

MAILING SERVICES (MARKET DOMINANT PRODUCTS)
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2011 (Jul. 1, 2011-Sep. 30, 2011) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2010
(Data in Thousands)

10/24/2011

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| Service Category | REVENUE 2/ | | | | PIECES 2/ | | | | WEIGHT (Pounds) 2/ | | | |
|---|------------|-----------|--------------------------------|---------|------------|------------|--------------------------------|---------|--------------------|-----------|--------------------------------|---------|
| | Quarter 4 | | Change | | Quarter 4 | | Change | | Quarter 4 | | Change | |
| | FY 2011 | FY 2010 | FY 2011 over FY 2010 Amount | Percent | FY 2011 | FY 2010 | FY 2011 over FY 2010 Amount | Percent | FY 2011 | FY 2010 | FY 2011 over FY 2010 Amount | Percent |
| First-Class Mail: | | | | | | | | | | | | |
| Single-Piece Letters | 2,475,799 | 2,737,033 | (261,233) | (9.5) | 5,408,878 | 6,001,340 | (592,462) | (9.9) | 168,340 | 188,776 | (20,436) | (10.8) |
| Single-Piece Cards | 91,704 | 97,896 | (6,192) | (6.3) | 307,622 | 339,955 | (32,333) | (9.5) | 1,967 | 2,172 | (206) | (9.5) |
| Total Single-Piece Letters and Cards | 2,567,503 | 2,834,928 | (267,425) | (9.4) | 5,716,500 | 6,341,295 | (624,795) | (9.9) | 170,306 | 190,948 | (20,642) | (10.8) |
| Presort Letters | 3,687,242 | 3,673,450 | 13,793 | 0.4 | 10,251,636 | 10,376,492 | (124,857) | (1.2) | 550,441 | 526,739 | 23,702 | 4.5 |
| Presort Cards | 147,272 | 145,889 | 1,383 | 0.9 | 673,199 | 675,147 | (1,948) | (0.3) | 5,496 | 5,508 | (13) | (0.2) |
| Total Presort Letters and Cards | 3,834,515 | 3,819,339 | 15,176 | 0.4 | 10,924,835 | 11,051,640 | (126,805) | (1.1) | 555,937 | 532,248 | 23,689 | 4.5 |
| Flats | 648,771 | 712,664 | (63,893) | (9.0) | 508,441 | 570,558 | (62,117) | (10.9) | 101,986 | 117,757 | (15,771) | (13.4) |
| Parcels | 321,551 | 282,125 | 39,427 | 14.0 | 155,618 | 144,137 | 11,481 | 8.0 | 50,783 | 46,811 | 3,972 | 8.5 |
| Domestic Negotiated Serv. Agreement Mail | 0 | 0 | - | - | 0 | 0 | - | - | 0 | 0 | - | - |
| Outbound First-Class Mail International | 147,538 | 140,312 | 7,226 | 5.2 | 66,601 | 68,781 | (2,180) | (3.2) | 11,145 | 10,930 | 215 | 2.0 |
| Inbound Intl. Letter-Post Single-Piece & NSA Ma | 44,188 | 48,814 | (4,626) | (9.5) | - | - | - | - | - | - | - | - |
| Inbound Intl. Negotiated Serv. Agreement Mail | 0 | 0 | - | - | 0 | 0 | - | - | 2 | 0 | - | - |
| First-Class Mail Fees | 32,477 | 34,279 | (1,802) | (5.3) | - | - | - | - | - | - | - | - |
| First-Class Dom. NSA Mail Fees | - | - | - | - | - | - | - | - | - | - | - | - |
| Total First-Class Mail | 7,596,543 | 7,872,461 | (275,918) | (3.5) | 17,371,994 | 18,176,410 | (804,416) | (4.4) | 890,159 | 898,693 | (8,535) | (0.9) |
| Standard Mail: | | | | | | | | | | | | |
| High Density and Saturation Letters | 188,610 | 184,053 | 4,557 | 2.5 | 1,393,454 | 1,383,735 | 9,718 | 0.7 | 60,882 | 59,731 | 1,152 | 1.9 |
