

**MARKET DOMINANT PRODUCTS**  
**REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2024 (Jul. 1, 2024-Sep. 30, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023**  
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		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
<b>First-Class Mail:</b>												
Single-Piece Letters	1,525,806	1,559,225	(33,420)	(2.1)	2,153,794	2,393,421	(239,627)	(10.0)	64,501	68,527	(4,025)	(5.9)
Single-Piece Cards	47,398	41,229	6,168	15.0	82,650	79,165	3,485	4.4	554	514	40	7.8
Total Single-Piece Letters and Cards	1,573,204	1,600,455	(27,251)	(1.7)	2,236,444	2,472,586	(236,142)	(9.6)	65,055	69,041	(3,985)	(5.8)
Presort Letters	3,877,861	3,658,682	219,179	6.0	7,206,569	7,298,486	(91,917)	(1.3)	422,687	428,154	(5,467)	(1.3)
Presort Cards	217,689	203,816	13,874	6.8	576,151	563,743	12,408	2.2	4,714	4,611	103	2.2
Total Presort Letters and Cards	4,095,551	3,862,498	233,053	6.0	7,782,720	7,862,229	(79,509)	(1.0)	427,401	432,765	(5,364)	(1.2)
Flats	466,700	417,627	49,073	11.8	201,544	219,412	(17,868)	(8.1)	55,341	55,999	(658)	(1.2)
Domestic NSA Mail	-	-	-	-	-	-	-	-	-	-	-	-
Outbound Single-Piece First-Class Mail Intl	31,920	31,475	445	1.4	15,902	16,420	(519)	(3.2)	804	861	(57)	(6.6)
Inbound Intl Letter Post (Letters & Flats) & NSA Mail	10,107	10,384	(277)	(2.7)	13,534	14,492	(958)	(6.6)	1,208	1,420	(212)	(14.9)
First-Class Mail Fees	21,181	21,438	(257)	(1.2)	-	-	-	-	-	-	-	-
Total First-Class Mail	6,198,663	5,943,876	254,786	4.3	10,250,144	10,585,138	(334,995)	(3.2)	549,809	560,085	(10,276)	(1.8)
<b>USPS Marketing Mail:</b>												
High Density Letters	220,064	171,170	48,893	28.6	917,147	704,860	212,287	30.1	30,323	24,344	5,979	24.6
Saturation Letters	110,627	100,999	9,628	9.5	618,594	553,841	64,752	11.7	20,250	27,014	(6,764)	(25.0)
High Density Flats & Parcels	129,282	105,025	24,258	23.1	427,665	349,703	77,962	22.3	76,895	81,866	(4,971)	(6.1)
Saturation Flats & Parcels	321,822	315,623	6,199	2.0	1,645,915	1,678,326	(32,411)	(1.9)	196,441	208,810	(12,369)	(5.9)
Carrier Route	341,656	304,165	37,491	12.3	855,953	830,668	25,286	3.0	169,957	188,457	(18,500)	(9.8)
Letters	2,578,395	2,370,831	207,565	8.8	9,596,263	9,073,223	523,040	5.8	452,020	423,097	28,923	6.8
Flats	308,636	299,766	8,870	3.0	472,263	524,962	(52,699)	(10.0)	121,460	134,750	(13,290)	(9.9)
Parcels	13,105	14,284	(1,179)	(8.3)	3,527	5,078	(1,551)	(30.6)	1,431	2,270	(839)	(36.9)
Every Door Direct Mail Retail	30,121	26,541	3,580	13.5	136,788	134,571	2,217	1.6	17,350	17,069	281	1.6
Domestic NSA Mail	-	-	-	-	-	-	-	-	-	-	-	-
USPS Marketing Mail Fees	3,859	3,886	(27)	(0.7)	-	-	-	-	-	-	-	-
Total USPS Marketing Mail	4,057,568	3,712,290	345,278	9.3	14,674,115	13,855,233	818,882	5.9	1,086,128	1,107,677	(21,549)	(1.9)
<b>Periodicals Mail:</b>												
In-County	19,433	16,079	3,354	20.9	121,680	113,631	8,049	7.1	25,713	23,971	1,742	7.3
Outside County	204,005	208,517	(4,512)	(2.2)	516,589	574,574	(57,985)	(10.1)	158,043	180,152	(22,109)	(12.3)
Periodicals Mail Fees	691	700	(9)	(1.3)	-	-	-	-	-	-	-	-
Total Periodicals Mail	224,129	225,296	(1,166)	(0.5)	638,269	688,205	(49,936)	(7.3)	183,755	204,123	(20,368)	(10.0)
<b>Package Services Mail:</b>												
Alaska Bypass	9,084	10,211	(1,127)	(11.0)	267	313	(46)	(14.7)	17,974	21,104	(3,130)	(14.8)
Bound Printed Matter Flats	23,486	26,883	(3,397)	(12.6)	25,553	28,417	(2,864)	(10.1)	39,031	43,127	(4,096)	(9.5)
Bound Printed Matter Parcels	90,990	86,408	4,582	5.3	60,056	59,037	1,019	1.7	129,558	128,473	1,084	0.8
Media and Library Mail	102,224	104,969	(2,746)	(2.6)	17,766	21,012	(3,245)	(15.4)	39,753	44,667	(4,914)	(11.0)
Package Services Mail Fees	396	210	186	88.4	-	-	-	-	-	-	-	-
Total Package Services Mail	226,180	228,681	(2,501)	(1.1)	103,642	108,779	(5,137)	(4.7)	226,316	237,372	(11,055)	(4.7)

**MARKET DOMINANT PRODUCTS**  
**REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2024 (Jul. 1, 2024-Sep. 30, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023**  
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2023 Percent
U.S. Postal Service Mail	-	-	-	-	55,213	62,812	(7,600)	(12.1)	14,735	13,042	1,694	13.0
Free Mail	-	-	-	-	2,856	2,161	695	32.1	868	1,257	(389)	(30.9)
Total Market Dominant Mail	10,706,540	10,110,143	596,396	5.9	25,724,239	25,302,329	421,910	1.7	2,061,612	2,123,555	(61,943)	(2.9)
Ancillary Services:												
Certified Mail	191,473	155,826	35,647	22.9	39,682	35,623	4,059	11.4				
Collect on Delivery	1,507	1,038	468	45.1	85	60	24	40.3				
USPS Tracking	241	275	(34)	(12.2)	765	989	(224)	(22.7)				
Insurance	12,558	15,073	(2,515)	(16.7)	1,211	1,408	(197)	(14.0)				
Registered Mail	4,995	5,258	(263)	(5.0)	162	207	(46)	(22.2)				
Return Receipts	78,227	70,861	7,365	10.4	25,173	26,581	(1,408)	(5.3)				
Stamped Envelopes and Cards	3,658	3,191	467	14.6	-	-	-	-				
Other Domestic Ancillary Services	20,010	22,060	(2,050)	(9.3)	5,318	6,367	(1,049)	(16.5)				
International Ancillary Services	2,433	2,358	75	3.2	161	199	(37)	(18.8)				
Other NSA Ancillary Services	1,876	1,419	458	32.3	707	554	153	27.6				
Total Ancillary Services	316,978	277,360	39,619	14.3	73,264	71,989	1,275	1.8				
Special Services:												
Money Orders	49,511	48,445	1,066	2.2	13,915	15,198	(1,284)	(8.4)				
Post Office Box Service	83,612	81,107	2,505	3.1	4,963	5,053	(91)	(1.8)				
Other Domestic Special Services	48,335	44,793	3,543	7.9	324	393	(70)	(17.7)				
Other International Special Services	0	0	-	-	0	0	-	-				
Total Additional Special Services	181,459	174,345	7,114	4.1	19,201	20,645	(1,444)	(7.0)				
Total Market Dominant Services	498,437	451,705	46,732	10.3	92,465	92,633	(168)	(0.2)				
Total Market Dominant Mail and Services	11,204,977	10,561,848	643,129	6.1								
Other Market Dominant Revenue	308,057	451,008	(142,951)	(31.7)								
Total Market Dominant Revenue	11,513,034	11,012,856	500,178	4.5								
									Service Transactions			
									U.S. Postal Service Mail			
									Quarter 4, FY 2024 1/			
									Ancillary Services		3,316	
									Other Services		-	
									Total		3,316	

**COMPETITIVE PRODUCTS**  
**REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2024 (Jul. 1, 2024-Sep. 30, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023**  
**(Data in Thousands)**

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		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	150,629	171,207	(20,577)	(12.0)	4,916	5,852	(936)	(16.0)	5,075	5,608	(533)	(9.5)
First-Class Package Service:												
Total First-Class Package Service	0	137,341	(137,341)	(100.0)	0	31,765	(31,765)	(100.0)	0	12,882	(12,882)	(100.0)
Retail Ground Mail:												
Total Retail Ground	0	9,354	(9,354)	(100.0)	0	466	(466)	(100.0)	0	2,240	(2,240)	(100.0)
USPS Ground Advantage:												
Total USPS Ground Advantage	3,337,729	2,310,491	1,027,238	44.5	588,995	447,443	141,551	31.6	734,700	382,096	352,605	92.3
Priority Mail:												
Total Priority Mail	1,442,325	2,278,530	(836,205)	(36.7)	139,206	235,362	(96,156)	(40.9)	336,882	614,209	(277,327)	(45.2)
Parcel Select & Parcel Return Service Mail:												
Total Parcel Select & Parcel Return Service Mail	2,600,724	2,506,158	94,566	3.8	920,954	903,728	17,226	1.9	2,245,059	2,172,864	72,194	3.3

**COMPETITIVE PRODUCTS**  
**REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2024 (Jul. 1, 2024-Sep. 30, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023**  
**(Data in Thousands)**

