# 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)

			NUE 6/			PIECES			WEIGHT (Pounds) 6/				
Service Category	======================================		Change FY 2020 over FY 2019		Fiscal Year		Change FY 2020 over FY 2019		Fiscal Year		Change FY 2020 over FY 2019		
	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	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)	-	-	(000,000)	(1.10)	-	.,,	(201,000)	(1010)	
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)	(13.3)	260,591	285,796	(25,205)	(17.0)	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 <sup>349,097</sup>	1,141	(164)	(14.4)	51,145	00,007	17,009	22.0	201,300	117,121	21,040	10.0	
Total Package Services Mail	832,101	820,871	11,230	(14.4)	570,805	- 621,524	- (50,719)	(8.2)	- 1,159,322	- 1,279,236	- (119,914)	(9.4)	

# 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)

			NUE 6/			PIECES			WEIGHT (Pounds) 6/				
Service Category	Fisc FY 2020	al Year FY 2019	ETRIC Char FY 2020 ov Amount	nge er FY 2019 Percent	Fisca FY 2020		Chang FY 2020 over Amount =======	je FY 2019 Percent		al Year FY 2019 =========	Chan FY 2020 ove Amount	ge	
U.S. Postal Service Mail	-	-			321,287	284,327	36,960	13.0	109,097	101,321	7,776	7.7	
Free Mail	-	-	-	-	25,141	34,078	(8,937)	(26.2)	9,943	12,346	(2,402)	(19.5)	
Total Market Dominant Mail	40,011,491	43,880,086	(3,868,594)	(8.8)	122,042,955	136,890,483	(14,847,528)	(10.8)	11,023,525	12,921,775	(1,898,250)	(14.7)	
Ancillary Services: Certified Mail Collect on Delivery Delivery Confirmation Insurance Registered Mail Return Receipts Stamped Envelopes and Cards Other Domestic Ancillary Services International Ancillary Services Other NSA Ancillary Services Total Ancillary Services Special Services:	597,460 3,462 645 92,735 20,581 279,824 12,700 93,704 22,438 4,993 1,128,544	653,270 4,206 899 77,672 24,197 314,131 12,746 74,475 58,861 3,303 1,223,761	(55,810) (744) (254) 15,063 (3,615) (34,307) (46) 19,229 (36,423) 1,690 (95,217)	(8.5) (17.7) (28.3) 19.4 (14.9) (10.9) (0.4) 25.8 (61.9) 51.2 (7.8)	167,838 292 1,565,093 16,823 1,152 119,655 30,523 8,932 2,103 1,912,411	186,847 368 5,422,411 14,347 1,447 137,754 23,826 29,493 1,389 5,817,881	(19,009) (76) (3,857,318) 2,476 (295) (18,099) - - 6,697 (20,561) 714 (3,905,470)	(10.2) (20.6) (71.1) 17.3 (20.4) (13.1) 					
Money Orders Post Office Box Service 3/ Other Domestic Special Services Other International Special Services Total Additional Special Services Total Market Dominant Services	145,786 298,145 101,599 0 545,531 1,674,075	147,618 294,360 106,414 0 548,391 1,772,152	(1,831) 3,786 (4,814) (2,860) (98,077)	(1.2) 1.3 (4.5) - (0.5) (5.5)	77,069 5,585 733 0 83,387 1,995,798	81,268 5,638 954 0 87,859 5,905,740	(4,198) (53) (221) (4,472) (3,909,942)	(5.2) (0.9) (23.2) - (5.1) (66.2)		Service Transa U.S. Postal Ser			
Total Market Dominant Mail and Services Other Market Dominant Revenue Total Market Dominant Revenue	41,685,566 778,615 42,464,181	45,652,238 1,297,608 46,949,846	(3,966,671) (518,994) (4,485,665)	(8.7) (40.0) (9.6)						FY 2020 1/ ================== Ancillary Servic Other Services Total	zes	17,746 384 18,130	

# COMPETITIVE 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)

			NUE 6/			PIECES			WEIGHT (Pounds) 6/				
	Fiscal Year		Change FY 2020 over FY 2019		Fiscal Year		Change FY 2020 over FY 2019		Fiscal Year		Change FY 2020 over FY 2019		
Service Category	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	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 Outbound International Expedited Services Other Outbound International Mail Inbound International 4/ 5/ International Mail Fees Total International Mail	352,044 79,096 698,717 785,470 7 1,915,333	352,470 103,688 672,016 254,766 7 1,382,947	(426) (24,592) 26,701 530,704 (1) 532,386	(0.1) (23.7) 4.0 208.3 (7.7) 38.5	5,711 902 129,083 276,850 - 412,548	5,865 1,251 144,072 14,633 - 165,821	(154) (348) (14,989) 262,217 - 246,726	(2.6) (27.8) (10.4) 1,791.9 - 148.8	34,713 4,630 75,869 230,148 - 345,360	37,733 7,048 78,689 108,231 - 231,700	(3,019) (2,418) (2,820) 121,917 - 113,660	(8.0) (34.3) (3.6) 112.6 - 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	

# COMPETITIVE 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)

		REVE	NUE 6/			PIECES	6/		WEIGHT (Pounds) 6/				
Service Category	Fisc FY 2020	al Year FY 2019	FY 2020 ov Amount	rer FY 2019 Percent	Fisca FY 2020	I Year FY 2019	Chang FY 2020 over Amount	FY 2019 Percent	Fisc FY 2020	al Year FY 2019	Chang FY 2020 over Amount		
Ancillary Services: Other Domestic Ancillary Services International Ancillary Services Total Ancilliary Services	20,947 42,877 63,824	15,090 4,028 19,118	5,857 38,849 44,706	38.8 964.5 233.8	2,918 25,135 28,053	1,860 4,476 6,336	1,058 20,659 21,716	56.9 461.5 342.7					
Special Services: Premium Forwarding Service Intl. Money Orders & Money Transfer Service Other Domestic Special Services 3/ Other International Special Services Total Special Services	25,894 400 957,080 - 983,373	23,906 844 873,363 - 898,112	1,988 (444) 83,717 - 85,261	8.3 (52.6) 9.6 - 9.5	1,100 35 80,350 - 81,485	1,066 78 76,998 - 78,142	34 (43) 3,351 - 3,343	3.2 (54.9) 4.4 - 4.3					
Total Competitive Services Total Competitive Mail and Services	1,047,198 30,617,989	917,231 24,213,857	129,967 6,404,132	14.2 26.4	109,538	84,479	25,059	29.7					
Other Competitive Revenue Total Competitive Revenue	141,649 30,759,638	141,785 24,355,642	(136) 6,403,996	(0.1) 26.3									

### TOTAL MARKET DOMINANT AND COMPETITIVE 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)

	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
Service Category		al Year	Change FY 2020 over FY 2019		Fiscal Year		Change FY 2020 over FY 2019		Fiscal Year		Change FY 2020 over FY 2019	
	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 Total All Services	69,582,282 2,721,273	67,176,712 2,689,383	2,405,570 31,890	3.6 1.2	====== 129,171,286 2,105,336	====== 142,562,453 5,990,219	======= (13,391,168) (3,884,883)	(9.4) (64.9)	26,053,622	24,427,653	1,625,969	6.7
Total All Mail and Services Total All Other Revenue Total All Revenue	72,303,555 920,264 73,223,819	69,866,095 1,439,394 71,305,488	2,437,460 (519,130) 1,918,330	3.5 (36.1) 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).

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.

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.

<sup>5/</sup> 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).