

**MARKET DOMINANT PRODUCTS**  
**PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3**  
**FISCAL YEAR 2020 (Apr. 1, 2020-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019**  
**(Data in Thousands)**

| Service Category                                       | REVENUE 6/ |           |                                |                                 | PIECES 6/  |            |                                |                                 | WEIGHT (Pounds) 6/ |           |                                |                                 |
|--|------------|-----------|--------------------------------|---------------------------------|------------|------------|--------------------------------|---------------------------------|--------------------|-----------|--------------------------------|---------------------------------|
|  | Quarter 3  |           | Change                         |                                 | Quarter 3  |            | Change                         |                                 | Quarter 3          |           | Change                         |                                 |
|  | FY 2020    | FY 2019   | FY 2020 over FY 2019<br>Amount | FY 2020 over FY 2019<br>Percent | FY 2020    | FY 2019    | FY 2020 over FY 2019<br>Amount | FY 2020 over FY 2019<br>Percent | FY 2020            | FY 2019   | FY 2020 over FY 2019<br>Amount | FY 2020 over FY 2019<br>Percent |
| <b>First-Class Mail:</b>                               |            |           |                                |                                 |            |            |                                |                                 |                    |           |                                |                                 |
| Single-Piece Letters                                   | 1,834,209  | 1,965,999 | (131,790)                      | (6.7)                           | 3,359,741  | 3,708,967  | (349,226)                      | (9.4)                           | 98,053             | 108,440   | (10,387)                       | (9.6)                           |
| Single-Piece Cards                                     | 38,106     | 46,900    | (8,794)                        | (18.8)                          | 103,788    | 128,437    | (24,649)                       | (19.2)                          | 667                | 826       | (159)                          | (19.2)                          |
| Total Single-Piece Letters and Cards                   | 1,872,315  | 2,012,899 | (140,584)                      | (7.0)                           | 3,463,529  | 3,837,404  | (373,875)                      | (9.7)                           | 98,720             | 109,266   | (10,546)                       | (9.7)                           |
| Presort Letters  | 3,094,737  | 3,316,702 | (221,965)                      | (6.7)                           | 7,820,120  | 8,494,598  | (674,478)                      | (7.9)                           | 447,460            | 492,708   | (45,248)                       | (9.2)                           |
| Presort Cards  | 117,701    | 119,805   | (2,105)                        | (1.8)                           | 446,490    | 458,225    | (11,736)                       | (2.6)                           | 3,648              | 3,744     | (96)                           | (2.6)                           |
| Total Presort Letters and Cards                        | 3,212,438  | 3,436,507 | (224,069)                      | (6.5)                           | 8,266,609  | 8,952,823  | (686,214)                      | (7.7)                           | 451,108            | 496,452   | (45,344)                       | (9.1)                           |
| Flats  | 370,570    | 379,784   | (9,214)                        | (2.4)                           | 277,298    | 310,934    | (33,636)                       | (10.8)                          | 56,571             | 61,998    | (5,426)                        | (8.8)                           |
| Domestic NSA Mail                                      | 0          | 0         | 0                              | -                               | 0          | 0          | 0                              | -                               | 0                  | 0         | 0                              | -                               |
| Outbound First-Class Mail International                | 25,639     | 45,002    | (19,363)                       | (43.0)                          | 16,348     | 29,724     | (13,377)                       | (45.0)                          | 899                | 1,658     | (759)                          | (45.8)                          |
| Inbound Intl. Letter-Post Single-Piece & NSA Mail 3/ 5 | 10,207     | 205,080   | (194,874)                      | (95.0)                          | 17,731     | 132,549    | (114,818)                      | (86.6)                          | 484                | 56,898    | (56,413)                       | (99.1)                          |
| First-Class Mail Fees                                  | 25,447     | 25,272    | 175                            | 0.7                             | -          | -          | -                              | -                               | -                  | -         | -                              | -                               |
| Total First-Class Mail                                 | 5,516,615  | 6,104,544 | (587,929)                      | (9.6)                           | 12,041,514 | 13,263,435 | (1,221,921)                    | (9.2)                           | 607,782            | 726,271   | (118,489)                      | (16.3)                          |
| <b>USPS Marketing Mail:</b>                            |            |           |                                |                                 |            |            |                                |                                 |                    |           |                                |                                 |
| High Density and Saturation Letters                    | 209,648    | 293,642   | (83,994)                       | (28.6)                          | 1,217,520  | 1,749,749  | (532,229)                      | (30.4)                          | 43,643             | 72,253    | (28,610)                       | (39.6)                          |
| High Density and Saturation Flats & Parcels            | 362,168    | 503,699   | (141,531)                      | (28.1)                          | 2,074,690  | 2,781,067  | (706,377)                      | (25.4)                          | 301,149            | 497,236   | (196,087)                      | (39.4)                          |