| High Density and Saturation Flats & Parcels | 461,305 | 457,075 | 4,230 | 0.9 | 2,809,538 | 2,863,551 | (54,013) | (1.9) | 531,334 | 541,946 | (10,612) | (2.0) |
| Carrier Route | 533,985 | 561,488 | (27,503) | (4.9) | 2,202,160 | 2,426,248 | (224,089) | (9.2) | 498,318 | 515,054 | (16,737) | (3.2) |
| Letters | 2,440,493 | 2,355,683 | 84,810 | 3.6 | 12,637,487 | 12,550,220 | 87,267 | 0.7 | 665,585 | 721,328 | (55,743) | (7.7) |
| Flats | 611,657 | 636,135 | (24,478) | (3.8) | 1,677,894 | 1,792,417 | (114,523) | (6.4) | 426,528 | 446,852 | (20,324) | (4.5) |
| Not Flat-Machinables and Parcels | 165,886 | 141,944 | 23,942 | 16.9 | 179,166 | 169,406 | 9,761 | 5.8 | 78,046 | 74,103 | 3,943 | 5.3 |
| Domestic Negotiated Serv. Agreement Mail | 1,000 | 13,657 | (12,657) | (92.7) | 4,778 | 64,383 | (59,605) | (92.6) | 201 | 5,697 | (5,496) | (96.5) |
| Inbound Intl. Negotiated Serv. Agreement Mail | 71 | 152 | (81) | (53.5) | 112 | 302 | (190) | (62.9) | 33 | 61 | (28) | (46.5) |
| Standard Mail Fees | 14,458 | 14,692 | (234) | (1.6) | - | - | - | - | - | - | - | - |
| Standard Mail Dom. NSA Mail Fees | - | - | - | - | - | - | - | - | - | - | - | - |
| Total Standard Mail | 4,417,465 | 4,364,878 | 52,586 | 1.2 | 20,904,588 | 21,250,263 | (345,674) | (1.6) | 2,260,927 | 2,364,774 | (103,847) | (4.4) |
| Periodicals Mail: | | | | | | | | | | | | |
| In-County | 16,737 | 18,063 | (1,325) | (7.3) | 162,372 | 174,023 | (11,651) | (6.7) | 45,914 | 50,154 | (4,240) | (8.5) |
| Outside County | 425,831 | 430,248 | (4,417) | (1.0) | 1,536,423 | 1,554,973 | (18,549) | (1.2) | 623,435 | 632,316 | (8,881) | (1.4) |
| Periodicals Mail Fees | 1,996 | 2,831 | (835) | (29.5) | - | - | - | - | - | - | - | - |
| Total Periodicals Mail | 444,564 | 451,141 | (6,578) | (1.5) | 1,698,795 | 1,728,996 | (30,201) | (1.7) | 669,348 | 682,470 | (13,121) | (1.9) |
| Package Services Mail: | | | | | | | | | | | | |
| Single-Piece Parcel Post | 167,158 | 153,452 | 13,705 | 8.9 | 15,127 | 14,512 | 615 | 4.2 | 116,951 | 110,356 | 6,595 | 6.0 |
| Inbound Intl. Surface Parcel Post (at UPU Rates | 4,946 | 4,122 | 824 | 20.0 | - | - | - | - | - | - | - | - |
| Inbound Intl. Negotiated Service Agreement Mai | 3 | 3 | 0 | 13.2 | 0 | 1 | (1) | (100.0) | 0 | 4 | (4) | (89.0) |
| Bound Printed Matter Flats | 58,412 | 45,713 | 12,699 | 27.8 | 73,304 | 58,732 | 14,572 | 24.8 | 110,574 | 79,863 | 30,711 | 38.5 |
| Bound Printed Matter Parcels | 78,328 | 75,984 | 2,344 | 3.1 | 61,899 | 58,428 | 3,471 | 5.9 | 166,550 | 158,827 | 7,723 | 4.9 |
| Media and Library Mail | 85,747 | 95,221 | (9,474) | (9.9) | 27,094 | 30,923 | (3,829) | (12.4) | 68,895 | 77,325 | (8,430) | (10.9) |
| Package Services Mail Fees | 722 | 734 | (12) | (1.7) | - | - | - | - | - | - | - | - |
| Total Package Services Mail | 395,315 | 375,229 | 20,086 | 5.4 | 177,423 | 162,596 | 14,828 | 9.1 | 462,970 | 426,376 | 36,595 | 8.6 |

