

MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2020 (Oct. 1, 2019-Dec. 31, 2019) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent
First-Class Mail:												
Single-Piece Letters	2,385,691	2,464,485	(78,795)	(3.2)	4,431,458	4,883,246	(451,788)	(9.3)	132,538	144,909	(12,371)	(8.5)
Single-Piece Cards	50,636	59,252	(8,616)	(14.5)	138,722	164,296	(25,574)	(15.6)	889	1,051	(163)	(15.5)
Total Single-Piece Letters and Cards	2,436,327	2,523,738	(87,411)	(3.5)	4,570,181	5,047,542	(477,362)	(9.5)	133,426	145,960	(12,534)	(8.6)
Presort Letters	3,464,532	3,467,939	(3,406)	(0.1)	8,885,674	8,974,331	(88,657)	(1.0)	507,425	515,497	(8,073)	(1.6)
Presort Cards	138,034	132,107	5,926	4.5	528,950	505,822	23,128	4.6	4,323	4,132	191	4.6
Total Presort Letters and Cards	3,602,566	3,600,046	2,520	0.1	9,414,625	9,480,154	(65,529)	(0.7)	511,748	519,630	(7,882)	(1.5)
Flats	406,324	488,949	(82,625)	(16.9)	333,381	360,807	(27,426)	(7.6)	68,057	72,197	(4,140)	(5.7)
Domestic Negotiated Serv. Agreement Mail	0	0	0	-	0	0	0	-	0	0	0	-
Outbound First-Class Mail International	56,183	63,998	(7,816)	(12.2)	40,394	45,921	(5,527)	(12.0)	1,807	2,193	(386)	(17.6)
Inbound Intl. Letter-Post Single-Piece & NSA Mail	243,668	228,688	14,980	6.6	156,819	167,094	(10,275)	(6.1)	78,793	68,856	9,937	14.4
First-Class Mail Fees	26,845	27,680	(835)	(3.0)	-	-	-	-	-	-	-	-
Total First-Class Mail	6,771,913	6,933,099	(161,187)	(2.3)	14,515,399	15,101,517	(586,119)	(3.9)	793,831	808,835	(15,004)	(1.9)
USPS Marketing Mail:												
High Density and Saturation Letters	310,084	313,762	(3,678)	(1.2)	1,851,982	1,974,370	(122,388)	(6.2)	75,945	77,759	(1,814)	(2.3)
High Density and Saturation Flats & Parcels	551,962	581,506	(29,544)	(5.1)	3,038,266	3,352,782	(314,516)	(9.4)	548,530	569,753	(21,223)	(3.7)
Carrier Route	490,473	613,128	(122,654)	(20.0)	1,860,988	2,399,474	(538,486)	(22.4)	407,012	444,896	(37,884)	(8.5)
Letters	2,600,603	2,657,601	(56,997)	(2.1)	12,362,140	12,968,201	(606,061)	(4.7)	608,123	631,082	(22,959)	(3.6)
Flats	420,885	457,880	(36,994)	(8.1)	1,038,527	1,177,435	(138,907)	(11.8)	258,891	280,828	(21,937)	(7.8)
Parcels	14,483	13,355	1,128	8.4	11,463	10,629	834	7.8	4,330	3,844	486	12.6
Every Door Direct Mail Retail	28,065	30,613	(2,548)	(8.3)	150,078	171,981	(21,903)	(12.7)	19,036	21,814	(2,778)	(12.7)
Domestic Negotiated Serv. Agreement Mail	0	0	-	-	0	0	-	-	0	0	-	-
USPS Marketing Mail Fees	9,007	9,950	(943)	(9.5)	-	-	-	-	-	-	-	-
Total USPS Marketing Mail	4,425,562	4,677,793	(252,231)	(5.4)	20,313,444	22,054,872	(1,741,428)	(7.9)	1,921,868	2,029,977	(108,109)	(5.3)
Periodicals Mail:												
In-County	14,579	14,603	(24)	(0.2)	128,299	127,642	657	0.5	35,046	35,992	(946)	(2.6)
Outside County	271,048	293,715	(22,667)	(7.7)	981,180	1,070,416	(89,237)	(8.3)	343,253	383,180	(39,927)	(10.4)
Periodicals Mail Fees	1,127	2,339	(1,212)	(51.8)	-	-	-	-	-	-	-	-
Total Periodicals Mail	286,754	310,657	(23,903)	(7.7)	1,109,478	1,198,058	(88,580)	(7.4)	378,299	419,172	(40,873)	(9.8)
Package Services Mail:												
Alaska Bypass	7,342	8,301	(959)	(11.6)	293	338	(46)	(13.5)	19,698	22,760	(3,062)	(13.5)
Bound Printed Matter Flats	50,036	52,794	(2,758)	(5.2)	66,611	73,558	(6,948)	(9.4)	113,247	119,187	(5,940)	(5.0)
Bound Printed Matter Parcels	72,929	85,528	(12,600)	(14.7)	65,648	79,262	(13,614)	(17.2)	133,837	164,139	(30,302)	(18.5)
Media and Library Mail	75,569	72,006	3,563	4.9	21,407	20,720	687	3.3	44,393	45,473	(1,080)	(2.4)
Package Services Mail Fees	258	428	(170)	(39.8)	-	-	-	-	-	-	-	-
Total Package Services Mail	206,134	219,059	(12,925)	(5.9)	153,958	173,878	(19,920)	(11.5)	311,174	351,558	(40,384)	(11.5)

MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2020 (Oct. 1, 2019-Dec. 31, 2019) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019	Percent	FY 2020	FY 2019	FY 2020 over FY 2019	Percent	FY 2020	FY 2019	FY 2020 over FY 2019	Percent
U.S. Postal Service Mail	-	-	-	-	86,027	81,154	4,873	6.0	25,639	29,398	(3,759)	(12.8)
Free Mail	-	-	-	-	8,034	9,142	(1,108)	(12.1)	3,060	3,347	(287)	(8.6)
Total Market Dominant Mail	11,690,362	12,140,607	(450,245)	(3.7)	36,186,340	38,618,622	(2,432,281)	(6.3)	3,433,871	3,642,287	(208,416)	(5.7)
Ancillary Services:												
Certified Mail	166,586	165,024	1,562	0.9	47,532	47,766	(235)	(0.5)				
Collect on Delivery	975	997	(22)	(2.2)	84	89	(5)	(5.4)				
Delivery Confirmation	232	211	22	10.2	1,563,165	1,616,025	(52,859)	(3.3)				
Insurance	24,370	22,832	1,538	6.7	4,968	4,557	410	9.0				
Registered Mail	5,201	6,786	(1,585)	(23.4)	298	420	(122)	(29.1)				
Return Receipts	76,825	76,220	605	0.8	33,756	34,112	(356)	(1.0)				
Stamped Envelopes and Cards	3,093	2,077	1,016	48.9	-	-	-	-				
Other Domestic Ancillary Services	20,358	20,315	42	0.2	6,247	6,790	(543)	(8.0)				
International Ancillary Services	16,838	14,615	2,223	15.2	8,839	7,718	1,121	14.5				
Other NSA Ancillary Services	1,611	226	1,385	611.7	678	104	574	552.6				
Total Ancillary Services	316,089	309,303	6,786	2.2	1,665,567	1,717,581	(52,014)	(3.0)				
Special Services:												
Money Orders	30,423	36,278	(5,855)	(16.1)	19,420	20,008	(588)	(2.9)				
Post Office Box Service	74,657	74,376	281	0.4	5,606	5,688	(82)	(1.4)				
Other Domestic Special Services	24,168	24,364	(196)	(0.8)	232	317	(85)	(26.9)				
Other International Special Services	0	0	-	-	0	0	-	-				
Total Additional Special Services	129,248	135,018	(5,770)	(4.3)	25,258	26,013	(755)	(2.9)				
Total Market Dominant Services	445,336	444,321	1,015	0.2	1,690,825	1,743,594	(52,769)	(3.0)				
Total Market Dominant Mail and Services	12,135,699	12,584,928	(449,230)	(3.6)								
Other Market Dominant Revenue	210,115	260,336	(50,221)	(19.3)								
Total Market Dominant Revenue	12,345,813	12,845,265	(499,451)	(3.9)								