| Carrier Route  | 190,344    | 328,117   | (137,772)                      | (42.0)                          | 715,321    | 1,238,207  | (522,886)                      | (42.2)                          | 146,610            | 261,014   | (114,403)                      | (43.8)                          |
| Letters  | 1,383,314  | 2,353,132 | (969,818)                      | (41.2)                          | 6,539,467  | 10,915,467 | (4,375,999)                    | (40.1)                          | 315,624            | 527,411   | (211,788)                      | (40.2)                          |
| Flats  | 255,014    | 343,828   | (88,815)                       | (25.8)                          | 586,004    | 818,655    | (232,650)                      | (28.4)                          | 153,022            | 208,791   | (55,770)                       | (26.7)                          |
| Parcels  | 10,903     | 11,821    | (918)                          | (7.8)                           | 7,867      | 8,783      | (916)                          | (10.4)                          | 3,333              | 4,027     | (694)                          | (17.2)                          |
| Every Door Direct Mail Retail                          | 20,342     | 31,714    | (11,372)                       | (35.9)                          | 106,504    | 169,594    | (63,091)                       | (37.2)                          | 13,509             | 21,511    | (8,002)                        | (37.2)                          |
| Domestic NSA Mail                                      | 0          | 0         | -                              | -                               | 0          | 0          | -                              | -                               | 0                  | 0         | -                              | -                               |
| USPS Marketing Mail Fees                               | 6,018      | 8,328     | (2,310)                        | (27.7)                          | -          | -          | -                              | -                               | -                  | -         | -                              | -                               |
| Total USPS Marketing Mail                              | 2,437,751  | 3,874,281 | (1,436,530)                    | (37.1)                          | 11,247,373 | 17,681,521 | (6,434,148)                    | (36.4)                          | 976,889            | 1,592,244 | (615,354)                      | (38.6)                          |
| <b>Periodicals Mail:</b>                               |            |           |                                |                                 |            |            |                                |                                 |                    |           |                                |                                 |
| In-County  | 11,468     | 14,259    | (2,791)                        | (19.6)                          | 111,877    | 126,886    | (15,009)                       | (11.8)                          | 22,183             | 32,692    | (10,509)                       | (32.1)                          |
| Outside County   | 231,923    | 286,140   | (54,217)                       | (18.9)                          | 868,596    | 1,055,637  | (187,041)                      | (17.7)                          | 273,361            | 361,181   | (87,820)                       | (24.3)                          |
| Periodicals Mail Fees                                  | 1,319      | 1,392     | (73)                           | (5.3)                           | -          | -          | -                              | -                               | -                  | -         | -                              | -                               |
| Total Periodicals Mail                                 | 244,710    | 301,791   | (57,081)                       | (18.9)                          | 980,473    | 1,182,523  | (202,050)                      | (17.1)                          | 295,543            | 393,873   | (98,329)                       | (25.0)                          |
| <b>Package Services Mail:</b>                          |            |           |                                |                                 |            |            |                                |                                 |                    |           |                                |                                 |
| Alaska Bypass  | 8,474      | 7,817     | 657                            | 8.4                             | 331        | 311        | 19                             | 6.2                             | 22,267             | 20,972    | 1,295                          | 6.2                             |
| Bound Printed Matter Flats                             | 34,673     | 42,782    | (8,109)                        | (19.0)                          | 45,990     | 57,001     | (11,010)                       | (19.3)                          | 84,751             | 100,081   | (15,330)                       | (15.3)                          |
| Bound Printed Matter Parcels                           | 72,103     | 65,724    | 6,379                          | 9.7                             | 66,681     | 59,401     | 7,280                          | 12.3                            | 119,385            | 118,769   | 616                            | 0.5                             |
| Media and Library Mail                                 | 99,017     | 68,252    | 30,765                         | 45.1                            | 27,961     | 19,071     | 8,890                          | 46.6                            | 55,703             | 41,300    | 14,403                         | 34.9                            |
| Package Services Mail Fees                             | 212        | 260       | (48)                           | (18.4)                          | -          | -          | -                              | -                               | -                  | -         | -                              | -                               |
| Total Package Services Mail                            | 214,479    | 184,835   | 29,644                         | 16.0                            | 140,962    | 135,784    | 5,178                          | 3.8                             | 282,107            | 281,122   | 984                            | 0.4                             |