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		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	46,077	50,770	(4,693)	(9.2)	582	672	(90)	(13.3)	3,475	4,197	(722)	(17.2)
Outbound International Expedited Services	11,130	12,461	(1,330)	(10.7)	116	132	(17)	(12.6)	444	552	(108)	(19.5)
Other Outbound International Mail	87,764	105,267	(17,503)	(16.6)	10,765	13,526	(2,761)	(20.4)	7,595	10,121	(2,526)	(25.0)
Inbound International	128,254	129,373	(1,118)	(0.9)	19,374	19,244	130	0.7	32,161	34,442	(2,281)	(6.6)
International Mail Fees	1	1	(0)	(31.2)	-	-	-	-	-	-	-	-
Total International Mail	273,226	297,871	(24,645)	(8.3)	30,837	33,575	(2,738)	(8.2)	43,675	49,312	(5,636)	(11.4)
Total Competitive Mail	7,804,632	7,710,952	93,681	1.2	1,684,908	1,658,191	26,717	1.6	3,365,391	3,239,211	126,179	3.9



**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS**  
**REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2024 (Jul. 1, 2024-Sep. 30, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023**  
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		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	18,511,172	17,821,095	690,077	3.9	27,409,147	26,960,520	448,628	1.7	5,427,003	5,362,766	64,236	1.2
Total All Services	829,568	790,550	39,018	4.9	113,790	115,100	(1,310)	(1.1)				
Total All Mail and Services	19,340,740	18,611,645	729,095	3.9								
Total All Other Revenue	346,662	498,136	(151,474)	(30.4)								
Total All Revenue	19,687,402	19,109,781	577,622	3.0								

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 4 YTD**  
**FISCAL YEAR 2024 (Oct. 1, 2023-Sep. 30, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023**  
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 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
<b>First-Class Mail:</b>												
Single-Piece Letters	6,985,830	7,088,842	(103,013)	(1.5)	10,346,119	11,392,726	(1,046,607)	(9.2)	300,994	337,837	(36,843)	(10.9)
Single-Piece Cards	178,309	179,101	(791)	(0.4)	325,862	368,668	(42,807)	(11.6)	2,132	2,385	(254)	(10.6)
Total Single-Piece Letters and Cards	7,164,139	7,267,943	(103,804)	(1.4)	10,671,981	11,761,395	(1,089,414)	(9.3)	303,126	340,222	(37,097)	(10.9)
Presort Letters	15,543,122	14,699,591	843,531	5.7	30,307,352	30,811,256	(503,904)	(1.6)	1,780,383	1,798,112	(17,730)	(1.0)
Presort Cards	886,593	855,650	30,943	3.6	2,451,732	2,437,821	13,910	0.6	20,062	19,941	120	0.6
Total Presort Letters and Cards	16,429,715	15,555,241	874,474	5.6	32,759,084	33,249,078	(489,994)	(1.5)	1,800,444	1,818,054	(17,609)	(1.0)
Flats	1,721,598	1,661,217	60,381	3.6	881,390	971,193	(89,803)	(9.2)	201,720	212,795	(11,075)	(5.2)
Domestic NSA Mail	-	-	-	-	-	-	-	-	-	-	-	-
Outbound Single-Piece First-Class Mail Intl	171,528	179,111	(7,583)	(4.2)	89,129	99,028	(9,899)	(10.0)	4,539	5,150	(611)	(11.9)
Inbound Intl Letter Post (Letters & Flats) & NSA Mail	49,670	52,260	(2,591)	(5.0)	65,530	71,726	(6,196)	(8.6)	6,031	6,793	(762)	(11.2)
First-Class Mail Fees	98,696	99,500	(804)	(0.8)	-	-	-	-	-	-	-	-
Total First-Class Mail	25,635,346	24,815,272	820,074	3.3	44,467,113	46,152,419	(1,685,306)	(3.7)	2,315,861	2,383,013	(67,152)	(2.8)
<b>USPS Marketing Mail:</b>												
High Density Letters	743,129	739,833	3,296	0.4	3,069,543	3,343,211	(273,668)	(8.2)	100,973	112,015	(11,042)	(9.9)
Saturation Letters	439,570	401,392	38,178	9.5	2,460,648	2,258,612	202,036	8.9	80,451	107,027	(26,575)	(24.8)
High Density Flats & Parcels	401,224	447,221	(45,996)	(10.3)	1,459,552	1,804,684	(345,132)	(19.1)	236,243	290,064	(53,821)	(18.6)
Saturation Flats & Parcels	1,285,824	1,331,203	(45,378)	(3.4)	6,739,189	7,082,389	(343,200)	(4.8)	825,239	931,108	(105,869)	(11.4)
Carrier Route	1,286,620	1,334,403	(47,783)	(3.6)	3,454,272	4,024,763	(570,490)	(14.2)	686,795	808,538	(121,743)	(15.1)
Letters	9,893,232	9,493,449	399,783	4.2	37,804,077	38,126,466	(322,388)	(0.8)	1,780,204	1,779,440	764	0.0
Flats	1,183,350	1,204,305	(20,955)	(1.7)	1,935,109	2,227,825	(292,716)	(13.1)	486,056	555,251	(69,195)	(12.5)
Parcels	62,311	58,735	3,576	6.1	18,231	25,411	(7,180)	(28.3)	8,098	11,583	(3,485)	(30.1)
Every Door Direct Mail Retail	119,923	105,787	14,135	13.4	583,365	555,570	27,794	5.0	73,994	70,468	3,525	5.0
Domestic NSA Mail	-	-	-	-	-	-	-	-	-	-	-	-
USPS Marketing Mail Fees	20,315	23,468	(3,154)	(13.4)	-	-	-	-	-	-	-	-
Total USPS Marketing Mail	15,435,499	15,139,796	295,703	2.0	57,523,986	59,448,929	(1,924,943)	(3.2)	4,278,054	4,665,494	(387,440)	(8.3)
<b>Periodicals Mail:</b>												
In-County	72,303	59,684	12,619	21.1	483,556	451,825	31,730	7.0	102,995	95,953	7,042	7.3
Outside County	836,114	858,220	(22,106)	(2.6)	2,264,350	2,541,109	(276,759)	(10.9)	688,618	787,253	(98,635)	(12.5)
Periodicals Mail Fees	3,735	4,770	(1,035)	(21.7)	-	-	-	-	-	-	-	-
Total Periodicals Mail	912,152	922,675	(10,523)	(1.1)	2,747,906	2,992,935	(245,029)	(8.2)	791,613	883,205	(91,592)	(10.4)
<b>Package Services Mail:</b>												
Alaska Bypass	38,235	39,064	(829)	(2.1)	1,159	1,253	(94)	(7.5)	78,081	84,422	(6,341)	(7.5)
Bound Printed Matter Flats	109,283	107,564	1,719	1.6	119,055	114,868	4,187	3.6	165,178	152,276	12,902	8.5
Bound Printed Matter Parcels	327,850	317,026	10,824	3.4	223,843	226,433	(2,591)	(1.1)	472,900	483,228	(10,329)	(2.1)
Media and Library Mail	424,511	428,750	(4,239)	(1.0)	81,333	92,199	(10,866)	(11.8)	168,629	188,373	(19,744)	(10.5)
Package Services Mail Fees	1,321	915	406	44.3	-	-	-	-	-	-	-	-
Total Package Services Mail	901,201	893,320	7,881	0.9	425,389	434,753	(9,363)	(2.2)	884,788	908,299	(23,511)	(2.6)

**MARKET DOMINANT PRODUCTS**  
**REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2024 (Oct. 1, 2023-Sep. 30, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023**  
**(Data in Thousands)**

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2024	FY 2023	FY 2024 over	FY 2023	FY 2024	FY 2023	FY 2024 over	FY 2023	FY 2024	FY 2023	FY 2024 over	FY 2023
			Amount	Percent			Amount	Percent			Amount	Percent
U.S. Postal Service Mail	-	-	-	-	367,658	374,650	(6,991)	(1.9)	61,470	63,274	(1,803)	(2.8)
Free Mail	-	-	-	-	13,853	19,653	(5,800)	(29.5)	5,675	7,526	(1,850)	(24.6)
Total Market Dominant Mail	42,884,198	41,771,064	1,113,134	2.7	105,545,905	109,423,338	(3,877,433)	(3.5)	8,337,461	8,910,811	(573,350)	(6.4)
Ancillary Services:												
Certified Mail	712,775	650,206	62,569	9.6	157,441	155,559	1,882	1.2				
Collect on Delivery	5,401	4,417	984	22.3	305	283	22	7.9				
USPS Tracking	1,100	895	206	23.0	3,768	3,371	396	11.8				
Insurance	56,468	68,858	(12,390)	(18.0)	5,409	7,957	(2,548)	(32.0)				
Registered Mail	19,573	21,019	(1,445)	(6.9)	722	930	(209)	(22.4)				
Return Receipts	345,907	296,357	49,550	16.7	125,759	111,375	14,384	12.9				
Stamped Envelopes and Cards	12,093	9,514	2,579	27.1	-	-	-	-				
Other Domestic Ancillary Services	87,694	95,383	(7,689)	(8.1)	24,504	28,979	(4,475)	(15.4)				
International Ancillary Services	9,108	8,768	340	3.9	630	733	(103)	(14.0)				
Other NSA Ancillary Services	6,825	5,048	1,777	35.2	2,605	1,944	660	34.0				
Total Ancillary Services	1,256,945	1,160,464	96,481	8.3	321,143	311,132	10,011	3.2				
Special Services:												
Money Orders	197,171	186,415	10,756	5.8	58,494	63,338	(4,844)	(7.6)				
Post Office Box Service 3/	335,550	321,605	13,945	4.3	4,963	5,053	(91)	(1.8)				
Other Domestic Special Services	163,685	160,458	3,227	2.0	1,335	1,731	(396)	(22.9)				
Other International Special Services	0	0	-	-	0	0	-	-				
Total Additional Special Services	696,405	668,477	27,928	4.2	64,792	70,121	(5,330)	(7.6)				
Total Market Dominant Services	1,953,350	1,828,942	124,408	6.8	385,935	381,253	4,682	1.2				
Total Market Dominant Mail and Services	44,837,548	43,600,005	1,237,543	2.8								
Other Market Dominant Revenue	1,661,792	2,201,362	(539,570)	(24.5)								
Total Market Dominant Revenue	46,499,340	45,801,367	697,973	1.5								
										Service Transactions		
										U.S. Postal Service Mail		
										Quarter 4 YTD, FY 2024 1/		
										=====		
										Ancillary Services	11,861	
										Other Services	-	
										Total	11,861	



