,088	454,737	(49,650)	(10.9)
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	60,011	55,098	4,914	8.9	65,481	59,077	6,403	10.8	88,938	75,656	13,282	17.6
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	13,147	8,729	4,418	50.6	3,158	2,337	821	35.1	2,177	1,760	417	23.7
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	73,159	63,827	9,332	14.6	68,639	61,415	7,225	11.8	91,116	77,416	13,699	17.7

COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2024 (Oct. 1, 2023 - Mar. 31, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent
Total Competitive Mail	464,353	445,978	18,375	4.1	74,242	59,905	14,337	23.9	27,083	29,093	(2,010)	(6.9)

COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2024 (Oct. 1, 2023 - Mar. 31, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent
Total Competitive Revenue	464,353	445,978	18,375	4.1	74,242	59,905	14,337	23.9	27,083	29,093	(2,010)	(6.9)

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2024 (Oct. 1, 2023 - Mar. 31, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent
Total Market Dominant and Competitive												
Total All Mail	4,032,369	4,211,141	(178,772)	(4.2)	9,339,040	10,805,348	(1,466,308)	(13.6)	1,840,839	2,117,138	(276,299)	(13.1)
Total All Services	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	4,032,369	4,211,141	(178,772)	(4.2)	9,339,040	10,805,348	(1,466,308)	(13.6)	1,840,839	2,117,138	(276,299)	(13.1)
Total All Other Revenue												
Total All Revenue	4,032,369	4,211,141	(178,772)	(4.2)								

**TABLE 2-C
PARCEL MAIL
MARKET DOMINANT PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2024 (Jan. 1, 2024 - Mar. 31, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 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	19	83	(64)	(76.8)	4	19	(14)	(76.8)	1	2	(2)	(78.7)
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	19	83	(64)	(76.8)	4	19	(14)	(76.8)	1	2	(2)	(78.7)
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	7	0	7	0.0	17	0	17	0.0	10	0	10	0.0
Carrier Route	5	1	4	492.8	9	2	7	399.8	1	0	1	417.6
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	147	3	144	4208.1	240	6	233	3589.5	4	0	4	2,044.1
Parcels	18,331	16,247	2,084	12.8	5,158	6,862	(1,705)	(24.8)	2,476	3,359	(883)	(26.3)
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	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total USPS Marketing Mail	18,490	16,252	2,239	13.8	5,423	6,871	(1,448)	(21.1)	2,492	3,359	(868)	(25.8)
Periodicals Mail:												
In-County	7	7	(0)	(2.6)	33	37	(4)	(11.1)	13	16	(3)	(18.6)
Outside County	528	576	(47)	(8.2)	386	476	(90)	(18.9)	803	912	(109)	(11.9)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	535	583	(47)	(8.1)	419	513	(94)	(18.4)	816	928	(112)	(12.0)
Package Services Mail:												
Alaska Bypass	10,500	9,780	720	7.4	321	316	5	1.7	21,650	21,278	371	1.7
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	81,192	85,556	(4,364)	(5.1)	55,144	61,089	(5,945)	(9.7)	119,714	134,050	(14,336)	(10.7)
Media and Library Mail	101,183	105,023	(3,839)	(3.7)	19,544	22,896	(3,352)	(14.6)	41,578	46,901	(5,323)	(11.3)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	192,875	200,359	(7,483)	(3.7)	75,010	84,301	(9,291)	(11.0)	182,942	202,229	(19,287)	(9.5)

COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2024 (Jan. 1, 2024 - Mar. 31, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	Percent
Total Competitive Mail	7,001,542	6,913,010	88,532	1.3	1,555,476	1,532,933	22,543	1.5	3,033,878	2,898,000	135,878	4.7

COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2024 (Jan. 1, 2024 - Mar. 31, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent
Total Competitive Revenue	7,001,542	6,913,010	88,532	1.3	1,555,476	1,532,933	22,543	1.5	3,033,878	2,898,000	135,878	4.7

