

**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	REVENUE 5/				PIECES 5/				WEIGHT (Pounds) 5/			
	Fiscal Year		Change		Fiscal Year		Change		Fiscal Year		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	Percent
<b>First-Class Mail:</b>												
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 Mail	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)
<b>Standard Mail:</b>												
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)
<b>Periodicals Mail:</b>												
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)
<b>Package Services Mail:</b>												
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)	20,908	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	-	-	-	-	-	-	-	-
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)



**COMPETITIVE PRODUCTS**  
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**(Data in Thousands)**

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	Fiscal Year		Change		Fiscal Year		Change		Fiscal Year		Change	
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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



**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS  
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Total Market Dominant and Competitive												
Total All Mail	61,398,845	62,240,919	(842,074)	(1.4)	159,858,854	168,297,342	(8,438,487)	(5.0)	20,494,787	21,040,946	(546,159)	(2.6)
Total All Services	2,832,772	2,930,720	(97,948)	(3.3)	2,499,316	2,206,584	292,733	13.3				
Total All Mail and Services	64,231,617	65,171,639	(940,021)	(1.4)								
Total All Other Revenue	1,015,613	567,373	448,240	79.0								
Total All Revenue	65,247,230	65,739,011	(491,781)	(0.7)								

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

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