

MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES
FISCAL YEAR 2020 (Oct. 1, 2019-Sep. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Fiscal Year		Change		Fiscal Year		Change		Fiscal Year		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	7,952,444	8,281,699	(329,255)	(4.0)	14,686,534	15,948,103	(1,261,570)	(7.9)	432,109	466,849	(34,741)	(7.4)
Single-Piece Cards	177,352	203,897	(26,544)	(13.0)	485,907	563,195	(77,288)	(13.7)	3,123	3,616	(493)	(13.6)
Total Single-Piece Letters and Cards	8,129,796	8,485,595	(355,799)	(4.2)	15,172,441	16,511,298	(1,338,858)	(8.1)	435,232	470,466	(35,234)	(7.5)
Presort Letters	13,452,900	13,689,504	(236,603)	(1.7)	34,166,802	35,207,142	(1,040,340)	(3.0)	1,948,872	2,032,376	(83,504)	(4.1)
Presort Cards	546,209	502,518	43,691	8.7	2,079,692	1,923,399	156,293	8.1	16,995	15,713	1,282	8.2
Total Presort Letters and Cards	13,999,109	14,192,021	(192,912)	(1.4)	36,246,494	37,130,541	(884,047)	(2.4)	1,965,867	2,048,089	(82,222)	(4.0)
Flats	1,543,533	1,648,071	(104,539)	(6.3)	1,203,873	1,294,846	(90,974)	(7.0)	242,970	261,378	(18,408)	(7.0)
Domestic Negotiated Serv. Agreement Mail	0	0	0	-	0	0	0	-	0	0	0	-
Outbound First-Class Mail International	144,530	184,408	(39,878)	(21.6)	96,833	126,054	(29,221)	(23.2)	4,961	6,449	(1,488)	(23.1)
Inbound Intl. Letter-Post Single-Piece & NSA Mail 4/ 5	274,145	843,113	(568,968)	(67.5)	219,878	563,149	(343,270)	(61.0)	82,730	238,348	(155,618)	(65.3)
First-Class Mail Fees	105,297	104,823	474	0.5	-	-	-	-	-	-	-	-
Total First-Class Mail	24,196,411	25,458,032	(1,261,621)	(5.0)	52,939,518	55,625,888	(2,686,370)	(4.8)	2,731,759	3,024,729	(292,970)	(9.7)
USPS Marketing Mail:												
High Density and Saturation Letters	1,100,343	1,195,697	(95,354)	(8.0)	6,532,835	7,253,647	(720,812)	(9.9)	250,999	292,006	(41,007)	(14.0)
High Density and Saturation Flats & Parcels	1,861,932	2,065,768	(203,836)	(9.9)	10,426,613	11,606,928	(1,180,315)	(10.2)	1,682,978	2,034,704	(351,726)	(17.3)
Carrier Route	1,338,237	1,668,960	(330,722)	(19.8)	5,047,509	6,358,867	(1,311,358)	(20.6)	1,036,723	1,304,414	(267,691)	(20.5)
Letters	8,139,146	9,713,346	(1,574,200)	(16.2)	38,407,623	45,966,176	(7,558,553)	(16.4)	1,876,936	2,242,030	(365,094)	(16.3)
Flats	1,342,289	1,560,533	(218,244)	(14.0)	3,199,130	3,818,182	(619,052)	(16.2)	800,491	961,509	(161,017)	(16.7)
Parcels	49,705	48,293	1,413	2.9	36,715	36,861	(147)	(0.4)	14,709	14,852	(143)	(1.0)
Every Door Direct Mail Retail	98,719	119,485	(20,765)	(17.4)	529,699	649,386	(119,687)	(18.4)	67,187	82,368	(15,181)	(18.4)
Domestic Negotiated Serv. Agreement Mail	0	0	-	-	0	0	-	-	0	0	-	-
USPS Marketing Mail Fees	28,772	35,026	(6,255)	(17.9)	-	-	-	-	-	-	-	-
Total USPS Marketing Mail	13,959,143	16,407,107	(2,447,964)	(14.9)	64,180,125	75,690,047	(11,509,923)	(15.2)	5,730,022	6,931,881	(1,201,859)	(17.3)
Periodicals Mail:												
In-County	50,372	55,512	(5,140)	(9.3)	469,363	499,313	(29,950)	(6.0)	107,073	127,964	(20,892)	(16.3)
Outside County	968,523	1,132,246	(163,723)	(14.5)	3,536,716	4,135,305	(598,589)	(14.5)	1,176,309	1,444,298	(267,989)	(18.6)
Periodicals Mail Fees	4,940	6,317	(1,377)	(21.8)	-	-	-	-	-	-	-	-
Total Periodicals Mail	1,023,836	1,194,075	(170,239)	(14.3)	4,006,079	4,634,618	(628,539)	(13.6)	1,283,382	1,572,263	(288,881)	(18.4)
Package Services Mail:												
Alaska Bypass	32,199	31,731	468	1.5	1,264	1,274	(9)	(0.7)	85,149	85,758	(608)	(0.7)
Bound Printed Matter Flats	161,042	190,487	(29,445)	(15.5)	211,204	254,368	(43,164)	(17.0)	372,925	428,698	(55,773)	(13.0)
Bound Printed Matter Parcels	288,787	313,744	(24,957)	(8.0)	260,591	285,796	(25,205)	(8.8)	499,282	590,659	(91,377)	(15.5)
Media and Library Mail	349,097	283,768	65,328	23.0	97,745	80,087	17,659	22.0	201,966	174,121	27,845	16.0
Package Services Mail Fees	977	1,141	(164)	(14.4)	-	-	-	-	-	-	-	-
Total Package Services Mail	832,101	820,871	11,230	1.4	570,805	621,524	(50,719)	(8.2)	1,159,322	1,279,236	(119,914)	(9.4)