**COMPETITIVE PRODUCTS**  
**PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3**  
**FISCAL YEAR 2020 (Apr. 1, 2020-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019**  
**(Data in Thousands)**

| Service Category                          | REVENUE 6/ |           |                                |                                 | PIECES 6/ |           |                                |                                 | WEIGHT (Pounds) 6/ |           |                                |                                 |
|---|------------|-----------|--------------------------------|---------------------------------|-----------|-----------|--------------------------------|---------------------------------|--------------------|-----------|--------------------------------|---------------------------------|
|   | Quarter 3  |           | Change                         |                                 | Quarter 3 |           | Change                         |                                 | Quarter 3          |           | Change                         |                                 |
|   | FY 2020    | FY 2019   | FY 2020 over FY 2019<br>Amount | FY 2020 over FY 2019<br>Percent | FY 2020   | FY 2019   | FY 2020 over FY 2019<br>Amount | FY 2020 over FY 2019<br>Percent | FY 2020            | FY 2019   | FY 2020 over FY 2019<br>Amount | FY 2020 over FY 2019<br>Percent |
| Priority Mail Express:                    |            |           |                                |                                 |           |           |                                |                                 |                    |           |                                |                                 |
| Total Priority Mail Express Mail          | 165,763    | 184,149   | (18,386)                       | (10.0)                          | 5,533     | 6,697     | (1,164)                        | (17.4)                          | 7,165              | 6,985     | 181                            | 2.6                             |
| First-Class Package Service:              |            |           |                                |                                 |           |           |                                |                                 |                    |           |                                |                                 |
| Total First Class Package Service         | 2,044,457  | 1,108,450 | 936,006                        | 84.4                            | 601,362   | 339,239   | 262,123                        | 77.3                            | 223,054            | 128,515   | 94,539                         | 73.6                            |
| USPS Retail Ground Mail:                  |            |           |                                |                                 |           |           |                                |                                 |                    |           |                                |                                 |
| Total USPS Retail Ground                  | 66,606     | 59,615    | 6,991                          | 11.7                            | 2,507     | 2,616     | (109)                          | (4.2)                           | 17,947             | 18,180    | (233)                          | (1.3)                           |
| Priority Mail:                            |            |           |                                |                                 |           |           |                                |                                 |                    |           |                                |                                 |
| Total Priority Mail                       | 3,259,979  | 2,261,936 | 998,043                        | 44.1                            | 358,895   | 261,178   | 97,717                         | 37.4                            | 1,003,154          | 677,852   | 325,302                        | 48.0                            |
| Parcel Select Mail:                       |            |           |                                |                                 |           |           |                                |                                 |                    |           |                                |                                 |
| Total Parcel Select Mail                  | 2,497,677  | 1,554,949 | 942,729                        | 60.6                            | 992,804   | 648,889   | 343,915                        | 53.0                            | 2,742,321          | 1,542,889 | 1,199,432                      | 77.7                            |
| Parcel Return Service Mail:               |            |           |                                |                                 |           |           |                                |                                 |                    |           |                                |                                 |
| Total Parcel Return Service Mail          | 51,144     | 46,023    | 5,121                          | 11.1                            | 18,034    | 16,996    | 1,038                          | 6.1                             | 42,383             | 41,899    | 484                            | 1.2                             |
| International Mail:                       |            |           |                                |                                 |           |           |                                |                                 |                    |           |                                |                                 |
| Outbound Priority Mail International      | 64,732     | 86,695    | (21,963)                       | (25.3)                          | 1,105     | 1,486     | (381)                          | (25.7)                          | 6,316              | 9,350     | (3,035)                        | (32.5)                          |
| Outbound International Expedited Services | 13,914     | 25,060    | (11,146)                       | (44.5)                          | 158       | 300       | (142)                          | (47.3)                          | 807                | 1,635     | (828)                          | (50.6)                          |
| Other Outbound International Mail         | 160,184    | 165,278   | (5,094)                        | (3.1)                           | 29,777    | 34,249    | (4,473)                        | (13.1)                          | 18,477             | 18,924    | (446)                          | (2.4)                           |
| Inbound International 3/ 5/               | 196,121    | 61,054    | 135,068                        | 221.2                           | 74,389    | 3,479     | 70,910                         | 2,038.3                         | 61,514             | 25,262    | 36,251                         | 143.5                           |
| International Mail Fees                   | 1          | 2         | (1)                            | (32.7)                          | -         | -         | -                              | -                               | -                  | -         | -                              | -                               |
| Total International Mail                  | 434,953    | 338,089   | 96,864                         | 28.7                            | 105,429   | 39,514    | 65,915                         | 166.8                           | 87,114             | 55,172    | 31,943                         | 57.9                            |
| Total Competitive Mail                    | 8,520,580  | 5,553,211 | 2,967,368                      | 53.4                            | 2,084,562 | 1,315,128 | 769,433                        | 58.5                            | 4,123,139          | 2,471,491 | 1,651,648                      | 66.8                            |