**COMPETITIVE PRODUCTS**  
**REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2024 (Oct. 1, 2023-Sep. 30, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023**  
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 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	640,535	713,930	(73,395)	(10.3)	21,006	24,032	(3,026)	(12.6)	21,483	23,994	(2,511)	(10.5)
First-Class Package Service:												
Total First-Class Package Service	0	5,845,111	(5,845,111)	(100.0)	0	1,363,406	(1,363,406)	(100.0)	0	533,584	(533,584)	(100.0)
Retail Ground Mail:												
Total Retail Ground	0	449,104	(449,104)	(100.0)	0	23,447	(23,447)	(100.0)	0	106,019	(106,019)	(100.0)
USPS Ground Advantage:												
Total USPS Ground Advantage	12,874,033	2,310,491	10,563,542	457.2	2,313,277	447,443	1,865,833	417.0	2,723,934	382,096	2,341,838	612.9
Priority Mail:												
Total Priority Mail	7,112,581	10,803,859	(3,691,279)	(34.2)	698,931	1,057,716	(358,786)	(33.9)	1,755,584	2,798,806	(1,043,222)	(37.3)
Parcel Select & Parcel Return Service Mail:												
Total Parcel Select & Parcel Return Service Mail	10,669,138	10,560,699	108,439	1.0	3,775,331	3,683,944	91,387	2.5	8,962,654	8,718,862	243,793	2.8

**COMPETITIVE PRODUCTS**  
**REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2024 (Oct. 1, 2023-Sep. 30, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023**  
**(Data in Thousands)**

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 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	209,102	235,840	(26,738)	(11.3)	2,660	3,154	(494)	(15.7)	16,354	19,982	(3,629)	(18.2)
Outbound International Expedited Services	47,550	59,575	(12,025)	(20.2)	493	630	(137)	(21.8)	2,031	3,013	(982)	(32.6)
Other Outbound International Mail	400,124	468,513	(68,388)	(14.6)	50,245	59,837	(9,591)	(16.0)	35,989	45,593	(9,604)	(21.1)
Inbound International	533,044	537,995	(4,951)	(0.9)	80,950	86,797	(5,847)	(6.7)	140,674	145,198	(4,525)	(3.1)
International Mail Fees	5	4	1	30.5	-	-	-	-	-	-	-	-
Total International Mail	1,189,825	1,301,926	(112,101)	(8.6)	134,348	150,418	(16,070)	(10.7)	195,048	213,787	(18,739)	(8.8)
Total Competitive Mail	32,486,111	31,985,120	500,991	1.6	6,942,892	6,750,408	192,485	2.9	13,658,704	12,777,148	881,556	6.9



**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS  
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD  
FISCAL YEAR 2024 (Oct. 1, 2023-Sep. 30, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023  
(Data in Thousands)**

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 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	75,370,309	73,756,183	1,614,126	2.2	112,488,798	116,173,746	(3,684,948)	(3.2)	21,996,165	21,687,959	308,206	1.4
Total All Services	3,303,362	3,188,229	115,132	3.6								
Total All Mail and Services	78,673,671	76,944,413	1,729,258	2.2								
Total All Other Revenue	1,831,135	2,379,539	(548,403)	(23.0)								
Total All Revenue	80,504,806	79,323,951	1,180,855	1.5								

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 4  
FISCAL YEAR 2024 (Jul. 1, 2024-Sep. 30, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023  
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		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
<b>First-Class Mail:</b>												
Single-Piece Letters	1,525,806	1,559,225	(33,420)	(2.1)	2,153,794	2,393,421	(239,627)	(10.0)	64,501	68,527	(4,025)	(5.9)
Single-Piece Cards	47,398	41,229	6,168	15.0	82,650	79,165	3,485	4.4	554	514	40	7.8
Total Single-Piece Letters and Cards	1,573,204	1,600,455	(27,251)	(1.7)	2,236,444	2,472,586	(236,142)	(9.6)	65,055	69,041	(3,985)	(5.8)
Presort Letters	3,877,861	3,664,234	213,628	5.8	7,206,569	7,298,486	(91,917)	(1.3)	422,687	428,154	(5,467)	(1.3)
Presort Cards	217,689	204,096	13,593	6.7	576,151	563,743	12,408	2.2	4,714	4,611	103	2.2
Total Presort Letters and Cards	4,095,551	3,868,330	227,221	5.9	7,782,720	7,862,229	(79,509)	(1.0)	427,401	432,765	(5,364)	(1.2)
Flats	138	2,525	(2,386)	(94.5)	30	1,187	(1,157)	(97.4)	4	372	(368)	(98.9)
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	5,668,893	5,471,309	197,584	3.6	10,019,194	10,336,002	(316,808)	(3.1)	492,460	502,178	(9,717)	(1.9)
<b>USPS Marketing Mail:</b>												
High Density Letters	220,064	171,714	48,349	28.2	917,147	704,860	212,287	30.1	30,323	24,344	5,979	24.6
Saturation Letters	110,627	101,329	9,298	9.2	618,594	553,841	64,752	11.7	20,250	27,014	(6,764)	(25.0)
High Density Flats & Parcels	1,007	973	34	3.5	3,562	3,854	(293)	(7.6)	344	312	32	10.4
Saturation Flats & Parcels	9,309	8,367	942	11.3	44,308	42,885	1,424	3.3	1,964	1,921	43	2.2
Carrier Route	1,556	2,055	(499)	(24.3)	2,920	4,607	(1,687)	(36.6)	101	143	(42)	(29.0)
Letters	2,578,395	2,377,709	200,686	8.4	9,596,263	9,073,223	523,040	5.8	452,020	423,097	28,923	6.8
Flats	1,068	1,192	(124)	(10.4)	1,386	1,644	(258)	(15.7)	113	133	(19)	(14.6)
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	2,922,026	2,663,339	258,687	9.7	11,184,180	10,384,914	799,266	7.7	505,117	476,964	28,153	5.9
<b>Periodicals Mail:</b>												
In-County	163	158	5	3.2	1,371	1,438	(66)	(4.6)	71	67	4	6.4
Outside County	596	622	(26)	(4.1)	1,926	2,143	(217)	(10.1)	150	174	(24)	(14.0)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	760	780	(20)	(2.6)	3,297	3,580	(283)	(7.9)	222	242	(20)	(8.3)
<b>Package Services Mail:</b>												
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 4**  
**FISCAL YEAR 2024 (Jul. 1, 2024-Sep. 30, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		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	268	170	98	57.7	29	28	1	3.1	2	3	(1)	(43.2)

**COMPETITIVE PRODUCTS**  
**REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2024 (Jul. 1, 2024-Sep. 30, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023**  
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2023 Percent
Total Competitive Revenue	268	170	98	57.7	29	28	1	3.1	2	3	(1)	(43.2)





**TABLE 2-A**  
**LETTER MAIL**  
**MARKET DOMINANT PRODUCTS**  
**REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2024 (Oct. 1, 2023-Sep. 30, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 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
<b>First-Class Mail:</b>												
Single-Piece Letters	6,956,967	7,062,727	(105,759)	(1.5)	10,304,575	11,343,433	(1,038,858)	(9.2)	299,608	336,172	(36,564)	(10.9)
Single-Piece Cards	177,440	178,285	(845)	(0.5)	324,213	366,875	(42,662)	(11.6)	2,121	2,374	(253)	(10.7)
Total Single-Piece Letters and Cards	7,134,408	7,241,012	(106,604)	(1.5)	10,628,788	11,710,309	(1,081,520)	(9.2)	301,729	338,546	(36,817)	(10.9)
Presort Letters	15,548,841	14,722,276	826,565	5.6	30,318,710	30,811,256	(492,546)	(1.6)	1,781,046	1,798,112	(17,067)	(0.9)
Presort Cards	887,025	856,709	30,315	3.5	2,452,929	2,437,821	15,108	0.6	20,071	19,941	130	0.7
Total Presort Letters and Cards	16,435,866	15,578,986	856,880	5.5	32,771,639	33,249,078	(477,439)	(1.4)	1,801,117	1,818,054	(16,936)	(0.9)
Flats	7,538	10,610	(3,073)	(29.0)	3,323	5,182	(1,859)	(35.9)	1,049	1,620	(571)	(35.2)
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	23,577,811	22,830,608	747,203	3.3	43,403,751	44,964,568	(1,560,818)	(3.5)	2,103,895	2,158,220	(54,325)	(2.5)
<b>USPS Marketing Mail:</b>												
High Density Letters	744,054	742,318	1,736	0.2	3,073,172	3,343,211	(270,039)	(8.1)	101,727	112,015	(10,288)	(9.2)
Saturation Letters	440,320	402,731	37,588	9.3	2,462,982	2,258,612	204,370	9.0	106,147	107,027	(880)	(0.8)
High Density Flats & Parcels	4,503	5,241	(738)	(14.1)	17,713	22,448	(4,735)	(21.1)	1,632	1,701	(69)	(4.1)
Saturation Flats & Parcels	40,056	37,878	2,178	5.7	200,990	198,422	2,569	1.3	8,580	8,493	87	1.0
Carrier Route	6,551	9,723	(3,173)	(32.6)	13,891	25,244	(11,352)	(45.0)	571	848	(277)	(32.7)
Letters	9,904,524	9,520,939	383,585	4.0	37,840,830	38,126,466	(285,636)	(0.7)	1,781,741	1,779,440	2,301	0.1
Flats	4,750	5,907	(1,157)	(19.6)	6,311	8,813	(2,503)	(28.4)	576	786	(211)	(26.8)
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	11,144,758	10,724,738	420,020	3.9	43,615,888	43,983,215	(367,326)	(0.8)	2,000,972	2,010,310	(9,338)	(0.5)
<b>Periodicals Mail:</b>												
In-County	647	601	46	7.7	5,768	5,572	195	3.5	289	287	2	0.7
Outside County	2,439	2,713	(274)	(10.1)	8,306	9,523	(1,217)	(12.8)	673	805	(132)	(16.4)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	3,086	3,314	(228)	(6.9)	14,074	15,096	(1,022)	(6.8)	961	1,091	(130)	(11.9)
<b>Package Services Mail:</b>												
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 4 YTD**  
**FISCAL YEAR 2024 (Oct. 1, 2023-Sep. 30, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 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	661	3,394	(2,734)	(80.5)	71	1,143	(1,072)	(93.8)	5	43	(39)	(89.4)