**TABLE 2-C
PARCEL MAIL
MARKET DOMINANT PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2024 (Oct. 1, 2023 - Mar. 31, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2024	FY 2023	Amount	Percent	FY 2024	FY 2023	Amount	Percent	FY 2024	FY 2023	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	78	152	(74)	(48.5)	18	35	(17)	(47.9)	1	4	(2)	(69.4)
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	78	152	(74)	(48.5)	18	35	(17)	(47.9)	1	4	(2)	(69.4)
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	15	0	15	0.0	32	0	32	0.0	21	0	21	0.0
Carrier Route	5	1	4	307.9	9	3	7	236.3	1	0	1	307.4
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	170	20	151	769.8	279	38	241	639.9	5	2	3	202.5
Parcels	34,235	30,547	3,688	12.1	10,749	14,313	(3,564)	(24.9)	4,884	6,681	(1,797)	(26.9)
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic NSA Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
USPS Marketing Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total USPS Marketing Mail	34,425	30,568	3,857	12.6	11,069	14,353	(3,284)	(22.9)	4,911	6,683	(1,772)	(26.5)
Periodicals Mail:												
In-County	22	19	2	11.8	91	85	6	7.1	49	53	(4)	(7.2)
Outside County	1,112	1,182	(69)	(5.9)	826	1,018	(192)	(18.8)	1,660	1,854	(195)	(10.5)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	1,134	1,201	(67)	(5.6)	917	1,102	(186)	(16.9)	1,709	1,907	(199)	(10.4)
Package Services Mail:												
Alaska Bypass	20,146	19,808	338	1.7	616	650	(34)	(5.2)	41,538	43,812	(2,274)	(5.2)
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	169,801	168,303	1,499	0.9	117,493	123,240	(5,747)	(4.7)	248,603	264,038	(15,435)	(5.8)
Media and Library Mail	209,648	212,684	(3,035)	(1.4)	41,270	47,078	(5,808)	(12.3)	86,972	96,810	(9,838)	(10.2)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	399,596	400,794	(1,199)	(0.3)	159,380	170,968	(11,588)	(6.8)	377,112	404,660	(27,548)	(6.8)

COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2024 (Oct. 1, 2023 - Mar. 31, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent
Total Competitive Mail	15,350,957	15,016,539	334,418	2.2	3,425,074	3,306,755	118,318	3.6	6,797,424	6,299,336	498,088	7.9

COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2024 (Oct. 1, 2023 - Mar. 31, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent
Total Competitive Revenue	15,350,957	15,016,539	334,418	2.2	3,425,074	3,306,755	118,318	3.6	6,797,424	6,299,336	498,088	7.9

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2024 (Oct. 1, 2023 - Mar. 31, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	15,786,190	15,449,255	336,935	2.2	3,607,344	3,506,949	100,395	2.9	7,209,809	6,746,697	463,113	6.9
Total All Services	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	15,786,190	15,449,255	336,935	2.2	3,607,344	3,506,949	100,395	2.9	7,209,809	6,746,697	463,113	6.9
Total All Other Revenue												
Total All Revenue	15,786,190	15,449,255	336,935	2.2								

TABLE 3-A
STAMPED MAIL
MARKET DOMINANT PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2024 (Jan. 1, 2024 - Mar. 31, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2024	FY 2023	Amount	Percent	FY 2024	FY 2023	Amount	Percent	FY 2024	FY 2023	Amount	Percent
First-Class Mail:												
Single-Piece Letters	959,208	925,424	33,784	3.7	1,455,777	1,519,697	(63,920)	(4.2)	35,414	37,029	(1,615)	(4.4)
Single-Piece Cards	13,710	23,225	(9,515)	(41.0)	25,431	47,252	(21,821)	(46.2)	159	295	(136)	(46.2)
Total Single-Piece Letters and Cards	972,918	948,649	24,269	2.6	1,481,209	1,566,949	(85,741)	(5.5)	35,573	37,324	(1,751)	(4.7)
Presort Letters	43,573	39,019	4,554	11.7	82,078	79,035	3,043	3.8	5,573	5,190	383	7.4
Presort Cards	607	1,074	(466)	(43.4)	1,642	2,925	(1,284)	(43.9)	9	21	(11)	(54.0)
Total Presort Letters and Cards	44,181	40,092	4,088	10.2	83,720	81,961	1,759	2.1	5,583	5,211	372	7.1
Flats	27,261	29,908	(2,646)	(8.8)	13,791	16,305	(2,514)	(15.4)	2,591	3,094	(503)	(16.3)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA 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	1,044,359	1,018,649	25,711	2.5	1,578,720	1,665,215	(86,496)	(5.2)	43,747	45,629	(1,882)	(4.1)
USPS Marketing Mail:												
High Density Letters	3,834	4,132	(298)	(7.2)	14,965	17,466	(2,502)	(14.3)	467	577	(110)	(19.1)
Saturation Letters	3,381	2,339	1,043	44.6	17,977	13,124	4,853	37.0	534	433	100	23.2
High Density Flats & Parcels	384	1,282	(898)	(70.1)	1,489	5,079	(3,590)	(70.7)	32	101	(69)	(68.1)
Saturation Flats & Parcels	1,297	1,820	(522)	(28.7)	6,200	8,903	(2,703)	(30.4)	135	187	(52)	(27.7)
Carrier Route	339	422	(83)	(19.6)	885	1,231	(346)	(28.1)	35	52	(17)	(33.4)
Letters	162,046	145,663	16,383	11.2	779,542	752,736	26,806	3.6	40,384	39,220	1,164	3.0
Flats	4,474	3,602	873	24.2	8,119	7,538	582	7.7	1,309	1,224	85	7.0
Parcels	40	32	8	23.4	10	11	(2)	(14.8)	3	2	1	41.6
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	13	1	12	1401.8	0	0	0	0.0	0	0	0	0.0
Total USPS Marketing Mail	175,809	159,292	16,517	10.4	829,187	806,089	23,098	2.9	42,898	41,796	1,102	2.6
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	485	483	1	0.2	105	112	(7)	(5.9)	138	144	(6)	(4.1)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	485	483	1	0.2	105	112	(7)	(5.9)	138	144	(6)	(4.1)

COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2024 (Jan. 1, 2024 - Mar. 31, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent
Total Competitive Mail	18,405	19,288	(882)	(4.6)	2,600	3,123	(523)	(16.8)	2,191	2,536	(345)	(13.6)

COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2024 (Jan. 1, 2024 - Mar. 31, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent
Total Competitive Revenue	18,405	19,288	(882)	(4.6)	2,600	3,123	(523)	(16.8)	2,191	2,536	(345)	(13.6)

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2024 (Jan. 1, 2024 - Mar. 31, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent
Total Market Dominant and Competitive												
Total All Mail	1,239,058	1,197,712	41,347	3.5	2,410,611	2,474,539	(63,928)	(2.6)	88,974	90,105	(1,131)	(1.3)
Total All Services	6,335	8,042	(1,707)	(21.2)	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	1,245,393	1,205,754	39,640	3.3	2,410,611	2,474,539	(63,928)	(2.6)	88,974	90,105	(1,131)	(1.3)
Total All Other Revenue												
Total All Revenue	1,245,393	1,205,754	39,640	3.3								

**TABLE 3-A
STAMPED MAIL
MARKET DOMINANT PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2024 (Oct. 1, 2023 - Mar. 31, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent
First-Class Mail:												
Single-Piece Letters	2,272,031	2,266,680	5,351	0.2	3,491,963	3,767,473	(275,510)	(7.3)	88,427	97,198	(8,772)	(9.0)
Single-Piece Cards	39,732	56,203	(16,471)	(29.3)	74,527	118,545	(44,018)	(37.1)	466	741	(275)	(37.1)
Total Single-Piece Letters and Cards	2,311,763	2,322,883	(11,120)	(0.5)	3,566,490	3,886,018	(319,528)	(8.2)	88,892	97,939	(9,047)	(9.2)
Presort Letters	93,184	87,560	5,624	6.4	176,927	180,424	(3,496)	(1.9)	11,924	11,892	32	0.3
Presort Cards	1,558	2,556	(999)	(39.1)	4,198	7,201	(3,003)	(41.7)	27	50	(23)	(46.3)
Total Presort Letters and Cards	94,741	90,116	4,625	5.1	181,125	187,625	(6,499)	(3.5)	11,951	11,942	9	0.1
Flats	55,227	62,033	(6,806)	(11.0)	28,056	34,365	(6,309)	(18.4)	5,331	6,709	(1,378)	(20.5)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA 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	2,461,731	2,475,032	(13,301)	(0.5)	3,775,671	4,108,008	(332,337)	(8.1)	106,174	116,590	(10,416)	(8.9)
USPS Marketing Mail:												
High Density Letters	6,794	7,886	(1,092)	(13.9)	26,604	35,589	(8,985)	(25.2)	821	1,126	(304)	(27.0)
Saturation Letters	5,901	3,993	1,909	47.8	31,455	23,312	8,143	34.9	925	709	216	30.4
High Density Flats & Parcels	771	2,042	(1,271)	(62.3)	3,011	8,468	(5,457)	(64.4)	67	222	(155)	(69.7)
Saturation Flats & Parcels	2,437	3,198	(761)	(23.8)	11,724	15,849	(4,125)	(26.0)	268	374	(106)	(28.4)
Carrier Route	750	759	(9)	(1.2)	2,057	2,303	(246)	(10.7)	142	112	30	27.1
Letters	359,224	322,194	37,030	11.5	1,792,036	1,753,296	38,740	2.2	92,100	89,989	2,112	2.3
Flats	9,966	8,601	1,365	15.9	18,699	19,408	(709)	(3.7)	3,376	3,903	(527)	(13.5)
Parcels	78	56	21	37.9	21	20	1	4.5	4	3	1	45.2
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	34	53	(19)	(35.8)	0	0	0	0.0	0	0	0	0.0
Total USPS Marketing Mail	385,956	348,784	37,173	10.7	1,885,607	1,858,244	27,362	1.5	97,704	96,438	1,266	1.3
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	900	676	224	33.1	200	160	40	25.0	284	207	77	37.2
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	900	676	224	33.1	200	160	40	25.0	284	207	77	37.2

COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2024 (Oct. 1, 2023 - Mar. 31, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent
Total Competitive Mail	33,723	38,138	(4,415)	(11.6)	5,067	6,230	(1,164)	(18.7)	3,987	5,243	(1,256)	(24.0)

COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2024 (Oct. 1, 2023 - Mar. 31, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent
Total Competitive Revenue	33,723	38,138	(4,415)	(11.6)	5,067	6,230	(1,164)	(18.7)	3,987	5,243	(1,256)	(24.0)

