MARKET DOMINANT PRODUCTS

FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR FISCAL YEAR FISCAL YEAR 2013 (Oct. 1, 2012-Sep. 30, 2013) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2012 (Data in Thousands)

Service Category		REVE			=========	PIECES (WEIGHT (Pounds) 6/			
	Fisca FY 2013	al Year FY 2012	Char FY 2013 ove Amount	nge er FY 2012 Percent	Fiscal FY 2013		Chang FY 2013 over Amount	e FY 2012 Percent	Fisca FY 2013	l Year FY 2012	Chang FY 2013 over Amount	ge
First-Class Mail:												
Single-Piece Letters	10,162,181	10,524,288	(362,107)	(3.4)	21,524,306	22,734,729	(1,210,423)	(5.3)	667,945	709,986	(42,041)	(5.9)
Single-Piece Cards	352,059	367,454	(15,395)	(4.2)	1,052,903	1,157,309	(104,405)	(9.0)	6,722	7,398	(676)	(9.1)
Total Single-Piece Letters and Cards	10,514,240	10,891,742	(377,502)	(3.5)	22,577,210	23,892,038	(1,314,828)	(5.5)	674,667	717,383	(42,717)	(6.0)
Presort Letters	14,319,590	14,479,339	(159,749)	(1.1)	38,724,894	39,935,898	(1,211,004)	(3.0)	2,101,442	2,125,137	(23,695)	(1.1)
Presort Cards	586,936	604,602	(17,666)	(2.9)	2,419,290	2,588,140	(168,850)	(6.5)	19,750	21,129	(1,379)	(6.5)
Total Presort Letters and Cards	14,906,526	15,083,941	(177,415)	(1.2)	41,144,184	42,524,039	(1,379,854)	(3.2)	2,121,193	2,146,267	(25,074)	(1.2)
Flats	2,519,741	2,666,668	(146,927)	(5.5)	1,898,586	2,048,016	(149,430)	(7.3)	387,408	418,342	(30,934)	(7.4)
Parcels	579,918	648,385	(68,467)	(10.6)	247,716	293,250	(45,534)	(15.5)	77,363	91,196	(13,833)	(15.2)
Domestic Negotiated Serv. Agreement Mail	75,357	73,731	1,626	2.2	213,535	209,577	3,958	` 1.9 [′]	13,614	13,170	444	3.4
Outbound First-Class Mail International 5/	457,641	664,958	(207,317)	(31.2)	231,475	263,548	(32,073)	(12.2)	28,179	51,122	(22,943)	(44.9)
Inbound Intl. Letter-Post Single-Piece & NSA Mail	281,441	252,388	29,052	`11.5 [°]	387,712	386,307	1,406	0.4	99,980	90,869	9,110	10.0
First-Class Mail Fees	136,466	139,621	(3,155)	(2.3)	, <u> </u>	, <u> </u>	· -	-	, <u> </u>	· -	· -	-
First-Class Dom. NSA Mail Fees	, <u>-</u>	, <u> </u>	- '	`-	=	-	=	_	-	_	=	_
Total First-Class Mail	29,471,329	30,421,433	(950,104)	(3.1)	66,700,419	69,616,774	(2,916,356)	(4.2)	3,402,404	3,528,350	(125,946)	(3.6)
Standard Mail:												
High Density and Saturation Letters	805,189	766,911	38,278	5.0	5,711,635	5,563,559	148,076	2.7	252,744	233,650	19,094	8.2
High Density and Saturation Flats & Parcels	1,929,816	1,887,116	42,700	2.3	11,337,697	11,319,902	17,795	0.2	2,050,952	2,090,456	(39,504)	(1.9)
