

MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2012 (Oct. 1, 2011-Dec. 31, 2011) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)

Service Category	REVENUE 3/				PIECES 3/				WEIGHT (Pounds) 3/			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2012	FY 2011	Amount	Percent	FY 2012	FY 2011	Amount	Percent	FY 2012	FY 2011	Amount	Percent
First-Class Mail:												
Single-Piece Letters	3,054,888	3,298,823	(243,935)	(7.4)	6,706,931	7,259,725	(552,795)	(7.6)	212,183	233,129	(20,946)	(9.0)
Single-Piece Cards	90,511	100,885	(10,374)	(10.3)	303,319	350,239	(46,920)	(13.4)	1,938	2,237	(299)	(13.4)
Total Single-Piece Letters and Cards	3,145,399	3,399,708	(254,310)	(7.5)	7,010,250	7,609,964	(599,715)	(7.9)	214,121	235,366	(21,245)	(9.0)
Presort Letters	3,698,306	3,778,019	(79,714)	(2.1)	10,282,309	10,683,254	(400,946)	(3.8)	543,655	554,875	(11,220)	(2.0)
Presort Cards	147,208	157,188	(9,980)	(6.3)	670,767	730,564	(59,797)	(8.2)	5,476	5,963	(487)	(8.2)
Total Presort Letters and Cards	3,845,513	3,935,207	(89,694)	(2.3)	10,953,075	11,413,818	(460,742)	(4.0)	549,132	560,838	(11,706)	(2.1)
Flats	695,702	759,794	(64,092)	(8.4)	541,810	613,028	(71,218)	(11.6)	110,420	125,971	(15,551)	(12.3)
Parcels 2/	188,117	333,596	(145,479)	(43.6)	89,263	168,948	(79,685)	(47.2)	28,489	55,901	(27,412)	(49.0)
Domestic Negotiated Serv. Agreement Mail	18,890	0	18,890	-	52,387	0	52,387	-	3,315	0	3,315	-
Outbound First-Class Mail International	196,595	199,216	(2,621)	(1.3)	88,842	104,547	(15,705)	(15.0)	14,901	15,729	(827)	(5.3)
Inbound Intl. Letter-Post Single-Piece & NSA Mail	77,827	88,058	(10,231)	(11.6)	125,047	152,736	(27,689)	(18.1)	26,693	34,631	(7,938)	(22.9)
First-Class Mail Fees	38,672	39,509	(837)	(2.1)	-	-	-	-	-	-	-	-
First-Class Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total First-Class Mail	8,206,715	8,755,088	(548,373)	(6.3)	18,860,676	20,063,041	(1,202,366)	(6.0)	947,071	1,028,435	(81,365)	(7.9)
Standard Mail:												
High Density and Saturation Letters	185,603	209,031	(23,428)	(11.2)	1,359,895	1,536,280	(176,386)	(11.5)	56,531	61,753	(5,222)	(8.5)
High Density and Saturation Flats & Parcels	516,518	518,667	(2,149)	(0.4)	3,086,639	3,101,530	(14,891)	(0.5)	585,825	594,057	(8,232)	(1.4)
Carrier Route	677,020	743,644	(66,624)	(9.0)	2,797,934	3,176,350	(378,416)	(11.9)	621,532	644,888	(23,357)	(3.6)
Letters	2,422,914	2,605,654	(182,741)	(7.0)	12,656,051	13,808,008	(1,151,957)	(8.3)	665,279	712,925	(47,645)	(6.7)
Flats	624,844	714,273	(89,429)	(12.5)	1,707,947	1,978,138	(270,192)	(13.7)	426,882	491,220	(64,338)	(13.1)
Parcels	196,914	169,792	27,121	16.0	214,109	199,702	14,407	7.2	92,481	86,701	5,779	6.7
Domestic Negotiated Serv. Agreement Mail	47,488	16,373	31,115	190.0	230,130	72,344	157,786	218.1	10,672	9,506	1,166	12.3
Inbound Intl. Negotiated Serv. Agreement Mail	65	0	65	-	128	0	128	-	24	0	24	-
Standard Mail Fees	17,883	18,244	(361)	(2.0)	-	-	-	-	-	-	-	-
Standard Mail Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total Standard Mail	4,689,249	4,995,679	(306,429)	(6.1)	22,052,833	23,872,353	(1,819,520)	(7.6)	2,459,226	2,601,051	(141,825)	(5.5)
Periodicals Mail:												
In-County	17,492	18,412	(919)	(5.0)	161,929	169,697	(7,769)	(4.6)	50,597	53,698	(3,101)	(5.8)
Outside County	424,169	459,356	(35,187)	(7.7)	1,565,707	1,675,805	(110,098)	(6.6)	607,629	684,187	(76,558)	(11.2)
Periodicals Mail Fees	2,289	2,309	(20)	(0.9)	-	-	-	-	-	-	-	-
Total Periodicals Mail	443,950	480,076	(36,126)	(7.5)	1,727,636	1,845,502	(117,867)	(6.4)	658,227	737,885	(79,659)	(10.8)
Package Services Mail:												
Single-Piece Parcel Post	239,191	213,492	25,698	12.0	22,707	20,533	2,174	10.6	148,853	139,899	8,954	6.4
Inbound Intl. Surface Parcel Post (at UPU Rates)	4,656	6,430	(1,774)	(27.6)	346	304	43	14.1	4,782	4,904	(123)	(2.5)
Inbound Intl. Negotiated Service Agreement Mail	5	11	(6)	(56.8)	2	19	(17)	(87.5)	4	9	(5)	(58.5)
Bound Printed Matter Flats	51,778	54,673	(2,895)	(5.3)	67,245	70,372	(3,128)	(4.4)	100,971	104,231	(3,260)	(3.1)
Bound Printed Matter Parcels	76,777	85,816	(9,040)	(10.5)	61,772	68,861	(7,089)	(10.3)	170,830	189,747	(18,917)	(10.0)
Media and Library Mail	81,572	84,563	(2,991)	(3.5)	26,208	28,054	(1,846)	(6.6)	62,506	65,498	(2,991)	(4.6)
Package Services Mail Fees	873	945	(71)	(7.6)	-	-	-	-	-	-	-	-
Total Package Services Mail	454,852	445,932	8,920	2.0	178,281	188,143	(9,862)	(5.2)	487,945	504,288	(16,343)	(3.2)

