## MARKET DOMINANT PRODUCTS FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR FISCAL YEAR FISCAL YEAR 2012 (Oct. 1, 2011-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011

(Data in Thousands)

	REVENUE 5/					PIECES 5			WEIGHT (Pounds) 5/				
Sania Catagoni	Fiscal Year		Change FY 2012 over FY 2011		Fiscal Year FY 2012 FY 2011		Change FY 2012 over FY 2011		Fiscal Year		Chan FY 2012 ove	ge r FY 2011	
Service Category	FY 2012	FY 2011	Amount	Percent		FY 2011	Amount	Percent	FY 2012	FY 2011	Amount	Percent	
First-Class Mail:													
Single-Piece Letters	10,533,828	11,282,712	(748,884)	(6.6)	22,755,205	24,722,159	(1,966,955)	(8.0)	710.600	776,357	(65,757)	(8.5)	
Single-Piece Cards	367,781	383,985	(16,204)	(4.2)	1,158,305	1,312,911	(154,606)	(11.8)	7,404	8,386	(982)	(11.7)	
Total Single-Piece Letters and Cards	10,901,609	11,666,697	(765,088)	(6.6)	23,913,510	26,035,071	(2,121,561)	(8.1)	718,004	784,743	(66,739)	(8.5)	
Presort Letters	14,479,339	14,814,411	(335,072)	(2.3)	39,935,898	41,516,422	(1,580,524)	(3.8)	2,125,137	2,197,955	(72,818)	(3.3)	
Presort Cards	604,602	597,327	7,275	1.2	2,588,140	2,752,430	(164,290)	(6.0)	21,129	22,468	(1,338)	(6.0)	
Total Presort Letters and Cards	15,083,941	15,411,738	(327,797)	(2.1)	42,524,039	44,268,852	(1,744,813)	(3.9)	2,146,267	2,220,423	(74,157)	(3.3)	
Flats	2,668,414	2,805,230	(136,816)	(4.9)	2,049,176	2,217,950	(168,774)	(7.6)	418,597	453,901	(35,303)	(7.8)	
Parcels 2/	648,733	1,021,716	(372,983)	(36.5)	293,413	508,522	(215,109)	(42.3)	91,243	165,049	(73,806)	(44.7)	
Domestic Negotiated Serv. Agreement Mail	73,731	0	73,731	-	209,577	0	209,577	-	13,170	0	13,170	-	
Outbound First-Class Mail International	664.958	647.664	17.294	2.7	263,548	310.335	(46,787)	(15.1)	51,122	50.546	577	1.1	
Inbound Intl. Letter-Post Single-Piece & NSA Mai	252,388	233,939	18,449	7.9	386,307	397,701	(11,394)	(2.9)	90,869	80,682	10,187	12.6	
First-Class Mail Fees	139,693	146,046	(6,352)	(4.3)	-	-	-	-	-	-		-	
First-Class Dom, NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-	
Total First-Class Mail	30,433,468	31,933,030	(1,499,562)	(4.7)	69,639,569	73,738,431	(4,098,861)	(5.6)	3,529,273	3,755,344	(226,071)	(6.0)	
Standard Mail:													
High Density and Saturation Letters	766.911	767.935	(1,024)	(0.1)	5,563,559	5,653,875	(90,316)	(1.6)	233.650	237.736	(4,087)	(1.7)	