Carrier Route	2,372,594	2,244,293	128,302	5.7	9,507,247	9,119,946	387,301	4.2	2,026,731	2,002,721	24,010	1.2
Letters	9,263,676	8,979,271	284,405	3.2	46,754,273	46,149,847	604,426	1.3	2,410,834	2,378,429	32,405	1.4
Flats	2,134,129	2,229,588	(95,459)	(4.3)	5,568,019	5,939,635	(371,615)	(6.3)	1,398,222	1,495,809	(97,587)	(6.5)
Parcels	70,489	284,858	(214,369)	(75.3)	72,447	303,559	(231,112)	(76.1)	23,042	126,286	(103,244)	(81.8)
Every Door Direct Mail Retail	138,418	63,953	74,465	116.4	974,774	450,373	524,401	116.4	123,640	57,125	66,515	116.4
Domestic Negotiated Serv. Agreement Mail	214,643	194,773	19,870	10.2	1,036,466	952,844	83,622	8.8	45,289	42,200	3,088	7.3
Inbound Intl. Negotiated Serv. Agreement Mail	77	702	(625)	(89.1)	119	1,345	(1,225)	(91.1)	39	117	(78)	(66.9)
Standard Mail Fees	56,304	61,790	(5,486)	(8.9)	-	-	-	-	-	-	-	-
Standard Mail Dom. NSA Mail Fees	-	-	-	- '	-	-	_	-	-	-	-	-
Total Standard Mail	16,985,336	16,713,256	272,080	1.6	80,962,678	79,801,009	1,161,669	1.5	8,331,492	8,426,793	(95,301)	(1.1)
Periodicals Mail:												
In-County	65,380	66,496	(1,115)	(1.7)	603,254	631,286	(28,032)	(4.4)	176,250	181,788	(5,539)	(3.0)
Outside County	1,586,133	1,656,732	(70,599)	(4.3)	5,755,719	6,110,064	(354,345)	(5.8)	2,246,058	2,353,700	(107,643)	(4.6)
Periodicals Mail Fees	6,653	8,257	(1,604)	(19.4)	=	-	-	-	-	-	-	-
Total Periodicals Mail	1,658,167	1,731,485	(73,318)	(4.2)	6,358,973	6,741,351	(382,377)	(5.7)	2,422,307	2,535,488	(113,181)	(4.5)
Package Services Mail:												
Parcel Post / Alaska Bypass 4/	339,075	773,799	(434,724)	(56.2)	29,549	70,945	(41,396)	(58.3)	255,485	499,900	(244,415)	(48.9)
Inbound Intl. Surface Parcel Post (at UPU Rates)	17,933	20,908	(2,975)	(14.2)	906	1,115	(209)	(18.7)	15,132	19,246	(4,114)	(21.4)
Inbound Intl. Negotiated Service Agreement Mail	2	18	(16)	(87.9)	1	8	(7)	(87.9)	3	22	(19)	(88.2)
Bound Printed Matter Flats	184,772	185,789	(1,018)	(0.5)	229,613	230,521	(909)	(0.4)	350,764	341,023	9,740	2.9
Bound Printed Matter Parcels	274,589	305,489	(30,899)	(10.1)	216,387	243,307	(26,920)	(11.1)	568,757	673,441	(104,684)	(15.5)
Media and Library Mail	313,655	320,464	(6,808)	(2.1)	93,537	100,365	(6,828)	(6.8)	227,584	242,627	(15,044)	(6.2)
Package Services Mail Fees	2,895	3,249	(354)	(10.9)	-	-	-	-	-	-	-	-
Total Package Services Mail	1,132,922	1,609,715	(476,794)	(29.6)	569,993	646,261	(76,268)	(11.8)	1,417,725	1,776,259	(358,535)	(20.2)