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(Data in Thousands)

Service Category	REVENUE 3/				PIECES 3/				WEIGHT (Pounds) 3/			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2011 Percent
U.S. Postal Service Mail	-	-	-	-	159,954	146,216	13,738	9.4	40,940	42,618	(1,678)	(3.9)
Free Mail	-	-	-	-	14,301	16,226	(1,925)	(11.9)	6,554	7,116	(562)	(7.9)
Total Market Dominant Mail	13,794,766	14,676,775	(882,008)	(6.0)	42,993,680	46,131,482	(3,137,801)	(6.8)	4,599,963	4,921,394	(321,431)	(6.5)
Ancillary Services:												
Certified Mail	165,163	184,015	(18,852)	(10.2)	57,952	65,720	(7,768)	(11.8)				
Collect on Delivery	1,569	1,631	(62)	(3.8)	192	199	(7)	(3.4)				
Delivery Confirmation	77,408	68,214	9,194	13.5	496,843	442,086	54,757	12.4				
Insurance	32,598	34,929	(2,330)	(6.7)	9,729	11,106	(1,378)	(12.4)				
Registered Mail	9,839	11,093	(1,254)	(11.3)	595	679	(83)	(12.3)				
Return Receipts	102,720	125,109	(22,389)	(17.9)	42,841	50,513	(7,672)	(15.2)				
Stamped Envelopes and Cards	9,691	5,517	4,174	75.7	-	-	-	-				
Other Domestic Ancillary Services	15,077	11,761	3,316	28.2	6,646	5,216	1,430	27.4				
International Ancillary Services	6,785	7,679	(894)	(11.6)	3,902	4,672	(769)	(16.5)				
Total Ancillary Services	420,851	449,947	(29,097)	(6.5)	618,701	580,191	38,511	6.6				
Special Services:												
Money Orders	41,837	42,927	(1,090)	(2.5)	27,159	29,094	(1,935)	(6.7)				
Post Office Box Service	200,076	201,345	(1,269)	(0.6)	-	-	-	-				
Other Domestic Special Services	24,736	25,024	(288)	(1.2)	779	824	(45)	(5.5)				
Other International Special Services	32	0	32	12,714.5	16	0	16	0.0				
Total Additional Special Services	266,681	269,296	(2,616)	(1.0)	27,954	29,919	(1,965)	(6.6)				
Total Market Dominant Services	687,531	719,243	(31,712)	(4.4)	646,655	610,109	36,546	6.0				
Total Market Dominant Mail and Services	14,482,297	15,396,018	(913,721)	(5.9)								
Other Market Dominant Revenue	191,016	(93,294)	284,310	(304.7)								
Total Market Dominant Revenue	14,673,314	15,302,724	(629,411)	(4.1)								