**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS  
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3  
FISCAL YEAR 2020 (Apr. 1, 2020-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019  
(Data in Thousands)**

| Service Category<br>=====             | REVENUE 6/ |            |                                |         | PIECES 6/  |            |                                |         | WEIGHT (Pounds) 6/ |           |                                |         |
|---------------------------------------|------------|------------|--------------------------------|---------|------------|------------|--------------------------------|---------|--------------------|-----------|--------------------------------|---------|
|                                       | Quarter 3  |            | Change                         |         | Quarter 3  |            | Change                         |         | Quarter 3          |           | Change                         |         |
|                                       | FY 2020    | FY 2019    | FY 2020 over FY 2019<br>Amount | Percent | FY 2020    | FY 2019    | FY 2020 over FY 2019<br>Amount | Percent | FY 2020            | FY 2019   | FY 2020 over FY 2019<br>Amount | Percent |
| =====                                 | =====      | =====      | =====                          | =====   | =====      | =====      | =====                          | =====   | =====              | =====     | =====                          | =====   |
| Total Market Dominant and Competitive |            |            |                                |         |            |            |                                |         |                    |           |                                |         |
| Total All Mail                        | 16,934,134 | 16,018,663 | 915,472                        | 5.7     | 26,570,079 | 33,663,817 | (7,093,738)                    | (21.1)  | 6,317,801          | 5,491,804 | 825,997                        | 15.0    |
| Total All Services                    | 653,510    | 670,656    | (17,146)                       | (2.6)   | 137,594    | 1,404,483  | (1,266,889)                    | (90.2)  |                    |           |                                |         |
| Total All Mail and Services           | 17,587,644 | 16,689,319 | 898,326                        | 5.4     |            |            |                                |         |                    |           |                                |         |
| Total All Other Revenue               | 60,929     | 440,865    | (379,937)                      | (86.2)  |            |            |                                |         |                    |           |                                |         |
| Total All Revenue                     | 17,648,573 | 17,130,184 | 518,389                        | 3.0     |            |            |                                |         |                    |           |                                |         |

RPW SUMMARY REPORT FOOTNOTES: MARKET DOMINANT PRODUCTS SECTION

1/ Not included elsewhere in this report.

3/ See Order Approving the transfer of Market Dominant Negotiated Service Agreements to the Competitive Product List, Order No. 5437, PRC Docket No. MC2020-73 (February 19, 2020).

5/ See Order Granting Postal Service's Motion and Approving Prices for Inbound Letter Post Small Packets and Bulky Letters, Order No. 5372, PRC Docket Nos. MC2019-17 & CP2019-155 (December 19, 2019) (approving motion to effectuate the transfer as of January 1, 2020).

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.