MARKET DOMINANT PRODUCTS

FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR FISCAL YEAR FISCAL YEAR 2013 (Oct. 1, 2012-Sep. 30, 2013) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2012 (Data in Thousands)

			NUE 6/			PIECES		WEIGHT (Pounds) 6/				
Service Category	Fisca FY 2013	al Year FY 2012	Change FY 2013 over FY 2012 Amount Percent		Fiscal		Chang FY 2013 over Amount	FY 2012 Percent		al Year FY 2012	Chan FY 2013 ove Amount	nge
U.S. Postal Service Mail	-	-	-	-	633,644	440,096	193,548	44.0	150,727	144,642	6,085	4.2
Free Mail	-	-	-	-	54,792	56,901	(2,109)	(3.7)	23,136	24,895	(1,758)	(7.1)
Total Market Dominant Mail	49,247,754	50,475,889	(1,228,135)	(2.4)	155,280,499	157,302,392	(2,021,893)	(1.3)	15,747,791	16,436,427	(688,636)	(4.2)
Ancillary Services:												
Certified Mail	716,997	662,411	54,585	8.2	234,591	226,921	7,670	3.4				
Collect on Delivery	4,432	5,927	(1,495)	(25.2)	486	703	(216)	(30.8)				
USPS Tracking	106,129	244,963	(138,834)	(56.7)	1,860,606	1,818,728	41,878	2.3				
Insurance	108,437	108,510	(73)	(0.1)	28,080	30,115	(2,036)	(6.8)				
Registered Mail	35,465	39,477	(4,012)	(10.2)	2,238	2,415	(177)	(7.3)				
Return Receipts	357,126	398,603	(41,477)	(10.4)	157,614	169,793	(12,180)	(7.2)				
Stamped Envelopes and Cards	12,295	18,702	(6,406)	(34.3)	-	-						
Other Domestic Ancillary Services	87,684	69,576	18,108	26.0	33,056	28,389	4,667	16.4				
International Ancillary Services	35,553	29,332	6,221	21.2	22,712	16,517	6,195	37.5				
Total Ancilliary Services	1,464,117	1,577,500	(113,383)	(7.2)	2,339,382	2,293,580	45,802	2.0				
Special Services:												
Money Orders	154,965	165,093	(10,128)	(6.1)	102,507	108,841	(6,335)	(5.8)				
Post Office Box Service	358,500	481,567	(123,067)	(25.6)	7,610	9,031	(1,421)	(15.7)				
Other Domestic Special Services	110,036	109,254	782	0.7	1,970	2,404	(435)	(18.1)				
Other International Special Services	15	103	(88)	(85.7)	372	482	(109)	0.0				
Total Additional Special Services	623,515	756,017	(132,501)	(17.5)	112,459	120,759	(8,300)	(6.9)				
Total Market Dominant Services	2,087,633	2,333,517	(245,884)	(10.5)	2,451,841	2,414,339	37,502	1.6		Service Transac U.S. Postal Serv		
Total Market Dominant Mail and Services	51,335,386	52,809,406	(1,474,020)	(2.8)						Fiscal Year, FY	2013 1/	
Other Market Dominant Revenue	914,276	909,502	4,774	0.5						Ancillary Service Other Services		19,693 1,713
Deferred Revenue Prepaid Postage Change in Estimate	e 7/ 1,315,689	0	-	-						Total		21,406
Total Market Dominant Revenue	53,565,352	53,718,908	(153,557)	(0.3)								

COMPETITIVE PRODUCTS

FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR FISCAL YEAR FISCAL YEAR 2013 (Oct. 1, 2012-Sep. 30, 2013) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2012 (Data in Thousands)

		REVE				PIECES (WEIGHT (Pounds) 6/				
	Fiscal Year		Change FY 2013 over FY 2012		Fiscal Year		Change FY 2013 over FY 2012		Fiscal Year		Change FY 2013 over FY 2012		
Service Category	FY 2013	FY 2012	Amount	Percent	FY 2013	FY 2012	Amount	Percent	FY 2013	FY 2012	Amount	Percent	
Priority Mail Express: Total Priority Mail Express	794,090	801,561	(7,471)	(0.9)	39,116	39,823	(707)	(1.8)	38,233	40,971	(2,738)	(6.7)	
First-Class Package Service: Total First Class Package Service	1,195,556	875,007	320,549	36.6	546,052	411,127	134,925	32.8	186,064	139,293	46,770	33.6	
Standard Post Mail: Total Standard Post 4/	344,364	0	344,364	-	25,238	0	25,238	-	165,614	0	165,614	-	
Priority Mail: Total Priority Mail	6,387,606	5,936,819	450,787	7.6	873,312	823,774	49,537	6.0	1,819,489	1,692,878	126,611	7.5	
Parcel Select Mail: Total Parcel Select Mail	1,904,280	1,341,436	562,844	42.0	1,287,046	937,631	349,415	37.3	2,046,979	1,742,121	304,857	17.5	
Parcel Return Service Mail: Total Parcel Return Service Mail	123,688	114,773	8,914	7.8	50,805	46,571	4,234	9.1	153,043	139,626	13,417	9.6	
International Mail: Outbound Priority Mail International Outbound International Expedited Services Other Outbound International Mail 5/ Inbound International International Mail Fees Total International Mail	931,202 330,206 741,867 209,302 442 2,213,019	926,033 370,586 322,889 217,671 137 1,837,316	5,168 (40,381) 418,978 (8,368) 305 375,702	0.6 (10.9) 129.8 (3.8) 222.2 20.4	20,542 5,685 241,276 14,700 - 282,203	23,946 7,071 226,266 16,242 - 273,525	(3,404) (1,387) 15,010 (1,541) - 8,678	(14.2) (19.6) 6.6 (9.5) - 3.2	121,582 27,021 78,979 84,352 - 311,934	130,832 29,667 51,813 88,950 - 301,261	(9,250) (2,646) 27,167 (4,598) - 10,672	(7.1) (8.9) 52.4 (5.2) - 3.5	
Total Competitive Mail	12,962,602	10,906,913	2,055,689	18.8	3,103,771	2,532,451	571,320	22.6	4,721,355	4,056,152	665,204	16.4	