**COMPETITIVE PRODUCTS**  
**REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2024 (Oct. 1, 2023-Sep. 30, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023**  
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2023 Percent
Total Competitive Revenue	661	3,394	(2,734)	(80.5)	71	1,143	(1,072)	(93.8)	5	43	(39)	(89.4)

**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS**  
**REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2024 (Oct. 1, 2023-Sep. 30, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023**  
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 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	34,726,316	33,562,054	1,164,261	3.5	87,327,713	89,283,482	(1,955,770)	(2.2)	4,108,786	4,173,016	(64,230)	(1.5)
Total All Services	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	34,726,316	33,562,054	1,164,261	3.5	87,327,713	89,283,482	(1,955,770)	(2.2)	4,108,786	4,173,016	(64,230)	(1.5)
Total All Other Revenue												
Total All Revenue	34,726,316	33,562,054	1,164,261	3.5								

**TABLE 2-B  
FLAT MAIL  
MARKET DOMINANT PRODUCTS  
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4  
FISCAL YEAR 2024 (Jul. 1, 2024-Sep. 30, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023  
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		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
<b>First-Class Mail:</b>												
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	466,562	415,180	51,382	12.4	201,514	218,224	(16,711)	(7.7)	55,337	55,627	(290)	(0.5)
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	466,562	415,180	51,382	12.4	201,514	218,224	(16,711)	(7.7)	55,337	55,627	(290)	(0.5)
<b>USPS Marketing Mail:</b>												
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	128,275	104,335	23,940	22.9	424,104	345,849	78,255	22.6	76,551	81,554	(5,003)	(6.1)
Saturation Flats & Parcels	312,511	307,256	5,255	1.7	1,601,606	1,635,442	(33,835)	(2.1)	194,473	206,889	(12,417)	(6.0)
Carrier Route	340,100	302,792	37,308	12.3	853,033	826,060	26,973	3.3	169,856	188,314	(18,458)	(9.8)
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	307,534	298,888	8,646	2.9	470,822	523,278	(52,455)	(10.0)	121,345	134,616	(13,271)	(9.9)
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Every Door Direct Mail Retail	30,121	26,541	3,580	13.5	136,788	134,571	2,217	1.6	17,350	17,069	281	1.6
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	1,118,541	1,039,812	78,729	7.6	3,486,353	3,465,199	21,154	0.6	579,574	628,442	(48,868)	(7.8)
<b>Periodicals Mail:</b>												
In-County	19,278	15,924	3,354	21.1	120,292	112,180	8,112	7.2	25,634	23,894	1,740	7.3
Outside County	203,621	207,759	(4,138)	(2.0)	514,300	572,003	(57,703)	(10.1)	157,140	179,151	(22,012)	(12.3)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	222,899	223,683	(784)	(0.4)	634,592	684,183	(49,590)	(7.2)	182,774	203,045	(20,271)	(10.0)
<b>Package Services Mail:</b>												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	23,486	26,898	(3,411)	(12.7)	25,553	28,417	(2,864)	(10.1)	39,031	43,127	(4,096)	(9.5)
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	5,971	4,715	1,256	26.6	1,196	1,154	42	3.6	1,100	845	256	30.3
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	29,457	31,612	(2,155)	(6.8)	26,749	29,571	(2,822)	(9.5)	40,131	43,972	(3,841)	(8.7)





**COMPETITIVE PRODUCTS**  
**REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2024 (Jul. 1, 2024-Sep. 30, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2023 Percent
Total Competitive Mail	243,874	236,320	7,554	3.2	39,861	36,938	2,923	7.9	13,677	15,031	(1,355)	(9.0)

**COMPETITIVE PRODUCTS**  
**REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2024 (Jul. 1, 2024-Sep. 30, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		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	243,874	236,320	7,554	3.2	39,861	36,938	2,923	7.9	13,677	15,031	(1,355)	(9.0)



**TABLE 2-B  
FLAT MAIL  
MARKET DOMINANT PRODUCTS  
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD  
FISCAL YEAR 2024 (Oct. 1, 2023-Sep. 30, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023  
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 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
<b>First-Class Mail:</b>												
Single-Piece Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Single-Piece Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Single-Piece Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	1,725,888	1,664,806	61,082	3.7	874,668	961,753	(87,085)	(9.1)	205,542	221,412	(15,871)	(7.2)
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	1,725,888	1,664,806	61,082	3.7	874,668	961,753	(87,085)	(9.1)	205,542	221,412	(15,871)	(7.2)
<b>USPS Marketing Mail:</b>												
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	397,652	443,367	(45,715)	(10.3)	1,443,929	1,782,236	(338,307)	(19.0)	234,969	288,364	(53,394)	(18.5)
Saturation Flats & Parcels	1,240,273	1,293,324	(53,051)	(4.1)	6,501,846	6,883,967	(382,121)	(5.6)	813,249	922,615	(109,366)	(11.9)
Carrier Route	1,282,650	1,327,856	(45,206)	(3.4)	3,445,102	3,999,515	(554,414)	(13.9)	687,198	807,689	(120,491)	(14.9)
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	1,179,761	1,199,656	(19,896)	(1.7)	1,929,977	2,218,861	(288,884)	(13.0)	485,886	554,459	(68,573)	(12.4)
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Every Door Direct Mail Retail	119,923	105,787	14,135	13.4	583,365	555,570	27,794	5.0	73,994	70,468	3,525	5.0
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	4,220,258	4,369,991	(149,733)	(3.4)	13,904,219	15,440,150	(1,535,931)	(9.9)	2,295,295	2,643,594	(348,299)	(13.2)
<b>Periodicals Mail:</b>												
In-County	71,655	59,076	12,579	21.3	477,409	446,105	31,304	7.0	102,580	95,574	7,006	7.3
Outside County	833,504	855,036	(21,532)	(2.5)	2,252,875	2,529,637	(276,762)	(10.9)	684,264	782,868	(98,604)	(12.6)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	905,159	914,113	(8,953)	(1.0)	2,730,284	2,975,742	(245,458)	(8.2)	786,844	878,442	(91,598)	(10.4)
<b>Package Services Mail:</b>												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	109,213	107,629	1,584	1.5	118,982	114,868	4,114	3.6	165,080	152,276	12,804	8.4
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	24,900	18,729	6,170	32.9	5,714	4,848	867	17.9	4,293	3,644	649	17.8
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	134,113	126,358	7,754	6.1	124,696	119,716	4,981	4.2	169,373	155,920	13,453	8.6



**COMPETITIVE PRODUCTS**  
**REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2024 (Oct. 1, 2023-Sep. 30, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 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	1,022,310	880,910	141,400	16.1	171,286	124,226	47,060	37.9	58,330	56,337	1,994	3.5

**COMPETITIVE PRODUCTS**  
**REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2024 (Oct. 1, 2023-Sep. 30, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023**  
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2023 Percent
Total Competitive Revenue	1,022,310	880,910	141,400	16.1	171,286	124,226	47,060	37.9	58,330	56,337	1,994	3.5





**TABLE 2-C  
PARCEL MAIL  
MARKET DOMINANT PRODUCTS  
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4  
FISCAL YEAR 2024 (Jul. 1, 2024-Sep. 30, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023  
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		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
<b>First-Class Mail:</b>												
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	0	1	(1)	(100.0)	0	0	(0)	(100.0)	0	0	(0)	(100.0)
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	0	1	(1)	(100.0)	0	0	(0)	(100.0)	0	0	(0)	(100.0)
<b>USPS Marketing Mail:</b>												
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	2	0	2	0.0	1	0	1	0.0	5	0	5	0.0
Carrier Route	0	0	(0)	(90.3)	0	1	(1)	(90.5)	0	1	(1)	(86.4)
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	34	24	11	44.0	54	40	14	35.1	1	1	0	63.2
Parcels	13,105	14,284	(1,179)	(8.3)	3,527	5,078	(1,551)	(30.6)	1,431	2,270	(839)	(36.9)
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	13,142	14,308	(1,166)	(8.2)	3,582	5,119	(1,537)	(30.0)	1,437	2,271	(834)	(36.7)
<b>Periodicals Mail:</b>												
In-County	4	4	(0)	(2.4)	17	14	3	23.4	7	10	(3)	(30.1)
Outside County	514	555	(41)	(7.3)	363	429	(66)	(15.4)	753	827	(73)	(8.9)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	518	559	(41)	(7.3)	379	442	(63)	(14.2)	760	836	(76)	(9.1)
<b>Package Services Mail:</b>												
Alaska Bypass	9,084	10,211	(1,127)	(11.0)	267	313	(46)	(14.7)	17,974	21,104	(3,130)	(14.8)
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	90,990	86,408	4,582	5.3	60,056	59,037	1,019	1.7	129,558	128,473	1,084	0.8
Media and Library Mail	96,198	100,243	(4,045)	(4.0)	16,571	19,858	(3,287)	(16.6)	38,653	43,822	(5,169)	(11.8)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	196,272	196,862	(590)	(0.3)	76,894	79,208	(2,314)	(2.9)	186,185	193,400	(7,215)	(3.7)