RPW SUMMARY REPORT FOOTNOTES: COMPETITIVE PRODUCTS SECTION

3/ See Order Approving the transfer of Market Dominant Negotiated Service Agreements to the Competitive Product List, Order No. 5437, PRC Docket No. MC2020-73 (February 19, 2020).

5/ See Order Granting Postal Service's Motion and Approving Prices for Inbound Letter Post Small Packets and Bulky Letters, Order No. 5372, PRC Docket Nos. MC2019-17 & CP2019-155 (December 19, 2019) (approving motion to effectuate the transfer as of January 1, 2020).

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

- Report totals may not sum due to rounding.

**MARKET DOMINANT PRODUCTS**  
**PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD**  
**FISCAL YEAR 2020 (Oct. 1, 2019-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019**  
**(Data in Thousands)**

| Service Category                                       | REVENUE 6/    |            |                                |                                 | PIECES 6/     |            |                                |                                 | WEIGHT (Pounds) 6/ |           |                                |                                 |
|--|---------------|------------|--------------------------------|---------------------------------|---------------|------------|--------------------------------|---------------------------------|--------------------|-----------|--------------------------------|---------------------------------|
|  | Quarter 3 YTD |            | Change                         |                                 | Quarter 3 YTD |            | Change                         |                                 | Quarter 3 YTD      |           | Change                         |                                 |
|  | FY 2020       | FY 2019    | FY 2020 over FY 2019<br>Amount | FY 2020 over FY 2019<br>Percent | FY 2020       | FY 2019    | FY 2020 over FY 2019<br>Amount | FY 2020 over FY 2019<br>Percent | FY 2020            | FY 2019   | FY 2020 over FY 2019<br>Amount | FY 2020 over FY 2019<br>Percent |
| <b>First-Class Mail:</b>                               |               |            |                                |                                 |               |            |                                |                                 |                    |           |                                |                                 |
| Single-Piece Letters                                   | 6,233,562     | 6,444,396  | (210,834)                      | (3.3)                           | 11,524,586    | 12,508,337 | (983,751)                      | (7.9)                           | 338,341            | 366,008   | (27,668)                       | (7.6)                           |
| Single-Piece Cards                                     | 132,604       | 154,422    | (21,818)                       | (14.1)                          | 363,254       | 426,920    | (63,666)                       | (14.9)                          | 2,335              | 2,741     | (405)                          | (14.8)                          |
| Total Single-Piece Letters and Cards                   | 6,366,166     | 6,598,818  | (232,652)                      | (3.5)                           | 11,887,840    | 12,935,257 | (1,047,417)                    | (8.1)                           | 340,676            | 368,749   | (28,073)                       | (7.6)                           |
| Presort Letters  | 10,290,545    | 10,425,218 | (134,672)                      | (1.3)                           | 26,169,638    | 26,827,929 | (658,291)                      | (2.5)                           | 1,487,727          | 1,549,241 | (61,514)                       | (4.0)                           |
| Presort Cards  | 406,455       | 380,952    | 25,503                         | 6.7                             | 1,549,695     | 1,458,231  | 91,464                         | 6.3                             | 12,664             | 11,913    | 751                            | 6.3                             |
| Total Presort Letters and Cards                        | 10,697,000    | 10,806,170 | (109,170)                      | (1.0)                           | 27,719,333    | 28,286,160 | (566,827)                      | (2.0)                           | 1,500,391          | 1,561,154 | (60,763)                       | (3.9)                           |
| Flats  | 1,183,634     | 1,294,260  | (110,626)                      | (8.5)                           | 924,298       | 1,003,362  | (79,064)                       | (7.9)                           | 188,187            | 202,905   | (14,717)                       | (7.3)                           |
| Domestic NSA Mail                                      | 0             | 0          | -                              | -                               | 0             | 0          | -                              | -                               | 0                  | 0         | -                              | -                               |
| Outbound First-Class Mail International                | 117,914       | 150,580    | (32,666)                       | (21.7)                          | 79,857        | 103,263    | (23,406)                       | (22.7)                          | 4,020              | 5,316     | (1,296)                        | (24.4)                          |
| Inbound Intl. Letter-Post Single-Piece & NSA Mail 4/ 5 | 263,099       | 644,286    | (381,187)                      | (59.2)                          | 201,159       | 443,710    | (242,551)                      | (54.7)                          | 81,261             | 182,459   | (101,198)                      | (55.5)                          |
| First-Class Mail Fees                                  | 80,852        | 81,278     | (426)                          | (0.5)                           | -             | -          | -                              | -                               | -                  | -         | -                              | -                               |
| Total First-Class Mail                                 | 18,708,666    | 19,575,393 | (866,727)                      | (4.4)                           | 40,812,488    | 42,771,752 | (1,959,264)                    | (4.6)                           | 2,114,536          | 2,320,583 | (206,047)                      | (8.9)                           |
| <b>USPS Marketing Mail:</b>                            |               |            |                                |                                 |               |            |                                |                                 |                    |           |                                |                                 |
| High Density and Saturation Letters                    | 807,463       | 900,741    | (93,278)                       | (10.4)                          | 4,755,844     | 5,496,244  | (740,400)                      | (13.5)                          | 184,466            | 220,624   | (36,158)                       | (16.4)                          |