COMPETITIVE PRODUCTS

FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR FISCAL YEAR FISCAL YEAR 2013 (Oct. 1, 2012-Sep. 30, 2013) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2012 (Data in Thousands)

		REVE				PIECES		WEIGHT (Pounds) 6/				
Service Category			Change				Change				Change	
	Fisca FY 2013	al Year FY 2012	FY 2013 ov Amount	er FY 2012 Percent	Fisca FY 2013	l Year FY 2012	FY 2013 over Amount	FY 2012 Percent	Fiscal Year FY 2013 FY 2012		FY 2013 ov Amount	er FY 2012 Percent
======================================	=======			=======	=======	========	=======		=======================================	========	=======	=======
Ancillary Services:												
Other Domestic Ancillary Services	1,574	1,032	542	52.6	317	212	105	49.6				
International Ancillary Services	7,804	9,092	(1,288)	(14.2)	1,553	1,899	(345)	(18.2)				
Total Ancilliary Services	9,378	10,123	(745)	(7.4)	1,871	2,111	(240)	(11.4)				
Special Services:												
Premium Forwarding Service	22,088	19,387	2,701	13.9	1,192	1,166	26	2.2				
Intl. Money Orders & Money Transfer Service	1,253	1,486	(233)	(15.7)	142	163	(21)	(12.7)				
Other Domestic Special Services	664,886	484,302	180,583	37.3	86,540	95,911	(9,371)	(9.8)				
Other International Special Services	-	-	-	-	-	-	-	-				
Total Special Services	688,227	505,175	183,051	36.2	87,875	97,240	(9,365)	(9.6)				
Total Competitive Services	697,604	515,298	182,306	35.4	89,746	99,351	(9,605)	(9.7)				
Total Competitive Mail and Services	13,660,206	11,422,211	2,237,995	19.6								
Other Competitive Revenue	116,215	106,111	10,104	9.5								
Total Competitive Revenue	13,776,421	11,528,322	2,248,099	19.5								

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR FISCAL YEAR FISCAL YEAR 2013 (Oct. 1, 2012-Sep. 30, 2013) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2012 (Data in Thousands)

	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/				
Service Category		======== al Year	Change FY 2013 over FY 2012		Fiscal Year		E=====================================		Fiscal Year		 Char FY 2013 ove	nge	
=======================================	FY 2013	FY 2012	Amount	Percent	FY 2013	FY 2012	Amount	Percent	FY 2013	FY 2012	Amount	Percent	
Total Market Dominant and Competitive Total All Mail Total All Services Total All Mail and Services Total All Other Revenue Total Deferred Revenue Change in Estimate 7/ Total All Revenue	62,210,355 2,785,237 64,995,592 1,030,491 1,315,689 67,341,772	61,382,802 2,848,815 64,231,617 1,015,613 0 65,247,230	827,553 (63,578) 763,975 14,878 - 2,094,542	1.3 (2.2) 1.2 1.5	158,384,271 2,541,587	159,834,843 2,513,690	(1,450,573) 27,897	(0.9) 1.1	20,469,146	20,492,578	(23,432)	(0.1)	

RPW SUMMARY REPORT FOOTNOTES: MARKET DOMINANT PRODUCTS SECTION

- 1/ Not included elsewhere in this report.
- 4/ Parcel Post within this category have been shifted to the new Standard Post competitive product category as of January 27, 2013.
- 5/ International First-Class parcels within this category have been shifted to the new First-Class Packages International Service competitive product category as of January 27, 2013.
- 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.
- 7/ This amount represents an increase in Forever Stamp deferred liability due to a change in accounting estimate.

- Report totals may not sum due to rounding.

RPW SUMMARY REPORT FOOTNOTES: COMPETITIVE PRODUCTS SECTION

- 4/ Parcel Post within this category have been shifted to the new Standard Post competitive product category as of January 27, 2013.
- 5/ International First-Class parcels within this category have been shifted to the new First-Class Packages International Service competitive product category as of January 27, 2013.
- 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.