Service Transactions
U.S. Postal Service Mail
Quarter 1, FY 2020 1/
=====

Ancillary Services	5,094
Other Services	262

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2020 (Oct. 1, 2019-Dec. 31, 2019) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	FY 2020 over FY 2019 Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	FY 2020 over FY 2019 Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	FY 2020 over FY 2019 Percent
Priority Mail Express:												
Total Priority Mail Express	177,099	186,773	(9,673)	(5.2)	6,300	6,862	(562)	(8.2)	7,363	8,032	(669)	(8.3)
First-Class Package Service:												
Total First Class Package Service	1,235,976	1,165,427	70,549	6.1	371,691	382,294	(10,603)	(2.8)	143,840	147,898	(4,058)	(2.7)
Retail Ground Mail:												
Total Retail Ground	94,410	84,492	9,918	11.7	4,163	3,914	248	6.3	27,946	27,102	844	3.1
Priority Mail:												
Total Priority Mail	2,706,887	2,697,931	8,956	0.3	293,619	309,937	(16,318)	(5.3)	775,184	820,708	(45,523)	(5.5)
Parcel Select Mail:												
Total Parcel Select Mail	2,121,366	2,032,640	88,727	4.4	878,491	910,571	(32,080)	(3.5)	2,911,913	2,302,217	609,695	26.5
Parcel Return Service Mail:												
Total Parcel Return Service Mail	49,472	60,441	(10,969)	(18.1)	17,744	23,183	(5,439)	(23.5)	49,249	63,485	(14,236)	(22.4)
International Mail:												
Outbound Priority Mail International	107,734	109,794	(2,060)	(1.9)	1,733	1,802	(69)	(3.8)	11,088	12,136	(1,048)	(8.6)
Outbound International Expedited Services	21,363	29,356	(7,993)	(27.2)	254	359	(106)	(29.4)	1,242	2,265	(1,023)	(45.2)
Other Outbound International Mail	184,868	193,875	(9,007)	(4.6)	36,921	39,961	(3,041)	(7.6)	22,134	22,074	60	0.3
Inbound International	71,897	71,688	209	0.3	4,095	4,271	(177)	(4.1)	30,459	32,179	(1,720)	(5.3)
International Mail Fees	2	2	(0)	(1.6)	-	-	-	-	-	-	-	-
Total International Mail	385,864	404,715	(18,851)	(4.7)	43,002	46,394	(3,392)	(7.3)	64,923	68,653	(3,731)	(5.4)
Total Competitive Mail	6,771,075	6,632,419	138,656	2.1	1,615,010	1,683,156	(68,146)	(4.0)	3,980,418	3,438,095	542,323	15.8

**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2020 (Oct. 1, 2019-Dec. 31, 2019) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)**

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	FY 2020 over FY 2019 Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	FY 2020 over FY 2019 Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	FY 2020 over FY 2019 Percent
Total Market Dominant and Competitive												
Total All Mail	18,461,437	18,773,026	(311,589)	(1.7)	37,801,350	40,301,778	(2,500,428)	(6.2)	7,414,289	7,080,382	333,907	4.7
Total All Services	694,476	679,140	15,336	2.3	1,716,280	1,772,166	(55,886)	(3.2)				
Total All Mail and Services	19,155,913	19,452,167	(296,253)	(1.5)								
Total All Other Revenue	239,454	298,598	(59,144)	(19.8)								
Total All Revenue	19,395,367	19,750,765	(355,398)	(1.8)								

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.