| High Density and Saturation Flats & Parcels            | 1,418,094     | 1,562,711  | (144,617)                      | (9.3)                           | 7,923,805     | 8,828,111  | (904,306)                      | (10.2)                          | 1,286,756          | 1,535,806 | (249,050)                      | (16.2)                          |
| Carrier Route  | 1,032,287     | 1,305,276  | (272,989)                      | (20.9)                          | 3,879,791     | 4,990,225  | (1,110,434)                    | (22.3)                          | 814,225            | 1,007,606 | (193,381)                      | (19.2)                          |
| Letters  | 6,185,697     | 7,290,398  | (1,104,700)                    | (15.2)                          | 29,169,643    | 34,649,705 | (5,480,061)                    | (15.8)                          | 1,430,161          | 1,690,897 | (260,735)                      | (15.4)                          |
| Flats  | 1,035,773     | 1,180,921  | (145,148)                      | (12.3)                          | 2,457,044     | 2,894,480  | (437,436)                      | (15.1)                          | 620,566            | 721,694   | (101,128)                      | (14.0)                          |
| Parcels  | 37,989        | 37,147     | 842                            | 2.3                             | 28,614        | 28,424     | 191                            | 0.7                             | 11,571             | 11,548    | 23                             | 0.2                             |
| Every Door Direct Mail Retail                          | 74,733        | 91,836     | (17,103)                       | (18.6)                          | 395,195       | 501,530    | (106,335)                      | (21.2)                          | 50,126             | 63,614    | (13,488)                       | (21.2)                          |
| Domestic NSA Mail                                      | 0             | 0          | -                              | -                               | 0             | 0          | -                              | -                               | 0                  | 0         | -                              | -                               |
| USPS Marketing Mail Fees                               | 22,801        | 27,791     | (4,990)                        | (18.0)                          | -             | -          | -                              | -                               | -                  | -         | -                              | -                               |
| Total USPS Marketing Mail                              | 10,614,838    | 12,396,820 | (1,781,983)                    | (14.4)                          | 48,609,937    | 57,388,720 | (8,778,783)                    | (15.3)                          | 4,397,872          | 5,251,789 | (853,917)                      | (16.3)                          |
| <b>Periodicals Mail:</b>                               |               |            |                                |                                 |               |            |                                |                                 |                    |           |                                |                                 |
| In-County  | 38,741        | 41,667     | (2,926)                        | (7.0)                           | 357,998       | 373,059    | (15,061)                       | (4.0)                           | 83,927             | 96,734    | (12,807)                       | (13.2)                          |
| Outside County   | 754,394       | 863,800    | (109,406)                      | (12.7)                          | 2,752,771     | 3,170,566  | (417,795)                      | (13.2)                          | 923,280            | 1,102,857 | (179,577)                      | (16.3)                          |
| Periodicals Mail Fees                                  | 3,814         | 5,005      | (1,191)                        | (23.8)                          | -             | -          | -                              | -                               | -                  | -         | -                              | -                               |
| Total Periodicals Mail                                 | 796,949       | 910,472    | (113,523)                      | (12.5)                          | 3,110,769     | 3,543,625  | (432,856)                      | (12.2)                          | 1,007,207          | 1,199,591 | (192,384)                      | (16.0)                          |
| <b>Package Services Mail:</b>                          |               |            |                                |                                 |               |            |                                |                                 |                    |           |                                |                                 |
| Alaska Bypass  | 23,258        | 23,864     | (606)                          | (2.5)                           | 915           | 960        | (45)                           | (4.7)                           | 61,637             | 64,651    | (3,015)                        | (4.7)                           |
| Bound Printed Matter Flats                             | 128,560       | 142,525    | (13,964)                       | (9.8)                           | 169,018       | 190,204    | (21,187)                       | (11.1)                          | 296,226            | 322,651   | (26,425)                       | (8.2)                           |
| Bound Printed Matter Parcels                           | 218,016       | 237,507    | (19,491)                       | (8.2)                           | 196,147       | 217,358    | (21,211)                       | (9.8)                           | 386,395            | 448,215   | (61,821)                       | (13.8)                          |
| Media and Library Mail                                 | 250,504       | 210,187    | 40,317                         | 19.2                            | 70,647        | 59,712     | 10,935                         | 18.3                            | 143,530            | 128,361   | 15,169                         | 11.8                            |
| Package Services Mail Fees                             | 741           | 920        | (179)                          | (19.4)                          | -             | -          | -                              | -                               | -                  | -         | -                              | -                               |
| Total Package Services Mail                            | 621,079       | 615,003    | 6,076                          | 1.0                             | 436,727       | 468,235    | (31,508)                       | (6.7)                           | 887,788            | 963,879   | (76,091)                       | (7.9)                           |