High Density and Saturation Flats & Parcels	1,951,069	1,880,644	70,425	3.7	11,770,275	11,424,568	345,707	3.0	2,147,582	2.144.023	3,559	0.2	
Carrier Route	2,244,293	2,222,005	22,287	1.0	9,119,946	9,335,928	(215,982)	(2.3)	2,002,721	1,993,085	9,635	0.5	
Letters	8,979,271	9,707,634	(728,362)	(7.5)	46,149,847	50,584,190	(4,434,343)	(8.8)	2,378,429	2,666,837	(288,408)	(10.8)	
Flats	2,229,588	2,491,079	(261,491)	(10.5)	5,939,635	6,783,185	(843,551)	(12.4)	1,495,809	1,710,267	(214,458)	(12.5)	
Parcels 3/	284,858	650,674	(365,816)	(56.2)	303,559	733,770	(430,211)	(58.6)	126,286	321,571	(195,285)	(60.7)	
Domestic Negotiated Serv. Agreement Mail	194,773	38,102	156,671	411.2	952,844	175,742	777,102	442.2	42,200	18,419	23,781	129.1	
Inbound Intl. Negotiated Serv. Agreement Mail	702	765	(63)	(8.2)	1,345	400	945	236.0	117	149	(32)	(21.7)	
Standard Mail Fees	61,805	68,085	(6,279)	(9.2)	-	-	-		-	-	-	-	
Standard Mail Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-	
Total Standard Mail	16,713,271	17,826,922	(1,113,651)	(6.2)	79,801,009	84,691,659	(4,890,650)	(5.8)	8,426,793	9,092,087	(665,294)	(7.3)	
Periodicals Mail:													
In-County	66,496	69,181	(2,685)	(3.9)	631,286	661,561	(30,275)	(4.6)	181,788	192,370	(10,582)	(5.5)	
Outside County	1.656.732	1.743.551	(86,819)	(5.0)	6,110,064	6,415,178	(305,114)	(4.8)	2,353,700	2,533,036	(179,336)	(7.1)	
Periodicals Mail Fees	8,258	8,402	(144)	(1.7)	-	-	-	-	-	-	-	-	
Total Periodicals Mail	1,731,486	1,821,134	(89,648)	(4.9)	6,741,351	7,076,739	(335,389)	(4.7)	2,535,488	2,725,406	(189,918)	(7.0)	
Package Services Mail:													
Single-Piece Parcel Post	774,046	732,187	41,859	5.7	70,971	70,181	790	1.1	500,018	487,178	12,841	2.6	
Inbound Intl. Surface Parcel Post (at UPU Rates)	,	19,809	1,100	5.6	1,115	1,080	35	3.2	19,246	18,403	843	4.6	
Inbound Intl. Negotiated Service Agreement Mail	18	26	(8)	(31.2)	8	26	(18)	(69.1)	22	44	(22)	(50.6)	
Bound Printed Matter Flats	185,790	204,173	(18,383)	(9.0)	230,522	251,831	(21,310)	(8.5)	341,024	368,728	(27,704)	(7.5)	
Bound Printed Matter Parcels	305,492	309,673	(4,181)	(1.4)	243,308	245,279	(1,971)	(0.8)	673,444	668,224	5,220	0.8	
Media and Library Mail	320,645	331,869	(11,224)	(3.4)	100,422	107,795	(7,373)	(6.8)	242,752	259,603	(16,850)	(6.5)	
Package Services Mail Fees	3,249	3,039	210	6.9		-	(· ,=: 0) -		_,	,			
Total Package Services Mail	1,610,147	1,600,775	9,372	0.6	646,345	676,191	(29,846)	(4.4)	1,776,505	1,802,178	(25,673)	(1.4)	

