

MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES
FISCAL YEAR 2021 (Oct. 1, 2020-Sep. 30, 2021) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2020
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Fiscal Year		Change		Fiscal Year		Change		Fiscal Year		Change	
	FY 2021	FY 2020	Amount	Percent	FY 2021	FY 2020	Amount	Percent	FY 2021	FY 2020	Amount	Percent
First-Class Mail:												
Single-Piece Letters	7,399,400	7,954,750	(555,350)	(7.0)	13,459,695	14,690,740	(1,231,045)	(8.4)	400,346	432,254	(31,908)	(7.4)
Single-Piece Cards	163,848	177,412	(13,564)	(7.6)	435,467	486,071	(50,603)	(10.4)	2,804	3,124	(320)	(10.2)
Total Single-Piece Letters and Cards	7,563,248	8,132,162	(568,914)	(7.0)	13,895,163	15,176,811	(1,281,649)	(8.4)	403,150	435,378	(32,228)	(7.4)
Presort Letters	13,475,924	13,452,900	23,024	0.2	33,344,345	34,166,802	(822,457)	(2.4)	1,897,005	1,948,872	(51,866)	(2.7)
Presort Cards	622,471	546,209	76,262	14.0	2,277,582	2,079,692	197,890	9.5	18,623	16,995	1,628	9.6
Total Presort Letters and Cards	14,098,395	13,999,109	99,286	0.7	35,621,927	36,246,494	(624,567)	(1.7)	1,915,629	1,965,867	(50,238)	(2.6)
Flats	1,536,966	1,543,998	(7,031)	(0.5)	1,177,688	1,204,223	(26,535)	(2.2)	232,660	243,047	(10,387)	(4.3)
Domestic NSA Mail	-	-	-	-	-	-	-	-	-	-	-	-
Outbound Single-Piece First-Class Mail Intl	157,722	175,837	(18,115)	(10.3)	96,297	109,988	(13,690)	(12.4)	5,434	6,206	(771)	(12.4)
Inbound Intl Letter Post (Letters & Flats) & NSA Mail 4/	60,221	274,145	(213,925)	(78.0)	81,839	219,878	(138,039)	(62.8)	7,882	82,730	(74,848)	(90.5)
First-Class Mail Fees	82,752	105,304	(22,551)	(21.4)	-	-	-	-	-	-	-	-
Total First-Class Mail	23,499,304	24,230,555	(731,250)	(3.0)	50,872,914	52,957,394	(2,084,480)	(3.9)	2,564,755	2,733,227	(168,472)	(6.2)
USPS Marketing Mail:												
High Density and Saturation Letters	1,127,693	1,100,343	27,350	2.5	6,541,018	6,532,835	8,183	0.1	237,416	250,999	(13,582)	(5.4)
High Density and Saturation Flats & Parcels	1,785,392	1,861,932	(76,540)	(4.1)	9,984,861	10,287,609	(302,748)	(2.9)	1,538,567	1,681,921	(143,355)	(8.5)
Carrier Route	1,362,355	1,338,237	24,118	1.8	5,041,567	5,047,509	(5,942)	(0.1)	1,014,260	1,036,723	(22,463)	(2.2)
Letters	8,972,095	8,139,146	832,948	10.2	41,224,033	38,407,623	2,816,410	7.3	1,992,499	1,876,936	115,563	6.2
Flats	1,238,239	1,342,289	(104,050)	(7.8)	2,866,973	3,199,130	(332,158)	(10.4)	708,423	800,491	(92,068)	(11.5)
Parcels	55,429	49,705	5,724	11.5	36,272	36,715	(443)	(1.2)	14,353	14,709	(355)	(2.4)
Every Door Direct Mail Retail	104,181	98,719	5,462	5.5	541,716	529,699	12,017	2.3	68,711	67,187	1,524	2.3
Domestic NSA Mail	0	0	-	-	0	0	-	-	0	0	-	-
USPS Marketing Mail Fees	(470)	28,781	(29,251)	(101.6)	-	-	-	-	-	-	-	-
Total USPS Marketing Mail	14,644,915	13,959,153	685,762	4.9	66,236,440	64,041,121	2,195,319	3.4	5,574,229	5,728,966	(154,736)	(2.7)
Periodicals Mail:												
In-County	48,123	50,372	(2,249)	(4.5)	447,172	469,363	(22,190)	(4.7)	98,099	107,073	(8,973)	(8.4)
Outside County	891,050	968,523	(77,474)	(8.0)	3,231,853	3,536,716	(304,864)	(8.6)	1,061,693	1,176,309	(114,616)	(9.7)
Periodicals Mail Fees	3,103	4,940	(1,836)	(37.2)	-	-	-	-	-	-	-	-
Total Periodicals Mail	942,276	1,023,835	(81,560)	(8.0)	3,679,025	4,006,079	(327,054)	(8.2)	1,159,792	1,283,382	(123,590)	(9.6)
Package Services Mail:												
Alaska Bypass	34,868	32,199	2,669	8.3	1,336	1,264	71	5.7	90,000	85,149	4,851	5.7
Bound Printed Matter Flats	139,684	161,042	(21,358)	(13.3)	181,487	211,204	(29,717)	(14.1)	329,221	372,925	(43,703)	(11.7)
Bound Printed Matter Parcels	259,335	288,787	(29,452)	(10.2)	227,242	260,591	(33,350)	(12.8)	425,933	499,282	(73,349)	(14.7)
Media and Library Mail	399,429	349,226	50,204	14.4	107,203	97,785	9,418	9.6	222,862	202,049	20,812	10.3
Package Services Mail Fees	1,223	977	246	25.2	-	-	-	-	-	-	-	-
Total Package Services Mail	834,539	832,230	2,309	0.3	517,268	570,845	(53,577)	(9.4)	1,068,016	1,159,405	(91,389)	(7.9)