**COMPETITIVE PRODUCTS**  
**PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD**  
**FISCAL YEAR 2020 (Oct. 1, 2019-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019**  
**(Data in Thousands)**

| Service Category                          | REVENUE 6/    |            |                      |         | PIECES 6/     |           |                      |         | WEIGHT (Pounds) 6/ |           |                      |         |
|---|---------------|------------|----------------------|---------|---------------|-----------|----------------------|---------|--------------------|-----------|----------------------|---------|
|   | Quarter 3 YTD |            | Change               |         | Quarter 3 YTD |           | Change               |         | Quarter 3 YTD      |           | 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 |
| Priority Mail Express:                    |               |            |                      |         |               |           |                      |         |                    |           |                      |         |
| Total Priority Mail Express Mail          | 508,025       | 544,320    | (36,295)             | (6.7)   | 17,665        | 19,933    | (2,268)              | (11.4)  | 20,747             | 21,768    | (1,022)              | (4.7)   |
| First-Class Package Service:              |               |            |                      |         |               |           |                      |         |                    |           |                      |         |
| Total First Class Package Service         | 4,431,197     | 3,360,569  | 1,070,628            | 31.9    | 1,313,016     | 1,062,730 | 250,285              | 23.6    | 498,636            | 403,885   | 94,751               | 23.5    |
| USPS Retail Ground Mail:                  |               |            |                      |         |               |           |                      |         |                    |           |                      |         |
| Total USPS Retail Ground                  | 225,447       | 204,467    | 20,980               | 10.3    | 9,130         | 9,248     | (118)                | (1.3)   | 63,651             | 63,762    | (112)                | (0.2)   |
| Priority Mail:                            |               |            |                      |         |               |           |                      |         |                    |           |                      |         |
| Total Priority Mail                       | 8,433,005     | 7,245,903  | 1,187,101            | 16.4    | 923,722       | 835,653   | 88,069               | 10.5    | 2,489,698          | 2,181,588 | 308,109              | 14.1    |
| Parcel Select Mail:                       |               |            |                      |         |               |           |                      |         |                    |           |                      |         |
| Total Parcel Select Mail                  | 6,332,728     | 5,140,006  | 1,192,722            | 23.2    | 2,567,328     | 2,229,816 | 337,512              | 15.1    | 7,836,657          | 5,414,197 | 2,422,460            | 44.7    |
| Parcel Return Service Mail:               |               |            |                      |         |               |           |                      |         |                    |           |                      |         |
| Total Parcel Return Service Mail          | 148,552       | 159,583    | (11,031)             | (6.9)   | 53,039        | 59,643    | (6,604)              | (11.1)  | 137,395            | 157,214   | (19,818)             | (12.6)  |
| International Mail:                       |               |            |                      |         |               |           |                      |         |                    |           |                      |         |
| Outbound Priority Mail International      | 259,997       | 274,730    | (14,733)             | (5.4)   | 4,224         | 4,560     | (336)                | (7.4)   | 25,717             | 29,693    | (3,976)              | (13.4)  |
| Outbound International Expedited Services | 58,901        | 79,497     | (20,595)             | (25.9)  | 684           | 960       | (276)                | (28.7)  | 3,331              | 5,577     | (2,246)              | (40.3)  |
| Other Outbound International Mail         | 514,385       | 521,099    | (6,714)              | (1.3)   | 103,882       | 111,489   | (7,606)              | (6.8)   | 59,523             | 60,158    | (634)                | (1.1)   |
| Inbound International 4/ 5/               | 534,415       | 194,187    | 340,228              | 175.2   | 179,181       | 11,226    | 167,955              | 1,496.1 | 168,330            | 82,701    | 85,629               | 103.5   |
| International Mail Fees                   | 5             | 5          | (1)                  | (12.7)  | -             | -         | -                    | -       | -                  | -         | -                    | -       |
| Total International Mail                  | 1,367,703     | 1,069,518  | 298,185              | 27.9    | 287,971       | 128,235   | 159,736              | 124.6   | 256,902            | 178,129   | 78,773               | 44.2    |
| Total Competitive Mail                    | 21,446,657    | 17,724,366 | 3,722,291            | 21.0    | 5,171,872     | 4,345,259 | 826,613              | 19.0    | 11,303,685         | 8,420,543 | 2,883,142            | 34.2    |