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2024 (Oct. 1, 2023 - Mar. 31, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent
Total Market Dominant and Competitive												
Total All Mail	2,882,310	2,862,630	19,680	0.7	5,666,544	5,972,786	(306,242)	(5.1)	208,148	218,482	(10,334)	(4.7)
Total All Services	12,011	15,705	(3,695)	(23.5)	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	2,894,320	2,878,335	15,985	0.6	5,666,544	5,972,786	(306,242)	(5.1)	208,148	218,482	(10,334)	(4.7)
Total All Other Revenue												
Total All Revenue	2,894,320	2,878,335	15,985	0.6								

**TABLE 3-B
METERED MAIL
MARKET DOMINANT PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2024 (Jan. 1, 2024 - Mar. 31, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent
First-Class Mail:												
Single-Piece Letters	678,184	668,769	9,415	1.4	992,507	1,069,818	(77,311)	(7.2)	32,875	35,723	(2,848)	(8.0)
Single-Piece Cards	18,577	10,992	7,585	69.0	33,768	22,698	11,070	48.8	211	142	69	48.8
Total Single-Piece Letters and Cards	696,761	679,761	17,000	2.5	1,026,275	1,092,515	(66,241)	(6.1)	33,086	35,864	(2,779)	(7.7)
Presort Letters	651,141	662,325	(11,184)	(1.7)	1,258,873	1,385,498	(126,624)	(9.1)	76,422	83,864	(7,442)	(8.9)
Presort Cards	658	521	136	26.2	1,803	1,455	349	24.0	19	15	4	25.4
Total Presort Letters and Cards	651,799	662,846	(11,047)	(1.7)	1,260,677	1,386,952	(126,276)	(9.1)	76,441	83,879	(7,438)	(8.9)
Flats	215,284	218,673	(3,389)	(1.5)	119,852	130,118	(10,266)	(7.9)	21,778	24,255	(2,477)	(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	1,563,844	1,561,280	2,564	0.2	2,406,803	2,609,585	(202,782)	(7.8)	131,305	143,998	(12,693)	(8.8)
USPS Marketing Mail:												
High Density Letters	191	492	(301)	(61.3)	729	2,065	(1,336)	(64.7)	32	83	(50)	(61.0)
Saturation Letters	4	3	0	12.7	21	22	(1)	(4.7)	1	1	(0)	(7.5)
High Density Flats & Parcels	19	21	(1)	(5.3)	70	76	(6)	(7.6)	4	6	(2)	(31.8)
Saturation Flats & Parcels	7	1	7	837.2	35	7	28	405.5	2	0	1	448.0
Carrier Route	13	17	(4)	(23.9)	34	45	(11)	(25.0)	1	3	(1)	(47.6)
Letters	37,491	38,486	(994)	(2.6)	179,008	197,826	(18,818)	(9.5)	9,424	10,773	(1,349)	(12.5)
Flats	1,284	841	443	52.6	1,779	1,265	514	40.6	281	258	23	8.9
Parcels	13	9	4	51.1	3	3	(0)	(9.5)	1	0	1	296.0
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	2	24	(21)	(90.3)	0	0	0	0.0	0	0	0	0.0
Total USPS Marketing Mail	39,024	39,892	(868)	(2.2)	181,679	201,309	(19,630)	(9.8)	9,746	11,124	(1,378)	(12.4)
Periodicals Mail:												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	74,007	74,739	(731)	(1.0)	14,576	16,464	(1,888)	(11.5)	29,134	32,564	(3,430)	(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	74,007	74,739	(731)	(1.0)	14,576	16,464	(1,888)	(11.5)	29,134	32,564	(3,430)	(10.5)

COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2024 (Jan. 1, 2024 - Mar. 31, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent
Total Competitive Mail	2,555,441	2,584,029	(28,588)	(1.1)	402,345	407,574	(5,229)	(1.3)	571,842	510,721	61,121	12.0

COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2024 (Jan. 1, 2024 - Mar. 31, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent
Total Competitive Revenue	2,555,441	2,584,029	(28,588)	(1.1)	402,345	407,574	(5,229)	(1.3)	571,842	510,721	61,121	12.0