# MARKET DOMINANT PRODUCTS FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR FISCAL YEAR FISCAL YEAR 2012 (Oct. 1, 2011-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011

(Data in Thousands)

Service Category			NUE 5/			PIECES 5			WEIGHT (Pounds) 5/				
		al Year FY 2011	ETER Cha FY 2012 ov Amount	nge er FY 2011 Percent	Fisca FY 2012		Chang FY 2012 over Amount	e	Fisca FY 2012	al Year FY 2011 ==========	EFY 2012 over Amount	ge	
U.S. Postal Service Mail	-	-	-	-	440,452	434,087	6,366	1.5	144,763	149,335	(4,572)	(3.1)	
Free Mail	-	-	-	-	56,952	61,803	(4,851)	(7.8)	24,919	30,112	(5,192)	(17.2)	
Total Market Dominant Mail	50,488,371	53,181,861	(2,693,490)	(5.1)	157,325,678	166,678,910	(9,353,232)	(5.6)	16,437,742	17,554,462	(1,116,720)	(6.4)	
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 Total Ancilliary Services	662,806 5,927 228,195 108,510 39,477 398,887 18,702 69,622 29,332 1,561,456	708,297 6,677 243,632 116,652 45,236 478,442 12,261 48,877 28,800 1,688,874	(45,491) (750) (15,437) (8,142) (5,759) (79,556) 6,441 20,745 532 (127,417)	(6.4) (11.2) (6.3) (7.0) (12.7) (16.6) 52.5 42.4 1.8 (7.5)	227,055 703 1,818,728 30,115 2,415 169,900 	251,051 819 1,481,808 34,573 2,688 195,439 - 20,870 15,528 2,002,775	(23,996) (117) 336,920 (4,458) (273) (25,539) - 7,538 989 291,064	(9.6) (14.3) 22.7 (12.9) (10.2) (13.1) - - 36.1 6.4 14.5					
Special Services: Money Orders Post Office Box Service 4/ Other Domestic Special Services Other International Special Services Total Additional Special Services Total Market Dominant Services Total Market Dominant Mail and Services Other Market Dominant Revenue	165,093 481,567 109,254 103 756,017 2,317,473 52,805,844 909,502	171,502 801,899 109,503 221 1,083,124 2,771,998 55,953,859 431,220	(6,409) (320,332) (249) (117) (327,107) (454,525) (3,148,014) 478,283	(3.7) (39.9) (0.2) (53.2) (30.2) (16.4) (5.6) 110.9	108,841 2,404 482 111,727 2,405,567	115,510 2,707 0 118,217 2,120,993	(6,669) (303) 482 (6,490) 284,574	(5.8) (11.2) 0.0 (5.5) 13.4		U.S. Postal Ser Quarter 7, FY 2 Ancillary Servic Other Services	2012 1/	 24,277 1,943	
Total Market Dominant Revenue	53,715,346	56,385,078	(2,669,732)	(4.7)						Total		26,221	

### COMPETITIVE PRODUCTS FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR FISCAL YEAR FISCAL YEAR 2012 (Oct. 1, 2011-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011 (Data in Thousands)

		REVE	NUE 5/			PIECES 5	5/		WEIGHT (Pounds) 5/				
Service Category	Fiscal Year		Change FY 2012 over FY 2011		Fiscal Year		Change FY 2012 over FY 2011		Fiscal Year		Change FY 2012 over FY 2011		
	FY 2012	FY 2011	Amount	Percent	FY 2012	FY 2011	Amount	Percent	FY 2012	FY 2011	Amount	Percent	
Express Mail:													
Total Express Mail	801,561	799,500	2,061	0.3	39,823	40,492	(669)	(1.7)	40,971	38,659	2,313	6.0	
First-Class Package Service													
Total First Class Package Service 2/	875,654	262,367	613,287	233.8	411,424	129,176	282,248	218.5	139,396	43,650	95,746	219.3	
Priority Mail: Total Priority Mail	5,939,726	5,636,434	303,292	5.4	824,202	790,257	33,945	4.3	1,693,667	1,693,024	643	0.0	
Parcel Select Mail: Total Parcel Select Mail 3/	1,341,443	626,102	715,341	114.3	937,631	342,970	594,661	173.4	1,742,123	1,297,727	444,396	34.2	
Parcel Return Service Mail: Total Parcel Return Service Mail	114,773	92,320	22,453	24.3	46,571	37,867	8,704	23.0	139,626	118,252	21,373	18.1	
International Mail:													
Outbound Priority Mail International	813,358	887,455	(74,097)	(8.3)	19,808	23,789	(3,980)	(16.7)	117,665	133,278	(15,613)	(11.7)	
Outbound International Expedited Services	339,075	322,111	16,963	5.3	6,437	6,717	(280)	(4.2)	27,348	27,818	(469)	(1.7)	
Other Outbound International Mail	467,076	251,347	215,729	85.8	231,039	231,025	14	0.0	67,298	44,084	23,214	52.7	
Inbound International	217,671	181,335	36,335	20.0	16,242	16,140	102	0.6	88,950	89,992	(1,042)	(1.2)	
International Mail Fees	138	85	52	61.3	-	-	-	-	-	-	-	-	
Total International Mail	1,837,317	1,642,334	194,982	11.9	273,525	277,670	(4,145)	(1.5)	301,261	295,172	6,090	2.1	
Total Competitive Mail	10,910,474	9,059,058	1,851,416	20.4	2,533,176	1,618,432	914,744	56.5	4,057,045	3,486,485	570,561	16.4	