**COMPETITIVE PRODUCTS**  
**REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2024 (Jul. 1, 2024-Sep. 30, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2023 Percent
Total Competitive Mail	7,078,822	6,951,557	127,265	1.8	1,609,266	1,581,799	27,467	1.7	3,302,962	3,169,257	133,705	4.2

**COMPETITIVE PRODUCTS**  
**REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2024 (Jul. 1, 2024-Sep. 30, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2023 Percent
Total Competitive Revenue	7,078,822	6,951,557	127,265	1.8	1,609,266	1,581,799	27,467	1.7	3,302,962	3,169,257	133,705	4.2



**TABLE 2-C  
PARCEL MAIL  
MARKET DOMINANT PRODUCTS  
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD  
FISCAL YEAR 2024 (Oct. 1, 2023-Sep. 30, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023  
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 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
<b>First-Class Mail:</b>												
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	0	151	(151)	(100.0)	0	35	(35)	(100.0)	0	4	(4)	(100.0)
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	0	151	(151)	(100.0)	0	35	(35)	(100.0)	0	4	(4)	(100.0)
<b>USPS Marketing Mail:</b>												
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	37	0	37	0.0	77	0	77	0.0	53	0	53	0.0
Carrier Route	7	2	5	277.0	12	4	8	214.8	3	1	2	167.2
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	272	81	191	236.8	445	150	295	196.9	8	6	2	42.5
Parcels	62,350	58,735	3,614	6.2	18,246	25,411	(7,165)	(28.2)	8,138	11,583	(3,444)	(29.7)
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	62,664	58,818	3,847	6.5	18,779	25,564	(6,785)	(26.5)	8,202	11,589	(3,388)	(29.2)
<b>Periodicals Mail:</b>												
In-County	35	36	(1)	(3.9)	141	148	(7)	(4.6)	74	92	(17)	(19.0)
Outside County	2,164	2,336	(172)	(7.4)	1,604	1,949	(345)	(17.7)	3,181	3,581	(400)	(11.2)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	2,198	2,372	(174)	(7.3)	1,745	2,097	(352)	(16.8)	3,255	3,672	(417)	(11.4)
<b>Package Services Mail:</b>												
Alaska Bypass	38,235	39,064	(829)	(2.1)	1,159	1,253	(94)	(7.5)	78,081	84,422	(6,341)	(7.5)
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	327,678	317,024	10,654	3.4	223,690	226,433	(2,743)	(1.2)	472,888	483,228	(10,341)	(2.1)
Media and Library Mail	404,849	408,333	(3,484)	(0.9)	76,644	87,240	(10,596)	(12.1)	166,815	184,558	(17,743)	(9.6)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	770,762	764,420	6,342	0.8	301,493	314,926	(13,432)	(4.3)	717,783	752,208	(34,425)	(4.6)



**COMPETITIVE PRODUCTS**  
**REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2024 (Oct. 1, 2023-Sep. 30, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 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	29,371,449	28,845,394	526,055	1.8	6,613,971	6,452,673	161,298	2.5	13,377,353	12,489,307	888,047	7.1



**COMPETITIVE PRODUCTS**  
**REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2024 (Oct. 1, 2023-Sep. 30, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023**  
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2023 Percent
Total Competitive Revenue	29,371,449	28,845,394	526,055	1.8	6,613,971	6,452,673	161,298	2.5	13,377,353	12,489,307	888,047	7.1

**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS**  
**REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2024 (Oct. 1, 2023-Sep. 30, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023**  
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 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	30,207,074	29,671,155	535,919	1.8	6,950,992	6,817,081	133,911	2.0	14,160,981	13,316,744	844,237	6.3
Total All Services	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	30,207,074	29,671,155	535,919	1.8	6,950,992	6,817,081	133,911	2.0	14,160,981	13,316,744	844,237	6.3
Total All Other Revenue												
Total All Revenue	30,207,074	29,671,155	535,919	1.8								

**TABLE 3-A  
STAMPED MAIL  
MARKET DOMINANT PRODUCTS  
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4  
FISCAL YEAR 2024 (Jul. 1, 2024-Sep. 30, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023  
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		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
<b>First-Class Mail:</b>												
Single-Piece Letters	785,313	841,101	(55,788)	(6.6)	1,144,130	1,331,004	(186,874)	(14.0)	28,430	30,917	(2,487)	(8.0)
Single-Piece Cards	29,169	20,278	8,891	43.8	50,520	38,571	11,949	31.0	316	241	75	31.0
Total Single-Piece Letters and Cards	814,482	861,380	(46,897)	(5.4)	1,194,649	1,369,574	(174,925)	(12.8)	28,746	31,158	(2,413)	(7.7)
Presort Letters	41,572	35,644	5,928	16.6	73,445	68,284	5,161	7.6	4,676	4,342	334	7.7
Presort Cards	670	981	(312)	(31.8)	1,702	2,653	(951)	(35.8)	14	19	(5)	(26.4)
Total Presort Letters and Cards	42,241	36,625	5,616	15.3	75,147	70,937	4,210	5.9	4,690	4,361	329	7.6
Flats	23,956	22,613	1,343	5.9	7,074	11,970	(4,896)	(40.9)	5,250	2,250	3,000	133.3
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	880,680	920,619	(39,939)	(4.3)	1,276,871	1,452,482	(175,611)	(12.1)	38,686	37,769	917	2.4
<b>USPS Marketing Mail:</b>												
High Density Letters	3,879	3,504	375	10.7	14,768	13,861	907	6.5	483	475	8	1.6
Saturation Letters	4,554	2,950	1,605	54.4	22,834	15,572	7,262	46.6	805	458	347	75.8
High Density Flats & Parcels	94	514	(420)	(81.7)	345	2,034	(1,689)	(83.0)	9	42	(33)	(77.6)
Saturation Flats & Parcels	555	677	(123)	(18.1)	2,528	3,291	(762)	(23.2)	68	73	(5)	(6.4)
Carrier Route	371	534	(163)	(30.5)	1,092	1,739	(648)	(37.2)	201	290	(89)	(30.8)
Letters	186,276	160,998	25,278	15.7	854,429	786,251	68,178	8.7	44,265	40,077	4,187	10.4
Flats	7,779	6,705	1,074	16.0	12,441	14,170	(1,730)	(12.2)	3,005	2,837	167	5.9
Parcels	21	28	(7)	(25.5)	7	8	(2)	(18.8)	1	1	(0)	(1.7)
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	36	3	33	947.0	0	0	0	0.0	0	0	0	0.0
Total USPS Marketing Mail	203,566	175,913	27,653	15.7	908,444	836,927	71,517	8.5	48,836	44,254	4,583	10.4
<b>Periodicals Mail:</b>												
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
<b>Package Services Mail:</b>												
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	415	226	189	83.9	82	57	25	43.8	107	49	58	118.4
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	415	226	189	83.9	82	57	25	43.8	107	49	58	118.4



**COMPETITIVE PRODUCTS**  
**REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2024 (Jul. 1, 2024-Sep. 30, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		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	13,498	15,532	(2,034)	(13.1)	2,038	2,322	(284)	(12.2)	1,821	1,785	37	2.1

**COMPETITIVE PRODUCTS**  
**REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2024 (Jul. 1, 2024-Sep. 30, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2023 Percent
Total Competitive Revenue	13,498	15,532	(2,034)	(13.1)	2,038	2,322	(284)	(12.2)	1,821	1,785	37	2.1



**TABLE 3-A  
STAMPED MAIL  
MARKET DOMINANT PRODUCTS  
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD  
FISCAL YEAR 2024 (Oct. 1, 2023-Sep. 30, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023  
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 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
<b>First-Class Mail:</b>												
Single-Piece Letters	3,948,675	4,006,885	(58,210)	(1.5)	5,974,572	6,540,493	(565,922)	(8.7)	148,726	163,554	(14,828)	(9.1)
Single-Piece Cards	113,074	97,439	15,634	16.0	205,264	198,865	6,399	3.2	1,283	1,243	40	3.2
Total Single-Piece Letters and Cards	4,061,748	4,104,324	(42,576)	(1.0)	6,179,836	6,739,358	(559,522)	(8.3)	150,009	164,796	(14,788)	(9.0)
Presort Letters	176,369	162,447	13,922	8.6	328,574	327,998	576	0.2	21,031	21,590	(559)	(2.6)
Presort Cards	3,003	4,901	(1,898)	(38.7)	8,008	13,578	(5,570)	(41.0)	66	95	(30)	(31.2)
Total Presort Letters and Cards	179,373	167,348	12,024	7.2	336,582	341,576	(4,994)	(1.5)	21,096	21,685	(589)	(2.7)
Flats	103,080	108,791	(5,711)	(5.2)	52,439	59,227	(6,789)	(11.5)	13,875	11,543	2,333	20.2
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	4,344,201	4,380,463	(36,262)	(0.8)	6,568,856	7,140,161	(571,305)	(8.0)	184,980	198,024	(13,044)	(6.6)
<b>USPS Marketing Mail:</b>												
High Density Letters	13,802	14,724	(922)	(6.3)	53,757	63,344	(9,588)	(15.1)	1,681	2,043	(362)	(17.7)
Saturation Letters	12,950	8,843	4,107	46.5	67,553	49,334	18,219	36.9	2,138	1,462	677	46.3
High Density Flats & Parcels	1,235	3,292	(2,057)	(62.5)	4,760	13,417	(8,657)	(64.5)	107	324	(217)	(66.9)
Saturation Flats & Parcels	4,171	4,346	(175)	(4.0)	19,858	21,466	(1,607)	(7.5)	456	504	(47)	(9.4)
Carrier Route	1,752	1,821	(69)	(3.8)	4,969	5,882	(913)	(15.5)	1,017	706	311	44.0
Letters	712,085	628,420	83,665	13.3	3,438,501	3,269,365	169,136	5.2	177,013	167,279	9,734	5.8
Flats	24,123	20,544	3,579	17.4	44,225	45,896	(1,671)	(3.6)	8,763	9,115	(352)	(3.9)
Parcels	150	124	25	20.5	44	40	4	10.3	8	6	1	22.4
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic NSA Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
USPS Marketing Mail Fees	73	77	(4)	(5.2)	0	0	0	0.0	0	0	0	0.0
Total USPS Marketing Mail	770,341	682,191	88,150	12.9	3,633,666	3,468,742	164,924	4.8	191,184	181,440	9,744	5.4
<b>Periodicals Mail:</b>												
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
<b>Package Services Mail:</b>												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	1,672	1,128	544	48.2	363	270	93	34.6	466	372	94	25.3
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	1,672	1,128	544	48.2	363	270	93	34.6	466	372	94	25.3