**TABLE 3-B
METERED MAIL
MARKET DOMINANT PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2024 (Oct. 1, 2023 - Mar. 31, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent
First-Class Mail:												
Single-Piece Letters	1,320,774	1,360,762	(39,988)	(2.9)	1,942,733	2,212,204	(269,471)	(12.2)	64,828	75,100	(10,272)	(13.7)
Single-Piece Cards	33,058	21,951	11,108	50.6	60,995	46,675	14,320	30.7	381	292	90	30.7
Total Single-Piece Letters and Cards	1,353,832	1,382,713	(28,880)	(2.1)	2,003,728	2,258,878	(255,151)	(11.3)	65,210	75,392	(10,183)	(13.5)
Presort Letters	1,291,087	1,275,935	15,152	1.2	2,513,792	2,704,033	(190,241)	(7.0)	152,322	163,343	(11,021)	(6.7)
Presort Cards	1,190	1,094	96	8.8	3,258	3,129	129	4.1	34	34	0	0.4
Total Presort Letters and Cards	1,292,277	1,277,029	15,248	1.2	2,517,051	2,707,162	(190,112)	(7.0)	152,356	163,377	(11,021)	(6.7)
Flats	420,992	434,044	(13,052)	(3.0)	236,696	263,949	(27,253)	(10.3)	42,505	48,824	(6,319)	(12.9)
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	3,067,102	3,093,786	(26,684)	(0.9)	4,757,474	5,229,990	(472,515)	(9.0)	260,071	287,593	(27,523)	(9.6)
USPS Marketing Mail:												
High Density Letters	357	778	(420)	(54.1)	1,370	3,324	(1,954)	(58.8)	59	123	(64)	(52.2)
Saturation Letters	8	27	(19)	(69.4)	49	170	(121)	(71.1)	2	6	(5)	(75.5)
High Density Flats & Parcels	27	21	6	27.9	94	77	17	22.5	5	6	(1)	(18.6)
Saturation Flats & Parcels	10	1	9	869.1	53	9	44	499.0	4	0	4	1,101.2
Carrier Route	21	20	1	3.1	55	54	1	2.2	2	3	(1)	(30.6)
Letters	76,352	76,486	(134)	(0.2)	379,323	407,540	(28,217)	(6.9)	20,251	22,583	(2,332)	(10.3)
Flats	2,930	1,949	981	50.3	4,395	3,475	920	26.5	774	787	(13)	(1.7)
Parcels	33	24	9	37.7	9	10	(1)	(10.4)	2	1	1	106.2
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	2	67	(64)	(96.4)	0	0	0	0.0	0	0	0	0.0
Total USPS Marketing Mail	79,740	79,372	368	0.5	385,349	414,659	(29,310)	(7.1)	21,099	23,510	(2,411)	(10.3)
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	151,188	149,491	1,697	1.1	30,267	33,361	(3,093)	(9.3)	60,075	66,704	(6,629)	(9.9)
Package Services Mail Fees	3	0	3	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	151,191	149,491	1,701	1.1	30,267	33,361	(3,093)	(9.3)	60,075	66,704	(6,629)	(9.9)

COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2024 (Oct. 1, 2023 - Mar. 31, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent
Total Competitive Mail	5,452,715	5,563,656	(110,941)	(2.0)	857,191	860,139	(2,948)	(0.3)	1,202,419	1,087,365	115,054	10.6

COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2024 (Oct. 1, 2023 - Mar. 31, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent
Total Competitive Revenue	5,452,715	5,563,656	(110,941)	(2.0)	857,191	860,139	(2,948)	(0.3)	1,202,419	1,087,365	115,054	10.6

TABLE 3-D
PVI MAIL
MARKET DOMINANT PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2024 (Jan. 1, 2024 - Mar. 31, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent
First-Class Mail:												
Single-Piece Letters	8,058	7,954	104	1.3	10,080	10,652	(572)	(5.4)	562	594	(32)	(5.4)
Single-Piece Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Single-Piece Letters and Cards	8,058	7,954	104	1.3	10,080	10,652	(572)	(5.4)	562	594	(32)	(5.4)
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	31,050	30,928	121	0.4	14,524	15,458	(935)	(6.0)	3,360	3,567	(207)	(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	39,108	38,883	225	0.6	24,604	26,111	(1,507)	(5.8)	3,922	4,161	(239)	(5.7)
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	16,862	17,300	(438)	(2.5)	3,049	3,508	(459)	(13.1)	7,436	8,387	(950)	(11.3)
Package Services Mail Fees	3	0	3	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	16,864	17,300	(436)	(2.5)	3,049	3,508	(459)	(13.1)	7,436	8,387	(950)	(11.3)

COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2024 (Jan. 1, 2024 - Mar. 31, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	Percent
Total Competitive Mail	605,681	642,506	(36,825)	(5.7)	48,836	52,174	(3,337)	(6.4)	106,091	113,293	(7,202)	(6.4)

COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2024 (Jan. 1, 2024 - Mar. 31, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent
Total Competitive Revenue	605,682	642,507	(36,826)	(5.7)	48,836	52,174	(3,337)	(6.4)	106,091	113,293	(7,202)	(6.4)

**TABLE 3-D
PVI MAIL
MARKET DOMINANT PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2024 (Oct. 1, 2023 - Mar. 31, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2024	FY 2023	Amount	Percent	FY 2024	FY 2023	Amount	Percent	FY 2024	FY 2023	Amount	Percent
First-Class Mail:												
Single-Piece Letters	14,972	14,785	187	1.3	18,771	19,900	(1,129)	(5.7)	1,050	1,121	(71)	(6.3)
Single-Piece Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Single-Piece Letters and Cards	14,972	14,785	187	1.3	18,771	19,900	(1,129)	(5.7)	1,050	1,121	(71)	(6.3)
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	54,618	53,901	717	1.3	25,624	27,106	(1,482)	(5.5)	5,979	6,319	(340)	(5.4)
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	69,590	68,686	904	1.3	44,395	47,006	(2,610)	(5.6)	7,029	7,440	(411)	(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	34,833	35,139	(306)	(0.9)	6,406	7,237	(832)	(11.5)	15,500	17,305	(1,805)	(10.4)
Package Services Mail Fees	3	0	3	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	34,835	35,139	(304)	(0.9)	6,406	7,237	(832)	(11.5)	15,500	17,305	(1,805)	(10.4)

COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2024 (Oct. 1, 2023 - Mar. 31, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent
Total Competitive Mail	1,363,812	1,482,323	(118,511)	(8.0)	108,086	115,763	(7,677)	(6.6)	254,407	272,329	(17,921)	(6.6)

COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2024 (Oct. 1, 2023 - Mar. 31, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent
Total Competitive Revenue	1,363,813	1,482,325	(118,512)	(8.0)	108,086	115,763	(7,677)	(6.6)	254,407	272,329	(17,921)	(6.6)

**TABLE 3-E
PERMIT IMPRINT MAIL
MARKET DOMINANT PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2024 (Jan. 1, 2024 - Mar. 31, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent
First-Class Mail:												
Single-Piece Letters	112,977	111,922	1,055	0.9	168,418	179,514	(11,096)	(6.2)	6,501	8,112	(1,611)	(19.9)
Single-Piece Cards	8,935	9,955	(1,020)	(10.2)	17,034	21,391	(4,358)	(20.4)	125	157	(32)	(20.3)
Total Single-Piece Letters and Cards	121,912	121,877	36	0.0	185,452	200,906	(15,454)	(7.7)	6,626	8,269	(1,643)	(19.9)
Presort Letters	3,424,978	3,197,201	227,777	7.1	6,780,153	6,765,558	14,595	0.2	401,020	388,765	12,255	3.2
Presort Cards	219,523	205,694	13,829	6.7	614,078	580,841	33,237	5.7	5,025	4,751	274	5.8
Total Presort Letters and Cards	3,644,501	3,402,895	241,606	7.1	7,394,231	7,346,399	47,832	0.7	406,046	393,516	12,530	3.2
Flats	153,339	142,955	10,383	7.3	85,292	88,081	(2,789)	(3.2)	21,346	21,702	(356)	(1.6)
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	12,463	11,328	1,135	10.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	3,932,215	3,679,056	253,160	6.9	7,664,975	7,635,386	29,589	0.4	434,018	423,487	10,531	2.5
USPS Marketing Mail:												
High Density Letters	172,649	187,481	(14,832)	(7.9)	704,116	833,511	(129,395)	(15.5)	23,444	28,203	(4,760)	(16.9)
Saturation Letters	105,016	97,177	7,839	8.1	584,934	546,315	38,619	7.1	18,733	25,771	(7,038)	(27.3)
High Density Flats & Parcels	88,563	77,430	11,133	14.4	333,330	302,349	30,981	10.2	46,623	55,103	(8,480)	(15.4)
Saturation Flats & Parcels	317,697	333,005	(15,308)	(4.6)	1,695,661	1,764,557	(68,896)	(3.9)	200,804	229,419	(28,616)	(12.5)
Carrier Route	311,217	284,509	26,707	9.4	850,001	844,950	5,051	0.6	162,238	180,301	(18,063)	(10.0)
Letters	2,142,197	2,093,921	48,276	2.3	8,038,429	8,150,690	(112,261)	(1.4)	380,247	379,829	417	0.1
Flats	273,806	281,762	(7,956)	(2.8)	448,143	505,877	(57,734)	(11.4)	111,054	127,173	(16,119)	(12.7)
Parcels	18,278	16,207	2,072	12.8	5,145	6,848	(1,703)	(24.9)	2,472	3,357	(884)	(26.3)
Every Door Direct Mail Retail	30,059	26,522	3,537	13.3	148,861	140,664	8,198	5.8	18,882	17,842	1,040	5.8
Domestic NSA Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
USPS Marketing Mail Fees	547	1,463	(917)	(62.7)	0	0	0	0.0	0	0	0	0.0
Total USPS Marketing Mail	3,460,028	3,399,477	60,552	1.8	12,808,621	13,095,761	(287,141)	(2.2)	964,496	1,046,998	(82,502)	(7.9)
Periodicals Mail:												
In-County	17,545	14,499	3,046	21.0	120,276	111,872	8,405	7.5	24,207	22,369	1,838	8.2
Outside County	202,591	210,168	(7,577)	(3.6)	550,973	625,343	(74,371)	(11.9)	165,189	189,832	(24,643)	(13.0)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	220,136	224,667	(4,532)	(2.0)	671,249	737,215	(65,966)	(8.9)	189,396	212,201	(22,805)	(10.7)
Package Services Mail:												
Alaska Bypass	10,500	9,780	720	7.4	321	316	5	1.7	21,650	21,278	371	1.7
Bound Printed Matter Flats	32,016	26,404	5,612	21.3	35,218	27,801	7,418	26.7	48,083	35,444	12,638	35.7
Bound Printed Matter Parcels	81,192	85,556	(4,364)	(5.1)	55,144	61,089	(5,945)	(9.7)	119,714	134,050	(14,336)	(10.7)
Media and Library Mail	16,602	16,945	(343)	(2.0)	3,422	3,978	(556)	(14.0)	6,041	6,714	(672)	(10.0)
Package Services Mail Fees	74	25	49	195.4	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	140,384	138,710	1,675	1.2	94,105	93,183	923	1.0	195,488	197,486	(1,999)	(1.0)

COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2024 (Jan. 1, 2024 - Mar. 31, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	Percent
Total Competitive Mail	4,125,601	3,969,995	155,606	3.9	1,137,640	1,099,615	38,025	3.5	2,366,643	2,284,801	81,842	3.6

COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2024 (Jan. 1, 2024 - Mar. 31, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent
Total Competitive Revenue	4,125,601	3,969,995	155,606	3.9	1,137,640	1,099,615	38,025	3.5	2,366,643	2,284,801	81,842	3.6

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2024 (Jan. 1, 2024 - Mar. 31, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent
Total Market Dominant and Competitive												
Total All Mail	11,878,365	11,411,904	466,461	4.1	22,376,673	22,661,264	(284,591)	(1.3)	4,150,360	4,165,373	(15,013)	(0.4)
Total All Services	43,511	26,358	17,153	65.1	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	11,921,876	11,438,262	483,614	4.2	22,376,673	22,661,264	(284,591)	(1.3)	4,150,360	4,165,373	(15,013)	(0.4)
Total All Other Revenue												
Total All Revenue	11,921,876	11,438,262	483,614	4.2								

**TABLE 3-E
PERMIT IMPRINT MAIL
MARKET DOMINANT PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2024 (Oct. 1, 2023 - Mar. 31, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent
First-Class Mail:												
Single-Piece Letters	215,080	225,523	(10,444)	(4.6)	322,716	366,888	(44,172)	(12.0)	12,653	17,116	(4,462)	(26.1)
Single-Piece Cards	17,482	19,212	(1,730)	(9.0)	33,843	42,496	(8,653)	(20.4)	248	310	(63)	(20.1)
Total Single-Piece Letters and Cards	232,562	244,736	(12,174)	(5.0)	356,559	409,384	(52,825)	(12.9)	12,901	17,426	(4,525)	(26.0)
Presort Letters	6,659,689	6,184,669	475,020	7.7	13,204,397	13,259,542	(55,146)	(0.4)	771,295	760,385	10,910	1.4
Presort Cards	460,009	453,401	6,608	1.5	1,281,223	1,316,953	(35,731)	(2.7)	10,484	10,775	(290)	(2.7)
Total Presort Letters and Cards	7,119,698	6,638,070	481,628	7.3	14,485,619	14,576,496	(90,876)	(0.6)	781,780	771,160	10,620	1.4
Flats	323,003	300,366	22,637	7.5	181,306	194,226	(12,920)	(6.7)	44,698	46,783	(2,085)	(4.5)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	23,752	23,760	(8)	(0.0)	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	7,699,015	7,206,932	492,083	6.8	15,023,484	15,180,105	(156,621)	(1.0)	839,379	835,368	4,011	0.5
USPS Marketing Mail:												
High Density Letters	339,687	396,434	(56,747)	(14.3)	1,387,359	1,873,233	(485,874)	(25.9)	46,489	62,226	(15,737)	(25.3)
Saturation Letters	210,537	191,705	18,832	9.8	1,163,074	1,096,039	67,035	6.1	37,695	51,703	(14,008)	(27.1)
High Density Flats & Parcels	200,352	256,668	(56,315)	(21.9)	757,827	1,119,389	(361,562)	(32.3)	118,572	151,382	(32,810)	(21.7)
Saturation Flats & Parcels	647,431	680,465	(33,034)	(4.9)	3,419,303	3,639,463	(220,159)	(6.0)	424,998	493,079	(68,080)	(13.8)
Carrier Route	691,652	788,562	(96,910)	(12.3)	1,901,653	2,463,601	(561,948)	(22.8)	380,794	470,891	(90,098)	(19.1)
Letters	4,569,730	4,523,105	46,625	1.0	17,130,800	18,091,431	(960,631)	(5.3)	799,090	834,152	(35,062)	(4.2)
Flats	605,871	632,786	(26,915)	(4.3)	1,017,466	1,205,098	(187,632)	(15.6)	255,612	295,698	(40,086)	(13.6)
Parcels	34,124	30,467	3,657	12.0	10,719	14,283	(3,564)	(25.0)	4,877	6,677	(1,800)	(27.0)
Every Door Direct Mail Retail	57,535	50,734	6,801	13.4	287,631	270,138	17,492	6.5	36,483	34,264	2,219	6.5
Domestic NSA Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
USPS Marketing Mail Fees	1,267	2,660	(1,393)	(52.4)	0	0	0	0.0	0	0	0	0.0
Total USPS Marketing Mail	7,358,187	7,553,586	(195,399)	(2.6)	27,075,832	29,772,675	(2,696,842)	(9.1)	2,104,610	2,400,073	(295,463)	(12.3)
Periodicals Mail:												
In-County	34,597	28,542	6,054	21.2	239,656	223,211	16,445	7.4	50,928	47,630	3,298	6.9
Outside County	423,556	435,084	(11,528)	(2.6)	1,162,854	1,314,643	(151,789)	(11.5)	356,359	409,563	(53,204)	(13.0)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	458,153	463,626	(5,474)	(1.2)	1,402,510	1,537,854	(135,344)	(8.8)	407,287	457,193	(49,906)	(10.9)
Package Services Mail:												
Alaska Bypass	20,146	19,808	338	1.7	616	650	(34)	(5.2)	41,538	43,812	(2,274)	(5.2)
Bound Printed Matter Flats	60,011	55,098	4,914	8.9	65,481	59,077	6,403	10.8	88,938	75,656	13,282	17.6
Bound Printed Matter Parcels	169,801	168,303	1,499	0.9	117,493	123,240	(5,747)	(4.7)	248,603	264,038	(15,435)	(5.8)
Media and Library Mail	35,549	36,017	(468)	(1.3)	7,483	8,636	(1,153)	(13.4)	13,209	14,314	(1,105)	(7.7)
Package Services Mail Fees	108	40	68	170.3	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	285,616	279,265	6,350	2.3	191,073	191,603	(530)	(0.3)	392,288	397,820	(5,532)	(1.4)

COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2024 (Oct. 1, 2023 - Mar. 31, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	Percent
Total Competitive Mail	9,118,800	8,540,854	577,946	6.8	2,528,436	2,384,586	143,850	6.0	5,363,100	4,962,558	400,542	8.1

COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2024 (Oct. 1, 2023 - Mar. 31, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent
Total Competitive Revenue	9,118,800	8,540,854	577,946	6.8	2,528,436	2,384,586	143,850	6.0	5,363,100	4,962,558	400,542	8.1

**TABLE 3-F
OTHER MAIL
MARKET DOMINANT PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2024 (Jan. 1, 2024 - Mar. 31, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent
First-Class Mail:												
Single-Piece Letters	1,545	1,252	293	23.4	2,172	1,940	232	12.0	74	58	16	28.1
Single-Piece Cards	88	29	59	204.0	61	58	3	5.1	0	0	0	5.1
Total Single-Piece Letters and Cards	1,633	1,281	352	27.5	2,233	1,998	235	11.8	75	58	16	28.0
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	547	1,050	(502)	(47.9)	288	504	(216)	(42.8)	48	127	(79)	(62.0)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	9	13	(3)	(25.2)	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	2,190	2,343	(153)	(6.5)	2,521	2,502	19	0.8	123	186	(63)	(33.8)
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	207	56	150	267.1	43	12	31	247.3	68	34	34	99.6
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	207	56	150	267.1	43	12	31	247.3	68	34	34	99.6

COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2024 (Jan. 1, 2024 - Mar. 31, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent
Total Competitive Mail	3,146	2,166	980	45.2	398	268	130	48.5	456	441	15	3.5

COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2024 (Jan. 1, 2024 - Mar. 31, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent
Total Competitive Revenue	3,146	2,166	980	45.2	398	268	130	48.5	456	441	15	3.5

**TABLE 3-F
OTHER MAIL
MARKET DOMINANT PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2024 (Oct. 1, 2023 - Mar. 31, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent
First-Class Mail:												
Single-Piece Letters	3,223	3,295	(72)	(2.2)	4,631	5,279	(648)	(12.3)	150	185	(36)	(19.2)
Single-Piece Cards	126	75	51	67.9	130	157	(26)	(16.8)	1	1	(0)	(16.8)
Total Single-Piece Letters and Cards	3,349	3,370	(22)	(0.6)	4,761	5,436	(675)	(12.4)	150	186	(36)	(19.2)
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	853	1,559	(706)	(45.3)	443	927	(484)	(52.2)	72	171	(98)	(57.7)
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	15	42	(27)	(64.3)	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	4,217	4,972	(755)	(15.2)	5,204	6,363	(1,159)	(18.2)	223	357	(134)	(37.6)
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	326	90	236	263.7	73	22	51	234.2	81	40	41	101.2
Package Services Mail Fees	3	0	3	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	328	90	239	266.6	73	22	51	234.2	81	40	41	101.2

COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2024 (Oct. 1, 2023 - Mar. 31, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent
Total Competitive Mail	4,485	5,279	(794)	(15.0)	568	566	3	0.5	597	970	(373)	(38.5)

COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2024 (Oct. 1, 2023 - Mar. 31, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2024 over FY 2023 Percent
Total Competitive Revenue	4,485	5,279	(794)	(15.0)	568	566	3	0.5	597	970	(373)	(38.5)