TOTAL MAILING AND SHIPPING SERVICES
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2011 (Jul. 1, 2011-Sep. 30, 2011) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2010
(Data in Thousands)

10/24/2011

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| Service Category | REVENUE 2/ | | | | PIECES 2/ | | | | WEIGHT (Pounds) 2/ | | | |
|-------------------------------------|------------|------------|-----------|---------|------------|------------|-------------|---------|--------------------|-----------|--------|---------|
| | Quarter 4 | | Change | | Quarter 4 | | Change | | Quarter 4 | | Change | |
| | FY 2011 | FY 2010 | Amount | Percent | FY 2011 | FY 2010 | Amount | Percent | FY 2011 | FY 2010 | Amount | Percent |
| Total Mailing and Shipping Services | | | | | | | | | | | | |
| Total All Mail | 14,938,800 | 14,990,987 | (52,187) | (0.3) | 40,616,124 | 41,776,204 | (1,160,081) | (2.8) | 5,131,022 | 5,092,426 | 38,596 | 0.8 |
| Total All Services | 706,314 | 762,841 | (56,527) | (7.4) | 523,959 | 530,801 | (6,842) | (1.3) | | | | |
| Total All Mail and Services | 15,645,114 | 15,753,827 | (108,713) | (0.7) | | | | | | | | |
| Total All Other Revenue | 197,875 | 206,418 | (8,543) | (4.1) | | | | | | | | |
| Total All Revenue | 15,842,989 | 15,960,245 | (117,256) | (0.7) | | | | | | | | |

RPW SUMMARY REPORT FOOTNOTES: MAILING SERVICES (MARKET DOMINANT PRODUCTS) SECTION

1/ Not included elsewhere in this report.

2/ 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: SHIPPING SERVICES (COMPETITIVE PRODUCTS) SECTION

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RPW SUMMARY REPORT FOOTNOTES: MAILING AND SHIPPING SERVICES SECTIONS

When interpreting RPW percentage changes, users must factor in the number and composition of business days in the relevant time periods.

The day effect for mail revenue for this time period is: 0.0%

The day effect for mail volume for this time period is: 0.0%

MAILING SERVICES (MARKET DOMINANT PRODUCTS)
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2011 (Oct. 1, 2010-Sep. 30, 2011) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2010
(Data in Thousands)