**COMPETITIVE PRODUCTS**  
**REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2024 (Oct. 1, 2023-Sep. 30, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2023 Percent
Total Competitive Mail	94,091	68,480	25,611	37.4	11,941	11,016	925	8.4	12,323	8,725	3,598	41.2

**COMPETITIVE PRODUCTS**  
**REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2024 (Oct. 1, 2023-Sep. 30, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023**  
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2024	FY 2023	Amount	Percent	FY 2024	FY 2023	Amount	Percent	FY 2024	FY 2023	Amount	Percent
Total Competitive Revenue	94,091	68,480	25,611	37.4	11,941	11,016	925	8.4	12,323	8,725	3,598	41.2

**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS**  
**REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2024 (Oct. 1, 2023-Sep. 30, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023**  
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 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	5,210,305	5,132,262	78,043	1.5	10,214,826	10,620,331	(405,505)	(3.8)	388,953	388,566	387	0.1
Total All Services	26,332	31,294	(4,962)	(15.9)	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	5,236,637	5,163,556	73,081	1.4	10,214,826	10,620,331	(405,505)	(3.8)	388,953	388,566	387	0.1
Total All Other Revenue												
Total All Revenue	5,236,637	5,163,556	73,081	1.4								

**TABLE 3-B  
METERED MAIL  
MARKET DOMINANT PRODUCTS  
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4  
FISCAL YEAR 2024 (Jul. 1, 2024-Sep. 30, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023  
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		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
<b>First-Class Mail:</b>												
Single-Piece Letters	591,933	610,380	(18,447)	(3.0)	801,834	900,182	(98,349)	(10.9)	27,684	30,747	(3,063)	(10.0)
Single-Piece Cards	8,677	11,560	(2,882)	(24.9)	14,936	22,043	(7,108)	(32.2)	93	138	(44)	(32.2)
Total Single-Piece Letters and Cards	600,611	621,940	(21,329)	(3.4)	816,769	922,225	(105,456)	(11.4)	27,777	30,885	(3,108)	(10.1)
Presort Letters	586,189	627,488	(41,299)	(6.6)	1,062,110	1,236,807	(174,697)	(14.1)	64,593	75,403	(10,811)	(14.3)
Presort Cards	661	646	15	2.3	1,683	1,743	(60)	(3.4)	14	17	(3)	(18.9)
Total Presort Letters and Cards	586,850	628,134	(41,284)	(6.6)	1,063,793	1,238,550	(174,756)	(14.1)	64,606	75,420	(10,814)	(14.3)
Flats	90,296	196,916	(106,620)	(54.1)	25,824	109,865	(84,041)	(76.5)	11,193	20,876	(9,684)	(46.4)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	1,277,756	1,446,990	(169,234)	(11.7)	1,906,387	2,270,641	(364,254)	(16.0)	103,576	127,182	(23,606)	(18.6)
<b>USPS Marketing Mail:</b>												
High Density Letters	455	327	127	38.8	1,494	1,262	233	18.4	54	51	3	6.9
Saturation Letters	6	5	1	18.2	28	28	(0)	(0.3)	1	1	(0)	(26.9)
High Density Flats & Parcels	0	4	(4)	(100.0)	0	13	(13)	(100.0)	0	0	(0)	(100.0)
Saturation Flats & Parcels	8	4	4	98.5	74	29	45	153.3	1	1	(0)	(23.1)
Carrier Route	1	13	(12)	(89.3)	2	35	(32)	(93.3)	0	1	(1)	(93.9)
Letters	37,636	37,472	163	0.4	176,629	183,697	(7,069)	(3.8)	9,460	9,730	(270)	(2.8)
Flats	1,569	1,488	81	5.4	2,386	2,513	(127)	(5.1)	521	448	73	16.3
Parcels	11	9	3	32.8	2	3	(0)	(16.0)	0	0	0	27.1
Every Door Direct Mail Retail	30,121	0	30,121	0.0	136,788	0	136,788	0.0	17,350	0	17,350	0.0
Domestic NSA Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
USPS Marketing Mail Fees	5	1	5	755.4	0	0	0	0.0	0	0	0	0.0
Total USPS Marketing Mail	69,813	39,323	30,490	77.5	317,403	187,579	129,823	69.2	27,388	10,233	17,155	167.6
<b>Periodicals Mail:</b>												
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
<b>Package Services Mail:</b>												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	69,641	71,623	(1,982)	(2.8)	12,261	14,536	(2,275)	(15.6)	26,481	29,589	(3,108)	(10.5)
Package Services Mail Fees	35	0	35	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	69,676	71,623	(1,947)	(2.7)	12,261	14,536	(2,275)	(15.6)	26,481	29,589	(3,108)	(10.5)



**COMPETITIVE PRODUCTS**  
**REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2024 (Jul. 1, 2024-Sep. 30, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2023 Percent
Total Competitive Mail	2,500,317	2,480,421	19,896	0.8	389,769	390,635	(866)	(0.2)	558,675	523,738	34,936	6.7

**COMPETITIVE PRODUCTS**  
**REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2024 (Jul. 1, 2024-Sep. 30, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		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	2,500,317	2,480,421	19,896	0.8	389,769	390,635	(866)	(0.2)	558,675	523,738	34,936	6.7





**TABLE 3-B  
METERED MAIL  
MARKET DOMINANT PRODUCTS  
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD  
FISCAL YEAR 2024 (Oct. 1, 2023-Sep. 30, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023  
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 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
<b>First-Class Mail:</b>												
Single-Piece Letters	2,497,782	2,594,859	(97,076)	(3.7)	3,590,496	4,077,522	(487,026)	(11.9)	121,286	138,821	(17,535)	(12.6)
Single-Piece Cards	26,935	44,208	(17,272)	(39.1)	48,363	90,178	(41,815)	(46.4)	302	564	(261)	(46.4)
Total Single-Piece Letters and Cards	2,524,718	2,639,066	(114,349)	(4.3)	3,638,859	4,167,700	(528,841)	(12.7)	121,588	139,384	(17,796)	(12.8)
Presort Letters	2,453,278	2,496,777	(43,500)	(1.7)	4,687,150	5,173,129	(485,979)	(9.4)	285,112	313,390	(28,277)	(9.0)
Presort Cards	2,543	2,309	234	10.1	6,837	6,450	387	6.0	55	67	(12)	(17.6)
Total Presort Letters and Cards	2,455,820	2,499,086	(43,266)	(1.7)	4,693,987	5,179,580	(485,592)	(9.4)	285,168	313,457	(28,289)	(9.0)
Flats	707,714	831,636	(123,921)	(14.9)	358,239	491,752	(133,513)	(27.2)	74,739	92,412	(17,673)	(19.1)
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	5,688,252	5,969,788	(281,536)	(4.7)	8,691,086	9,839,032	(1,147,946)	(11.7)	481,496	545,254	(63,758)	(11.7)
<b>USPS Marketing Mail:</b>												
High Density Letters	1,162	1,479	(317)	(21.4)	4,112	6,124	(2,012)	(32.9)	158	237	(79)	(33.5)
Saturation Letters	20	57	(36)	(64.4)	107	337	(231)	(68.4)	3	13	(9)	(74.3)
High Density Flats & Parcels	27	26	1	5.8	96	95	1	1.6	5	7	(1)	(20.3)
Saturation Flats & Parcels	25	8	17	226.8	163	52	111	213.2	6	2	4	282.0
Carrier Route	34	39	(5)	(11.7)	97	104	(7)	(6.9)	7	6	1	15.8
Letters	150,513	148,190	2,322	1.6	723,887	760,020	(36,133)	(4.8)	38,415	41,165	(2,750)	(6.7)
Flats	6,107	4,512	1,595	35.3	9,076	7,917	1,159	14.6	1,665	1,569	96	6.1
Parcels	77	48	29	60.6	18	18	0	2.1	3	2	1	47.5
Every Door Direct Mail Retail	62,387	0	62,387	0.0	295,734	0	295,734	0.0	37,511	0	37,511	0.0
Domestic NSA Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
USPS Marketing Mail Fees	16	70	(54)	(76.8)	0	0	0	0.0	0	0	0	0.0
Total USPS Marketing Mail	220,368	154,427	65,941	42.7	1,033,291	774,667	258,624	33.4	77,773	43,000	34,773	80.9
<b>Periodicals Mail:</b>												
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
<b>Package Services Mail:</b>												
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	295,363	289,357	6,006	2.1	57,061	62,658	(5,597)	(8.9)	115,948	126,313	(10,365)	(8.2)
Package Services Mail Fees	35	0	35	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	295,399	289,357	6,041	2.1	57,061	62,658	(5,597)	(8.9)	115,948	126,313	(10,365)	(8.2)



**COMPETITIVE PRODUCTS**  
**REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2024 (Oct. 1, 2023-Sep. 30, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2023 Percent
Total Competitive Mail	10,453,534	10,548,971	(95,437)	(0.9)	1,642,938	1,645,270	(2,332)	(0.1)	2,334,381	2,125,402	208,979	9.8