## COMPETITIVE PRODUCTS FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR FISCAL YEAR FISCAL YEAR 2012 (Oct. 1, 2011-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011 (Data in Thousands)

Service Category		REVE				PIECES		WEIGHT (Pounds) 5/				
	Fiscal Year FY 2012 FY 2011		Change FY 2012 over FY 2011 Amount Percent		Fiscal Year FY 2012 FY 2011		Change FY 2012 over FY 2011 Amount Percent		Fiscal Year FY 2012 FY 2011		Chai FY 2012 ove Amount	nge er FY 2011 Percent
								======				
Ancillary Services:	4 000	207	045	400 F	040	400	400	04.0				
Other Domestic Ancillary Services	1,033	387	645	166.5	212	109	103	94.6				
International Ancillary Services	9,092	9,708	(616)	(6.3)	1,899	1,891	8	0.4				
Total Ancilliary Services	10,124	10,095	29	0.3	2,111	2,000	111	5.5				
Special Services:												
Premium Forwarding Service	19,387	18,756	631	3.4	1,166	1,207	(40)	(3.3)				
Intl. Money Orders & Money Transfer Service	1,486	1,981	(495)	(25.0)	163	184	(21)	(11.4)				
Other Domestic Special Services 4/	484,302	127,890	356,412	278.7	90,309	82,200	8,109	<b>9</b> .9				
Other International Special Services	<i>.</i> -	-	· -	-	, _	-	-	-				
Total Special Services	505,175	148,627	356,548	239.9	91,639	83,591	8,047	9.6				
Total Competitive Services	515,299	158,722	356,577	224.7	93,750	85,591	8,158	9.5				
Total Competitive Mail and Services	11,425,773	9,217,780	2,207,993	24.0								
Other Competitive Revenue	106,111	136,153	(30,042)	(22.1)								
Total Competitive Revenue	11,531,884	9,353,933	2,177,951	23.3								

#### TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR FISCAL YEAR FISCAL YEAR 2012 (Oct. 1, 2011-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011 (Data in Thousands)

	REVENUE 5/					PIECES			WEIGHT (Pounds) 5/				
Service Category			Change FY 2012 over FY 2011		Fiscal Year		Change FY 2012 over FY 2011		Fiscal Year		Change FY 2012 over FY 2011		
	FY 2012	FY 2011	Amount	Percent	FY 2012	FY 2011	Amount	Percent	FY 2012	FY 2011	Amount	Percent	
Total Market Dominant and Competitive Total All Mail Total All Services Total All Mail and Services Total All Other Revenue Total All Revenue	61,398,845 2,832,772 64,231,617 1,015,613 65,247,230	62,240,919 2,930,720 65,171,639 567,373 65,739,011	(842,074) (97,948) (940,021) 448,240 (491,781)	(1.4) (3.3) (1.4) 79.0 (0.7)	======= 159,858,854 2,499,316	168,297,342 2,206,584	(8,438,487) 292,733	(5.0) 13.3	20,494,787	21,040,946	(546,159)	(2.6)	

#### RPW SUMMARY REPORT FOOTNOTES: MARKET DOMINANT PRODUCTS SECTION

- 1/ Not included elsewhere in this report.
- 2/ Commercial parcels within this category have been shifted to the new First-Class Package Service competitive product category as of October 1, 2011.
- 3/ Machinable and irregular parcels within this category have been shifted to a Lightweight category under Parcel Select as of January 22, 2012.
- 4/ Approximately 5.9 million PO Boxes were shifted from Market Dominant to Competitive on January 22, 2012. The revenue from these boxes was taken out of the Market Dominant Post Office Box Service line and moved to the Competitive Post Office Box Service beginning with the Q2 RPW report.
- 5/ 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

2/ Commercial parcels within this category have been shifted to the new First-Class Package Service competitive product category as of October 1, 2011.

- 3/ Machinable and irregular parcels within this category have been shifted to a Lightweight category under Parcel Select as of January 22, 2012.
- 4/ Approximately 5.9 million PO Boxes were shifted from Market Dominant to Competitive on January 22, 2012. The revenue from these boxes was taken out of the Market Dominant Post Office Box Service line and moved to the Competitive Post Office Box Service beginning with the Q2 RPW report.
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