U.S. Postal Service Mail
Quarter 1, FY 2012 1/
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Ancillary Services	6,299
Other Services	585
Total	6,884

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
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(Data in Thousands)

Service Category	REVENUE 3/				PIECES 3/				WEIGHT (Pounds) 3/			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2011 Percent
Express Mail:												
Total Express Mail	202,574	206,387	(3,813)	(1.8)	10,209	10,216	(6)	(0.1)	11,220	10,818	402	3.7
First-Class Package Service												
Total First Class Package Service 2/	206,585	0	206,585	-	99,788	0	99,788	-	34,128	0	34,128	-
Priority Mail:												
Total Priority Mail	1,720,306	1,638,695	81,611	5.0	233,354	224,570	8,784	3.9	508,645	505,576	3,069	0.6
Parcel Select Mail:												
Total Parcel Select Mail	255,007	192,449	62,558	32.5	134,916	104,132	30,785	29.6	544,288	392,425	151,863	38.7
Parcel Return Service Mail:												
Total Parcel Return Service Mail	26,581	21,419	5,161	24.1	10,705	8,715	1,990	22.8	35,415	29,609	5,805	19.6
International Mail:												
Outbound Priority Mail International	245,307	250,618	(5,311)	(2.1)	6,257	6,736	(479)	(7.1)	35,897	38,471	(2,574)	(6.7)
Outbound International Expedited Services	92,601	82,407	10,193	12.4	1,879	1,721	158	9.2	7,888	7,673	215	2.8
Other Outbound International Mail	120,069	60,217	59,853	99.4	65,908	63,067	2,841	4.5	18,085	10,628	7,456	70.2
Inbound International	60,045	65,916	(5,871)	(8.9)	4,706	3,008	1,699	56.5	27,489	16,803	10,687	63.6
International Mail Fees	19	9	10	115.5	-	-	-	-	-	-	-	-
Total International Mail	518,041	459,167	58,874	12.8	78,750	74,531	4,219	5.7	89,359	73,575	15,784	21.5
Total Competitive Mail	2,929,093	2,518,117	410,976	16.3	567,722	422,164	145,558	34.5	1,223,055	1,012,003	211,052	20.9

**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
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(Data in Thousands)**

Service Category	REVENUE 3/				PIECES 3/				WEIGHT (Pounds) 3/			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent
Total Market Dominant and Competitive												
Total All Mail	16,723,859	17,194,891	(471,032)	(2.7)	43,561,402	46,553,645	(2,992,243)	(6.4)	5,823,017	5,933,396	(110,379)	(1.9)
Total All Services	737,903	766,747	(28,844)	(3.8)	676,435	633,124	43,311	6.8				
Total All Mail and Services	17,461,762	17,961,638	(499,876)	(2.8)								
Total All Other Revenue	221,065	(78,783)	299,848	(380.6)								
Total All Revenue	17,682,827	17,882,855	(200,028)	(1.1)								

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/ 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.

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/ 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.