**COMPETITIVE PRODUCTS**  
**REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2024 (Oct. 1, 2023-Sep. 30, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2023 Percent
Total Competitive Revenue	10,453,534	10,548,971	(95,437)	(0.9)	1,642,938	1,645,270	(2,332)	(0.1)	2,334,381	2,125,402	208,979	9.8



**TABLE 3-D**  
**PVI MAIL**  
**MARKET DOMINANT PRODUCTS**  
**REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2024 (Jul. 1, 2024-Sep. 30, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		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
<b>First-Class Mail:</b>												
Single-Piece Letters	3,745	6,600	(2,855)	(43.3)	4,268	8,546	(4,278)	(50.1)	232	457	(225)	(49.3)
Single-Piece Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Single-Piece Letters and Cards	3,745	6,600	(2,855)	(43.3)	4,268	8,546	(4,278)	(50.1)	232	457	(225)	(49.3)
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	0	20,955	(20,955)	(100.0)	0	9,986	(9,986)	(100.0)	0	2,308	(2,308)	(100.0)
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	3,745	27,555	(23,810)	(86.4)	4,268	18,532	(14,264)	(77.0)	232	2,765	(2,534)	(91.6)
<b>USPS Marketing Mail:</b>												
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
<b>Periodicals Mail:</b>												
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
<b>Package Services Mail:</b>												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	17,011	17,397	(386)	(2.2)	2,681	3,110	(429)	(13.8)	7,732	8,589	(858)	(10.0)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	17,011	17,397	(386)	(2.2)	2,681	3,110	(429)	(13.8)	7,732	8,589	(858)	(10.0)





**COMPETITIVE PRODUCTS**  
**REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2024 (Jul. 1, 2024-Sep. 30, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		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	509,329	527,803	(18,474)	(3.5)	40,097	43,263	(3,165)	(7.3)	90,587	98,376	(7,788)	(7.9)

**COMPETITIVE PRODUCTS**  
**REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2024 (Jul. 1, 2024-Sep. 30, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2023 Percent
Total Competitive Revenue	509,330	527,804	(18,474)	(3.5)	40,097	43,263	(3,165)	(7.3)	90,587	98,376	(7,788)	(7.9)



**TABLE 3-D**  
**PVI MAIL**  
**MARKET DOMINANT PRODUCTS**  
**REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2024 (Oct. 1, 2023-Sep. 30, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 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
<b>First-Class Mail:</b>												
Single-Piece Letters	34,407	30,351	4,056	13.4	43,691	40,432	3,259	8.1	2,453	2,222	232	10.4
Single-Piece Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Single-Piece Letters and Cards	34,407	30,351	4,056	13.4	43,691	40,432	3,259	8.1	2,453	2,222	232	10.4
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	80,735	99,700	(18,965)	(19.0)	38,128	49,536	(11,408)	(23.0)	8,800	11,440	(2,640)	(23.1)
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	115,142	130,050	(14,908)	(11.5)	81,819	89,968	(8,150)	(9.1)	11,253	13,662	(2,409)	(17.6)
<b>USPS Marketing Mail:</b>												
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
<b>Periodicals Mail:</b>												
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
<b>Package Services Mail:</b>												
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	67,675	68,573	(898)	(1.3)	11,812	13,440	(1,628)	(12.1)	30,725	34,199	(3,474)	(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	67,675	68,573	(898)	(1.3)	11,812	13,440	(1,628)	(12.1)	30,725	34,199	(3,474)	(10.2)



**COMPETITIVE PRODUCTS**  
**REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2024 (Oct. 1, 2023-Sep. 30, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 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	2,389,175	2,572,569	(183,394)	(7.1)	189,535	204,475	(14,940)	(7.3)	432,798	469,260	(36,462)	(7.8)

**COMPETITIVE PRODUCTS**  
**REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2024 (Oct. 1, 2023-Sep. 30, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023**  
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2023 Percent
Total Competitive Revenue	2,389,178	2,572,573	(183,395)	(7.1)	189,535	204,475	(14,940)	(7.3)	432,798	469,260	(36,462)	(7.8)





**TABLE 3-E  
PERMIT IMPRINT MAIL  
MARKET DOMINANT PRODUCTS  
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4  
FISCAL YEAR 2024 (Jul. 1, 2024-Sep. 30, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023  
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		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
<b>First-Class Mail:</b>												
Single-Piece Letters	104,107	99,578	4,528	4.5	144,384	151,339	(6,955)	(4.6)	7,009	6,337	673	10.6
Single-Piece Cards	9,520	9,356	164	1.8	17,142	18,486	(1,345)	(7.3)	145	135	10	7.2
Total Single-Piece Letters and Cards	113,626	108,935	4,692	4.3	161,526	169,825	(8,300)	(4.9)	7,154	6,471	683	10.5
Presort Letters	3,250,101	3,001,101	248,999	8.3	6,071,014	5,993,395	77,619	1.3	353,418	348,409	5,010	1.4
Presort Cards	216,359	202,469	13,890	6.9	572,766	559,347	13,419	2.4	4,687	4,575	112	2.4
Total Presort Letters and Cards	3,466,460	3,203,570	262,890	8.2	6,643,780	6,552,742	91,037	1.4	358,105	352,984	5,121	1.5
Flats	352,310	176,677	175,633	99.4	168,615	87,237	81,378	93.3	38,894	30,528	8,367	27.4
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	10,781	11,253	(472)	(4.2)	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	3,943,177	3,500,435	442,742	12.6	6,973,920	6,809,805	164,116	2.4	404,153	389,983	14,170	3.6
<b>USPS Marketing Mail:</b>												
High Density Letters	215,730	167,883	47,847	28.5	900,884	689,737	211,147	30.6	29,787	23,818	5,968	25.1
Saturation Letters	106,067	98,374	7,693	7.8	595,732	538,241	57,491	10.7	19,444	26,555	(7,111)	(26.8)
High Density Flats & Parcels	129,188	104,791	24,397	23.3	427,320	347,657	79,664	22.9	76,885	81,823	(4,937)	(6.0)
Saturation Flats & Parcels	321,259	314,942	6,318	2.0	1,643,313	1,675,006	(31,693)	(1.9)	196,373	208,737	(12,364)	(5.9)
Carrier Route	341,283	304,300	36,983	12.2	854,860	828,894	25,966	3.1	169,756	188,165	(18,409)	(9.8)
Letters	2,354,483	2,179,238	175,245	8.0	8,565,206	8,103,275	461,930	5.7	398,295	373,290	25,005	6.7
Flats	299,288	291,911	7,377	2.5	457,437	508,279	(50,842)	(10.0)	117,934	131,464	(13,530)	(10.3)
Parcels	13,073	14,247	(1,174)	(8.2)	3,518	5,067	(1,550)	(30.6)	1,430	2,269	(839)	(37.0)
Every Door Direct Mail Retail	0	26,541	(26,541)	(100.0)	0	134,571	(134,571)	(100.0)	0	17,069	(17,069)	(100.0)
Domestic NSA Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
USPS Marketing Mail Fees	424	411	13	3.1	0	0	0	0.0	0	0	0	0.0
Total USPS Marketing Mail	3,780,796	3,502,638	278,158	7.9	13,448,269	12,830,727	617,542	4.8	1,009,904	1,053,190	(43,286)	(4.1)
<b>Periodicals Mail:</b>												
In-County	19,446	16,087	3,359	20.9	121,680	113,631	8,049	7.1	25,713	23,971	1,742	7.3
Outside County	204,731	208,935	(4,204)	(2.0)	516,589	574,574	(57,985)	(10.1)	158,043	180,152	(22,109)	(12.3)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	224,177	225,022	(845)	(0.4)	638,269	688,205	(49,936)	(7.3)	183,755	204,123	(20,368)	(10.0)
<b>Package Services Mail:</b>												
Alaska Bypass	9,084	10,211	(1,127)	(11.0)	267	313	(46)	(14.7)	17,974	21,104	(3,130)	(14.8)
Bound Printed Matter Flats	23,486	26,898	(3,411)	(12.7)	25,553	28,417	(2,864)	(10.1)	39,031	43,127	(4,096)	(9.5)
Bound Printed Matter Parcels	90,990	86,408	4,582	5.3	60,056	59,037	1,019	1.7	129,558	128,473	1,084	0.8
Media and Library Mail	15,067	15,603	(537)	(3.4)	2,736	3,282	(545)	(16.6)	5,420	6,409	(989)	(15.4)
Package Services Mail Fees	36	34	2	5.4	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	138,664	139,154	(491)	(0.4)	88,612	91,049	(2,437)	(2.7)	191,983	199,113	(7,130)	(3.6)



**COMPETITIVE PRODUCTS**  
**REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2024 (Jul. 1, 2024-Sep. 30, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2023 Percent
Total Competitive Mail	4,361,785	4,225,722	136,063	3.2	1,217,019	1,182,220	34,799	2.9	2,665,111	2,559,454	105,656	4.1

**COMPETITIVE PRODUCTS**  
**REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2024 (Jul. 1, 2024-Sep. 30, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2023 Percent
Total Competitive Revenue	4,361,785	4,225,722	136,063	3.2	1,217,019	1,182,220	34,799	2.9	2,665,111	2,559,454	105,656	4.1

**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS**  
**REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2024 (Jul. 1, 2024-Sep. 30, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023**  
**(Data in Thousands)**

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2023 Percent
Total Market Dominant and Competitive												
Total All Mail	12,448,598	11,592,971	855,627	7.4	22,366,170	21,602,105	764,065	3.5	4,455,219	4,406,224	48,995	1.1
Total All Services	55,551	24,699	30,851	124.9	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	12,504,149	11,617,671	886,478	7.6	22,366,170	21,602,105	764,065	3.5	4,455,219	4,406,224	48,995	1.1
Total All Other Revenue												
Total All Revenue	12,504,149	11,617,671	886,478	7.6								