10/24/2011

PAGE 1

| Service Category | REVENUE 2/ | | | | PIECES 2/ | | | | WEIGHT (Pounds) 2/ | | | |
|---|---------------|------------|----------------------|---------|---------------|------------|----------------------|---------|--------------------|-----------|----------------------|---------|
| | Quarter 4 YTD | | Change | | Quarter 4 YTD | | Change | | Quarter 4 YTD | | Change | |
| | FY 2011 | FY 2010 | FY 2011 over FY 2010 | Percent | FY 2011 | FY 2010 | FY 2011 over FY 2010 | Percent | FY 2011 | FY 2010 | FY 2011 over FY 2010 | Percent |
| | | Amount | Percent | | | Amount | Percent | | | Amount | Percent | |
| First-Class Mail: | | | | | | | | | | | | |
| Single-Piece Letters | 11,201,601 | 12,463,089 | (1,261,489) | (10.1) | 24,550,824 | 27,437,340 | (2,886,516) | (10.5) | 769,643 | 856,529 | (86,886) | (10.1) |
| Single-Piece Cards | 379,162 | 416,048 | (36,885) | (8.9) | 1,295,941 | 1,447,435 | (151,494) | (10.5) | 8,280 | 9,249 | (969) | (10.5) |
| Total Single-Piece Letters and Cards | 11,580,763 | 12,879,137 | (1,298,374) | (10.1) | 25,846,765 | 28,884,775 | (3,038,010) | (10.5) | 777,923 | 865,778 | (87,855) | (10.1) |
| Presort Letters | 14,891,080 | 15,345,137 | (454,057) | (3.0) | 41,740,735 | 43,293,821 | (1,553,085) | (3.6) | 2,210,725 | 2,048,446 | 162,279 | 7.9 |
| Presort Cards | 597,343 | 630,209 | (32,866) | (5.2) | 2,753,763 | 2,931,565 | (177,803) | (6.1) | 22,479 | 23,923 | (1,445) | (6.0) |
| Total Presort Letters and Cards | 15,488,423 | 15,975,346 | (486,923) | (3.0) | 44,494,498 | 46,225,386 | (1,730,888) | (3.7) | 2,233,203 | 2,072,369 | 160,834 | 7.8 |
| Flats | 2,814,198 | 3,100,437 | (286,239) | (9.2) | 2,230,920 | 2,481,437 | (250,517) | (10.1) | 455,321 | 512,453 | (57,132) | (11.1) |
| Parcels | 1,284,462 | 1,170,373 | 114,089 | 9.7 | 637,982 | 598,940 | 39,042 | 6.5 | 208,796 | 194,718 | 14,078 | 7.2 |
| Domestic Negotiated Serv. Agreement Mail | 0 | 0 | - | - | 0 | 0 | - | - | 0 | 0 | - | - |
| Outbound First-Class Mail International | 647,664 | 665,263 | (17,599) | (2.6) | 310,335 | 323,555 | (13,220) | (4.1) | 50,546 | 53,435 | (2,889) | (5.4) |
| Inbound Intl. Letter-Post Single-Piece & NSA Ma | 216,669 | 206,576 | 10,093 | 4.9 | - | - | - | - | - | - | - | - |
| Inbound Intl. Negotiated Serv. Agreement Mail | 74 | 41 | 33 | 79.9 | 44 | 30 | 13 | 43.0 | 18 | 9 | 10 | 110.0 |
| First-Class Mail Fees | 146,106 | 155,259 | (9,153) | (5.9) | - | - | - | - | - | - | - | - |
| First-Class Dom. NSA Mail Fees | - | - | - | - | - | - | - | - | - | - | - | - |
| Total First-Class Mail | 32,178,360 | 34,152,433 | (1,974,073) | (5.8) | 73,520,543 | 78,514,123 | (4,993,579) | (6.4) | 3,725,807 | 3,698,762 | 27,045 | 0.7 |
| Standard Mail: | | | | | | | | | | | | |
| High Density and Saturation Letters | 767,935 | 736,917 | 31,017 | 4.2 | 5,653,875 | 5,428,043 | 225,832 | 4.2 | 237,736 | 238,323 | (587) | (0.2) |
| High Density and Saturation Flats & Parcels | 1,880,644 | 1,848,255 | 32,389 | 1.8 | 11,424,568 | 11,363,444 | 61,124 | 0.5 | 2,144,023 | 2,121,947 | 22,075 | 1.0 |
| Carrier Route | 2,222,005 | 2,224,039 | (2,034) | (0.1) | 9,335,928 | 9,428,283 | (92,355) | (1.0) | 1,993,085 | 1,991,216 | 1,869 | 0.1 |
| Letters | 9,707,632 | 9,204,304 | 503,327 | 5.5 | 50,584,189 | 48,298,835 | 2,285,354 | 4.7 | 2,666,837 | 2,890,277 | (223,440) | (7.7) |
| Flats | 2,491,079 | 2,579,517 | (88,438) | (3.4) | 6,783,186 | 7,049,183 | (265,996) | (3.8) | 1,710,267 | 1,773,809 | (63,542) | (3.6) |