COMPETITIVE PRODUCTS
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Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Fiscal Year		Change		Fiscal Year		Change		Fiscal Year		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	696,922	716,187	(19,265)	(2.7)	24,111	26,163	(2,052)	(7.8)	28,824	28,225	599	2.1
First-Class Package Service:												
Total First Class Package Service	6,235,920	4,464,504	1,771,415	39.7	1,847,783	1,397,687	450,096	32.2	696,344	532,181	164,163	30.8
Retail Ground Mail:												
Total Retail Ground	293,385	266,414	26,971	10.1	11,585	11,871	(286)	(2.4)	82,171	83,032	(861)	(1.0)
Priority Mail:												
Total Priority Mail	11,537,465	9,461,783	2,075,682	21.9	1,260,869	1,085,046	175,823	16.2	3,389,566	2,853,943	535,623	18.8
Parcel Select Mail:												
Total Parcel Select Mail	8,689,311	6,801,364	1,887,947	27.8	3,499,582	2,910,008	589,574	20.3	10,307,153	7,577,751	2,729,402	36.0
Parcel Return Service Mail:												
Total Parcel Return Service Mail	202,454	203,426	(971)	(0.5)	71,853	75,373	(3,521)	(4.7)	180,678	199,044	(18,366)	(9.2)
International Mail:												
Outbound Priority Mail International	352,044	352,470	(426)	(0.1)	5,711	5,865	(154)	(2.6)	34,713	37,733	(3,019)	(8.0)
Outbound International Expedited Services	79,096	103,688	(24,592)	(23.7)	902	1,251	(348)	(27.8)	4,630	7,048	(2,418)	(34.3)
Other Outbound International Mail	698,717	672,016	26,701	4.0	129,083	144,072	(14,989)	(10.4)	75,869	78,689	(2,820)	(3.6)
Inbound International 4/ 5/	785,470	254,766	530,704	208.3	276,850	14,633	262,217	1,791.9	230,148	108,231	121,917	112.6
International Mail Fees	7	7	(1)	(7.7)	-	-	-	-	-	-	-	-
Total International Mail	1,915,333	1,382,947	532,386	38.5	412,548	165,821	246,726	148.8	345,360	231,700	113,660	49.1
Total Competitive Mail	29,570,791	23,296,626	6,274,165	26.9	7,128,331	5,671,971	1,456,360	25.7	15,030,097	11,505,878	3,524,219	30.6

**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
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Total Market Dominant and Competitive												
Total All Mail	69,582,282	67,176,712	2,405,570	3.6	129,171,286	142,562,453	(13,391,168)	(9.4)	26,053,622	24,427,653	1,625,969	6.7
Total All Services	2,721,273	2,689,383	31,890	1.2	2,105,336	5,990,219	(3,884,883)	(64.9)				
Total All Mail and Services	72,303,555	69,866,095	2,437,460	3.5								
Total All Other Revenue	920,264	1,439,394	(519,130)	(36.1)								
Total All Revenue	73,223,819	71,305,488	1,918,330	2.7								

RPW SUMMARY REPORT FOOTNOTES: MARKET DOMINANT PRODUCTS SECTION

1/ Not included elsewhere in this report.

3/ Year to Date Post Office Box volume is equal to the volume for the current time period. Adding Post Office Box volumes for any period is not a reflection of the number of boxes rented.

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.

RPW SUMMARY REPORT FOOTNOTES: COMPETITIVE PRODUCTS SECTION

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