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	Fiscal Year		Change		Fiscal Year		Change		Fiscal Year		Change	
	FY 2021	FY 2020	FY 2021 over FY 2020 Amount	Percent	FY 2021	FY 2020	FY 2021 over FY 2020 Amount	Percent	FY 2021	FY 2020	FY 2021 over FY 2020 Amount	Percent
Priority Mail Express: Total Priority Mail Express	819,751	696,690	123,061	17.7	28,722	24,106	4,616	19.1	33,770	28,811	4,959	17.2
First-Class Package Service: Total First Class Package Service	7,386,199	6,227,133	1,159,066	18.6	2,055,841	1,848,026	207,816	11.2	786,534	696,389	90,145	12.9
Retail Ground Mail: Total Retail Ground	306,201	302,354	3,847	1.3	11,068	12,532	(1,464)	(11.7)	78,563	84,689	(6,125)	(7.2)
Priority Mail: Total Priority Mail	13,208,613	11,527,857	1,680,756	14.6	1,393,927	1,261,449	132,477	10.5	3,681,146	3,300,528	380,618	11.5
Parcel Select Mail: Total Parcel Select Mail	9,168,676	8,690,260	478,416	5.5	3,463,111	3,499,625	(36,514)	(1.0)	9,472,763	8,698,174	774,589	8.9
Parcel Return Service Mail: Total Parcel Return Service Mail	233,616	202,370	31,246	15.4	71,546	71,850	(304)	(0.4)	172,893	180,623	(7,730)	(4.3)

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			FY 2021 over FY 2020	Amount			Percent	FY 2021 over FY 2020			Amount	Percent
International Mail:												
Outbound Priority Mail International 7/	370,844	341,386	29,458	8.6	5,601	5,533	69	1.2	34,534	32,755	1,779	5.4
Outbound International Expedited Services 7/	88,377	78,835	9,542	12.1	948	898	50	5.5	5,692	4,581	1,110	24.2
Other Outbound International Mail 7/	724,384	686,252	38,131	5.6	93,212	129,412	(36,201)	(28.0)	67,029	75,500	(8,471)	(11.2)
Inbound International 4/ 5/	778,542	785,470	(6,929)	(0.9)	130,784	276,369	(145,586)	(52.7)	190,725	230,148	(39,423)	(17.1)
International Mail Fees	29	7	22	337.9	-	-	-	-	-	-	-	-
Total International Mail	1,962,175	1,891,950	70,225	3.7	230,545	412,213	(181,668)	(44.1)	297,979	342,984	(45,005)	(13.1)
Total Competitive Mail	33,085,231	29,538,615	3,546,616	12.0	7,254,759	7,129,801	124,958	1.8	14,523,648	13,332,198	1,191,450	8.9

**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
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	FY 2021	FY 2020	Amount	Percent	FY 2021	FY 2020	Amount	Percent	FY 2021	FY 2020	Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	73,006,265	69,584,388	3,421,877	4.9	128,860,757	129,170,993	(310,236)	(0.2)	24,996,298	24,357,038	639,260	2.6
Total All Services	2,826,290	2,721,678	104,612	3.8	503,450	2,105,198	(1,601,748)	(76.1)				
Total All Mail and Services	75,832,555	72,306,066	3,526,489	4.9								
Total All Other Revenue	1,235,763	917,753	318,011	34.7								
Total All Revenue	77,068,319	73,223,819	3,844,500	5.3								

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.

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7/ The percent change calculation was updated in the Q4 report. This update had no impact on revenue, pieces, weight, or change amount.

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