| Not Flat-Machinables and Parcels | 650,673 | 602,318 | 48,355 | 8.0 | 733,770 | 682,403 | 51,367 | 7.5 | 321,571 | 302,311 | 19,260 | 6.4 |
| Domestic Negotiated Serv. Agreement Mail | 38,102 | 57,614 | (19,511) | (33.9) | 175,742 | 273,557 | (97,815) | (35.8) | 18,419 | 27,485 | (9,066) | (33.0) |
| Inbound Intl. Negotiated Serv. Agreement Mail | 316 | 455 | (139) | (30.6) | 712 | 946 | (234) | (24.7) | 106 | 160 | (54) | (33.7) |
| Standard Mail Fees | 68,080 | 77,705 | (9,625) | (12.4) | - | - | - | - | - | - | - | - |
| Standard Mail Dom. NSA Mail Fees | - | - | - | - | - | - | - | - | - | - | - | - |
| Total Standard Mail | 17,826,466 | 17,331,125 | 495,341 | 2.9 | 84,691,971 | 82,524,693 | 2,167,278 | 2.6 | 9,092,045 | 9,345,530 | (253,485) | (2.7) |
| Periodicals Mail: | | | | | | | | | | | | |
| In-County | 69,181 | 73,113 | (3,932) | (5.4) | 661,561 | 695,455 | (33,894) | (4.9) | 192,370 | 203,858 | (11,488) | (5.6) |
| Outside County | 1,743,551 | 1,793,302 | (49,751) | (2.8) | 6,415,178 | 6,574,014 | (158,836) | (2.4) | 2,533,036 | 2,574,114 | (41,078) | (1.6) |
| Periodicals Mail Fees | 8,403 | 12,442 | (4,039) | (32.5) | - | - | - | - | - | - | - | - |
| Total Periodicals Mail | 1,821,135 | 1,878,857 | (57,722) | (3.1) | 7,076,739 | 7,269,470 | (192,730) | (2.7) | 2,725,406 | 2,777,972 | (52,566) | (1.9) |
| Package Services Mail: | | | | | | | | | | | | |
| Single-Piece Parcel Post | 732,462 | 650,673 | 81,789 | 12.6 | 70,218 | 61,914 | 8,304 | 13.4 | 487,294 | 450,973 | 36,321 | 8.1 |
| Inbound Intl. Surface Parcel Post (at UPU Rates | 24,250 | 12,910 | 11,340 | 87.8 | - | - | - | - | - | - | - | - |
| Inbound Intl. Negotiated Service Agreement Mai | 30 | 106 | (76) | (71.7) | 14 | 48 | (34) | (71.5) | 26 | 107 | (80) | (75.4) |
| Bound Printed Matter Flats | 204,174 | 190,362 | 13,812 | 7.3 | 251,831 | 229,733 | 22,099 | 9.6 | 368,728 | 320,149 | 48,579 | 15.2 |
| Bound Printed Matter Parcels | 309,681 | 321,405 | (11,724) | (3.6) | 245,282 | 244,692 | 589 | 0.2 | 668,231 | 679,649 | (11,418) | (1.7) |
| Media and Library Mail | 331,951 | 365,676 | (33,725) | (9.2) | 107,829 | 120,610 | (12,782) | (10.6) | 259,638 | 290,892 | (31,254) | (10.7) |
| Package Services Mail Fees | 3,039 | 2,810 | 230 | 8.2 | - | - | - | - | - | - | - | - |
| Total Package Services Mail | 1,605,587 | 1,543,941 | 61,647 | 4.0 | 675,173 | 656,998 | 18,175 | 2.8 | 1,783,917 | 1,741,768 | 42,148 | 2.4 |

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| | Quarter 4 YTD | | Change | | Quarter 4 YTD | | Change | | Quarter 4 YTD | | Change | |
| | FY 2011 | FY 2010 | FY 2011 over FY 2010 Amount | Percent | FY 2011 | FY 2010 | FY 2011 over FY 2010 Amount | Percent | FY 2011 | FY 2010 | FY 2011 over FY 2010 Amount | Percent |
| Total Mailing and Shipping Services | | | | | | | | | | | | |
| Total All Mail | 62,263,157 | 63,222,807 | (959,650) | (1.5) | 167,934,373 | 170,860,058 | (2,925,685) | (1.7) | 20,860,334 | 20,687,389 | 172,945 | 0.8 |
| Total All Services | 2,939,655 | 3,100,611 | (160,956) | (5.2) | 2,193,656 | 2,572,793 | (379,138) | (14.7) | | | | |
| Total All Mail and Services | 65,202,811 | 66,323,417 | (1,120,606) | (1.7) | | | | | | | | |
| Total All Other Revenue | 536,200 | 753,162 | (216,962) | (28.8) | | | | | | | | |
| Total All Revenue | 65,739,011 | 67,076,580 | (1,337,568) | (2.0) | | | | | | | | |

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