**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS**  
**PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD**  
**FISCAL YEAR 2020 (Oct. 1, 2019-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019**  
**(Data in Thousands)**

| Service Category                      | REVENUE 6/    |            |           |         | PIECES 6/     |             |              |         | WEIGHT (Pounds) 6/ |            |           |         |
|---------------------------------------|---------------|------------|-----------|---------|---------------|-------------|--------------|---------|--------------------|------------|-----------|---------|
|                                       | Quarter 3 YTD |            | Change    |         | Quarter 3 YTD |             | Change       |         | Quarter 3 YTD      |            | Change    |         |
|                                       | FY 2020       | FY 2019    | Amount    | Percent | FY 2020       | FY 2019     | Amount       | Percent | FY 2020            | FY 2019    | Amount    | Percent |
| Total Market Dominant and Competitive |               |            |           |         |               |             |              |         |                    |            |           |         |
| Total All Mail                        | 52,188,188    | 51,222,054 | 966,134   | 1.9     | 98,384,188    | 108,763,652 | (10,379,464) | (9.5)   | 19,799,172         | 18,243,620 | 1,555,552 | 8.5     |
| Total All Services                    | 2,036,995     | 2,007,378  | 29,618    | 1.5     | 1,980,214     | 4,580,623   | (2,600,409)  | (56.8)  |                    |            |           |         |
| Total All Mail and Services           | 54,225,183    | 53,229,432 | 995,752   | 1.9     |               |             |              |         |                    |            |           |         |
| Total All Other Revenue               | 694,757       | 1,185,647  | (490,890) | (41.4)  |               |             |              |         |                    |            |           |         |
| Total All Revenue                     | 54,919,940    | 54,415,078 | 504,862   | 0.9     |               |             |              |         |                    |            |           |         |

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.

4/ See Order Approving the transfer of Market Dominant Negotiated Service Agreements to the Competitive Product List, Order No. 5437, PRC Docket No. MC2020-73 (February 19, 2020).

5/ See Order Granting Postal Service's Motion and Approving Prices for Inbound Letter Post Small Packets and Bulky Letters, Order No. 5372, PRC Docket Nos. MC2019-17 & CP2019-155 (December 19, 2019) (approving motion to effectuate the transfer as of January 1, 2020).

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.

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.

4/ See Order Approving the transfer of Market Dominant Negotiated Service Agreements to the Competitive Product List, Order No. 5437, PRC Docket No. MC2020-73 (February 19, 2020).

5/ See Order Granting Postal Service's Motion and Approving Prices for Inbound Letter Post Small Packets and Bulky Letters, Order No. 5372, PRC Docket Nos. MC2019-17 & CP2019-155 (December 19, 2019) (approving motion to effectuate the transfer as of January 1, 2020).

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.