**TABLE 3-E  
PERMIT IMPRINT MAIL  
MARKET DOMINANT PRODUCTS  
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD  
FISCAL YEAR 2024 (Oct. 1, 2023-Sep. 30, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023  
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 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
<b>First-Class Mail:</b>												
Single-Piece Letters	418,331	424,213	(5,883)	(1.4)	614,846	675,241	(60,395)	(8.9)	25,442	31,258	(5,815)	(18.6)
Single-Piece Cards	37,249	36,455	794	2.2	70,365	77,481	(7,116)	(9.2)	535	566	(31)	(5.4)
Total Single-Piece Letters and Cards	455,580	460,668	(5,088)	(1.1)	685,211	752,722	(67,511)	(9.0)	25,977	31,823	(5,846)	(18.4)
Presort Letters	12,919,194	12,063,052	856,143	7.1	25,302,986	25,310,129	(7,143)	(0.0)	1,474,903	1,463,133	11,770	0.8
Presort Cards	881,479	849,500	31,979	3.8	2,438,084	2,417,793	20,291	0.8	19,950	19,779	172	0.9
Total Presort Letters and Cards	13,800,673	12,912,551	888,122	6.9	27,741,070	27,727,922	13,148	0.0	1,494,853	1,482,911	11,942	0.8
Flats	840,423	632,918	207,504	32.8	428,445	364,987	63,458	17.4	109,064	107,388	1,676	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	45,814	45,974	(160)	(0.3)	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	15,142,490	14,052,112	1,090,378	7.8	28,854,725	28,845,631	9,095	0.0	1,629,894	1,622,122	7,772	0.5
<b>USPS Marketing Mail:</b>												
High Density Letters	729,090	726,115	2,975	0.4	3,015,303	3,273,742	(258,440)	(7.9)	99,888	109,735	(9,847)	(9.0)
Saturation Letters	427,350	393,832	33,518	8.5	2,395,323	2,208,941	186,381	8.4	104,005	105,552	(1,547)	(1.5)
High Density Flats & Parcels	400,617	445,290	(44,674)	(10.0)	1,456,786	1,791,172	(334,387)	(18.7)	236,488	289,734	(53,245)	(18.4)
Saturation Flats & Parcels	1,276,093	1,326,849	(50,756)	(3.8)	6,682,892	7,060,871	(377,979)	(5.4)	821,419	930,602	(109,183)	(11.7)
Carrier Route	1,286,597	1,335,722	(49,124)	(3.7)	3,453,939	4,018,777	(564,838)	(14.1)	686,748	807,826	(121,078)	(15.0)
Letters	9,041,927	8,744,329	297,598	3.4	33,678,442	34,097,081	(418,639)	(1.2)	1,566,312	1,570,996	(4,683)	(0.3)
Flats	1,154,288	1,180,588	(26,300)	(2.2)	1,883,432	2,174,012	(290,580)	(13.4)	476,041	544,567	(68,525)	(12.6)
Parcels	62,123	58,563	3,560	6.1	18,183	25,353	(7,169)	(28.3)	8,127	11,574	(3,447)	(29.8)
Every Door Direct Mail Retail	57,535	105,787	(48,252)	(45.6)	287,631	555,570	(267,940)	(48.2)	36,483	70,468	(33,985)	(48.2)
Domestic NSA Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
USPS Marketing Mail Fees	2,140	3,606	(1,466)	(40.7)	0	0	0	0.0	0	0	0	0.0
Total USPS Marketing Mail	14,437,760	14,320,681	117,079	0.8	52,871,930	55,205,520	(2,333,590)	(4.2)	4,035,512	4,441,054	(405,542)	(9.1)
<b>Periodicals Mail:</b>												
In-County	72,337	59,714	12,623	21.1	483,318	451,825	31,492	7.0	102,943	95,953	6,991	7.3
Outside County	838,106	860,085	(21,978)	(2.6)	2,262,785	2,541,109	(278,324)	(11.0)	688,117	787,253	(99,135)	(12.6)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	910,444	919,799	(9,355)	(1.0)	2,746,103	2,992,935	(246,832)	(8.2)	791,061	883,205	(92,145)	(10.4)
<b>Package Services Mail:</b>												
Alaska Bypass	38,235	39,064	(829)	(2.1)	1,159	1,253	(94)	(7.5)	78,081	84,422	(6,341)	(7.5)
Bound Printed Matter Flats	109,213	107,629	1,584	1.5	118,982	114,868	4,114	3.6	165,080	152,276	12,804	8.4
Bound Printed Matter Parcels	327,678	317,024	10,654	3.4	223,690	226,433	(2,743)	(1.2)	472,888	483,228	(10,341)	(2.1)
Media and Library Mail	64,561	67,806	(3,245)	(4.8)	13,018	15,671	(2,654)	(16.9)	23,814	27,247	(3,433)	(12.6)
Package Services Mail Fees	36	94	(57)	(61.2)	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	539,724	531,616	8,108	1.5	356,848	358,225	(1,376)	(0.4)	739,862	747,173	(7,311)	(1.0)



**COMPETITIVE PRODUCTS**  
**REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2024 (Oct. 1, 2023-Sep. 30, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2023 Percent
Total Competitive Mail	17,726,675	16,851,565	875,111	5.2	4,939,842	4,716,110	223,732	4.7	10,654,342	9,940,086	714,256	7.2



**COMPETITIVE PRODUCTS**  
**REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2024 (Oct. 1, 2023-Sep. 30, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023**  
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2023 Percent
Total Competitive Revenue	17,726,675	16,851,565	875,111	5.2	4,939,842	4,716,110	223,732	4.7	10,654,342	9,940,086	714,256	7.2



**TABLE 3-F  
OTHER MAIL  
MARKET DOMINANT PRODUCTS  
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4  
FISCAL YEAR 2024 (Jul. 1, 2024-Sep. 30, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023  
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		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
<b>First-Class Mail:</b>												
Single-Piece Letters	40,709	1,565	39,143	2500.5	59,179	2,351	56,829	2417.7	1,147	69	1,078	1,564.6
Single-Piece Cards	31	35	(4)	(11.7)	53	65	(12)	(18.6)	0	0	(0)	(18.6)
Total Single-Piece Letters and Cards	40,740	1,600	39,139	2445.4	59,232	2,415	56,817	2352.6	1,147	69	1,078	1,555.4
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	138	544	(406)	(74.6)	30	353	(322)	(91.4)	4	37	(33)	(88.8)
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	4	12	(8)	(67.9)	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	40,882	2,157	38,725	1795.7	59,262	2,768	56,494	2040.9	1,151	106	1,045	984.5
<b>USPS Marketing Mail:</b>												
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
<b>Periodicals Mail:</b>												
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
<b>Package Services Mail:</b>												
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	35	109	(74)	(68.1)	6	27	(21)	(77.6)	13	31	(17)	(56.4)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	35	109	(74)	(68.1)	6	27	(21)	(77.6)	13	31	(17)	(56.4)



**COMPETITIVE PRODUCTS**  
**REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2024 (Jul. 1, 2024-Sep. 30, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2023 Percent
Total Competitive Mail	2,612	3,078	(466)	(15.2)	233	325	(92)	(28.4)	447	939	(492)	(52.4)

**COMPETITIVE PRODUCTS**  
**REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2024 (Jul. 1, 2024-Sep. 30, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023**  
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2023 Percent
Total Competitive Revenue	2,612	3,078	(466)	(15.2)	233	325	(92)	(28.4)	447	939	(492)	(52.4)



**TABLE 3-F  
OTHER MAIL  
MARKET DOMINANT PRODUCTS  
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD  
FISCAL YEAR 2024 (Oct. 1, 2023-Sep. 30, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023  
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 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
<b>First-Class Mail:</b>												
Single-Piece Letters	57,772	6,419	51,353	800.0	80,971	9,745	71,226	730.9	1,701	319	1,382	433.3
Single-Piece Cards	182	184	(1)	(0.6)	221	351	(130)	(37.0)	1	2	(1)	(37.0)
Total Single-Piece Letters and Cards	57,955	6,603	51,352	777.7	81,192	10,097	71,096	704.2	1,702	321	1,381	430.1
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	1,474	2,523	(1,049)	(41.6)	740	1,467	(727)	(49.6)	113	254	(141)	(55.6)
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	33	115	(82)	(71.3)	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	59,461	9,241	50,220	543.4	81,932	11,564	70,368	608.5	1,815	575	1,240	215.7
<b>USPS Marketing Mail:</b>												
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
<b>Periodicals Mail:</b>												
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
<b>Package Services Mail:</b>												
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	477	198	279	141.0	105	49	56	114.5	154	71	84	118.2
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	477	198	279	141.0	105	49	56	114.5	154	71	84	118.2





**COMPETITIVE PRODUCTS**  
**REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2024 (Oct. 1, 2023-Sep. 30, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 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	10,160	10,681	(521)	(4.9)	1,073	1,171	(98)	(8.4)	1,845	2,213	(369)	(16.7)

**COMPETITIVE PRODUCTS**  
**REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2024 (Oct. 1, 2023-Sep. 30, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023**  
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2023 Percent	FY 2024	FY 2023	FY 2024 over FY 2023 Amount	FY 2023 Percent
Total Competitive Revenue	10,160	10,681	(521)	(4.9)	1,073	1,171	(98)	(8.4)	1,845	2,213	(369)	(16.7)

**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS**  
**REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2024 (Oct. 1, 2023-Sep. 30, 2024) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2023**  
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 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	70,099	20,120	49,979	248.4	454,508	400,814	53,694	13.4	68,120	70,761	(2,641)	(3.7)
Total All Services	2,293	2,393	(101)	(4.2)	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	72,391	22,513	49,878	221.5	454,508	400,814	53,694	13.4	68,120	70,761	(2,641)	(3.7)
Total All Other Revenue												
Total All Revenue	72,391	22,513	49,878	221.5								