

MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2014 (Apr. 1, 2014-Jun. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
First-Class Mail:												
Single-Piece Letters	2,620,012	2,500,072	119,940	4.8	5,248,732	5,239,565	9,167	0.2	158,191	162,335	(4,144)	(2.6)
Single-Piece Cards	82,978	89,267	(6,289)	(7.0)	238,126	263,924	(25,798)	(9.8)	1,519	1,684	(164)	(9.7)
Total Single-Piece Letters and Cards	2,702,990	2,589,339	113,651	4.4	5,486,858	5,503,488	(16,631)	(0.3)	159,710	164,018	(4,308)	(2.6)
Presort Letters	3,611,010	3,484,374	126,636	3.6	9,226,121	9,339,042	(112,921)	(1.2)	521,762	510,083	11,679	2.3
Presort Cards	139,924	147,355	(7,431)	(5.0)	539,591	604,924	(65,333)	(10.8)	4,405	4,940	(534)	(10.8)
Total Presort Letters and Cards	3,750,934	3,631,729	119,205	3.3	9,765,712	9,943,966	(178,254)	(1.8)	526,168	515,022	11,145	2.2
Flats	608,138	623,328	(15,190)	(2.4)	428,686	465,164	(36,478)	(7.8)	87,047	94,832	(7,785)	(8.2)
Parcels	143,303	140,797	2,506	1.8	54,983	59,775	(4,792)	(8.0)	16,664	18,351	(1,687)	(9.2)
Domestic Negotiated Serv. Agreement Mail	0	19,132	(19,132)	(100.0)	0	51,047	(51,047)	(100.0)	0	3,251	(3,251)	(100.0)
Outbound First-Class Mail International	69,840	63,927	5,913	9.3	46,576	43,475	3,101	7.1	2,538	2,608	(70)	(2.7)
Inbound Intl. Letter-Post Single-Piece & NSA Ma	77,582	71,351	6,232	8.7	95,604	106,037	(10,432)	(9.8)	28,190	25,514	2,676	10.5
First-Class Mail Fees	39,354	34,287	5,068	14.8	-	-	-	-	-	-	-	-
First-Class Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total First-Class Mail	7,392,141	7,173,888	218,253	3.0	15,878,419	16,172,952	(294,533)	(1.8)	820,316	823,597	(3,281)	(0.4)
Standard Mail:												
High Density and Saturation Letters	214,720	196,129	18,592	9.5	1,443,890	1,379,411	64,479	4.7	60,185	58,798	1,387	2.4
High Density and Saturation Flats & Parcels	502,739	473,164	29,575	6.3	2,776,997	2,764,822	12,176	0.4	492,785	492,467	318	0.1
Carrier Route	534,390	492,223	42,168	8.6	2,006,354	1,940,964	65,391	3.4	405,653	419,054	(13,401)	(3.2)
Letters	2,448,437	2,266,142	182,295	8.0	11,611,707	11,181,383	430,324	3.8	583,174	583,676	(503)	(0.1)
Flats	465,534	480,295	(14,760)	(3.1)	1,126,124	1,228,390	(102,266)	(8.3)	284,236	307,956	(23,720)	(7.7)
Parcels	16,843	16,201	642	4.0	15,730	16,520	(789)	(4.8)	5,724	5,169	555	10.7
Every Door Direct Mail Retail	41,975	37,962	4,013	10.6	239,859	237,264	2,595	1.1	30,424	30,095	329	1.1
Domestic Negotiated Serv. Agreement Mail	0	59,298	(59,298)	(100.0)	0	276,821	(276,821)	(100.0)	0	11,912	(11,912)	(100.0)
Inbound Intl. Negotiated Serv. Agreement Mail	1	20	(18)	(92.9)	5	33	(28)	(83.8)	0	9	(9)	(97.3)
Standard Mail Fees	12,697	11,784	913	7.7	-	-	-	-	-	-	-	-
Standard Mail Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total Standard Mail	4,237,337	4,033,217	204,121	5.1	19,220,668	19,025,608	195,060	1.0	1,862,181	1,909,136	(46,955)	(2.5)
Periodicals Mail:												
In-County	17,540	16,844	695	4.1	150,725	153,547	(2,822)	(1.8)	44,955	45,153	(199)	(0.4)
Outside County	398,715	399,675	(960)	(0.2)	1,384,572	1,458,383	(73,811)	(5.1)	522,762	553,815	(31,053)	(5.6)
Periodicals Mail Fees	1,337	1,177	161	13.6	-	-	-	-	-	-	-	-
Total Periodicals Mail	417,592	417,696	(104)	(0.0)	1,535,297	1,611,930	(76,633)	(4.8)	567,717	598,968	(31,251)	(5.2)
Package Services Mail:												
Parcel Post / Alaska Bypass	8,390	7,778	613	7.9	322	318	4	1.3	21,730	21,471	258	1.2
Inbound Intl. Surface Parcel Post (at UPU Rates)	3,983	4,097	(115)	(2.8)	189	207	(17)	(8.4)	3,171	3,654	(482)	(13.2)
Inbound Intl. Negotiated Service Agreement Mail	0	0	-	-	0	0	-	-	0	0	-	-
Bound Printed Matter Flats	46,183	42,483	3,700	8.7	54,765	51,574	3,191	6.2	87,930	79,740	8,190	10.3
Bound Printed Matter Parcels	56,387	59,138	(2,751)	(4.7)	44,313	46,820	(2,507)	(5.4)	99,998	124,529	(24,531)	(19.7)
Media and Library Mail	69,709	71,875	(2,166)	(3.0)	19,088	21,103	(2,015)	(9.5)	46,794	52,291	(5,497)	(10.5)
Package Services Mail Fees	582	641	(59)	(9.3)	-	-	-	-	-	-	-	-
Total Package Services Mail	185,234	186,012	(778)	(0.4)	118,678	120,022	(1,344)	(1.1)	259,624	281,685	(22,061)	(7.8)

MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2014 (Apr. 1, 2014-Jun. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
U.S. Postal Service Mail	-	-	-	-	97,095	79,774	17,321	21.7	27,053	31,811	(4,759)	(15.0)
Free Mail	-	-	-	-	11,221	12,834	(1,613)	(12.6)	5,014	5,567	(553)	(9.9)
Total Market Dominant Mail	12,232,304	11,810,813	421,491	3.6	36,861,378	37,023,119	(161,742)	(0.4)	3,541,904	3,650,764	(108,860)	(3.0)
Ancillary Services:												
Certified Mail	170,093	192,467	(22,374)	(11.6)	51,558	62,090	(10,532)	(17.0)				
Collect on Delivery	886	1,141	(255)	(22.3)	87	122	(35)	(28.4)				
Delivery Confirmation	11,901	10,672	1,228	11.5	690,807	599,300	91,507	15.3				
Insurance	21,868	25,248	(3,380)	(13.4)	4,359	6,349	(1,990)	(31.3)				
Registered Mail	9,296	9,957	(661)	(6.6)	578	651	(74)	(11.3)				
Return Receipts	93,254	97,165	(3,912)	(4.0)	39,392	41,624	(2,232)	(5.4)				
Stamped Envelopes and Cards	3,045	2,687	358	13.3	-	-	-	-				
Other Domestic Ancillary Services	18,654	24,746	(6,092)	(24.6)	6,993	9,017	(2,024)	(22.4)				
International Ancillary Services	11,168	10,032	1,136	11.3	6,991	6,946	45	0.6				
Total Ancillary Services	340,165	374,115	(33,951)	(9.1)	800,765	726,099	74,666	10.3				
Special Services:												
Money Orders	42,502	40,743	1,760	4.3	24,298	25,915	(1,617)	(6.2)				
Post Office Box Service	90,812	88,209	2,603	3.0	7,333	8,970	(1,637)	(18.3)				
Other Domestic Special Services	27,073	26,809	264	1.0	419	453	(34)	(7.5)				
Other International Special Services	5	0	4	948.6	457	44	414	0.0				
Total Additional Special Services	160,392	155,762	4,630	3.0	32,507	35,382	(2,875)	(8.1)				
Total Market Dominant Services	500,556	529,877	(29,321)	(5.5)	833,273	761,481	71,792	9.4				
Total Market Dominant Mail and Services	12,732,861	12,340,690	392,170	3.2								
Other Market Dominant Revenue	170,519	406,581	(236,062)	(58.1)								
Total Market Dominant Revenue	12,903,380	12,747,271	156,109	1.2								
									Service Transactions U.S. Postal Service Mail Quarter 3, FY 2014 1/			
									=====			
									Ancillary Services		3,264	
									Other Services		254	
									Total		3,519	

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2014 (Apr. 1, 2014-Jun. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
Express Mail:												
Total Express Mail	193,774	203,549	(9,775)	(4.8)	9,366	9,852	(485)	(4.9)	9,371	8,697	673	7.7
First-Class Package Service:												
Total First Class Package Service	352,113	287,276	64,837	22.6	149,883	129,451	20,432	15.8	52,387	44,425	7,961	17.9
Standard Post Mail:												
Total Standard Post	99,989	120,527	(20,538)	(17.0)	7,216	8,750	(1,534)	(17.5)	42,736	58,576	(15,840)	(27.0)
Priority Mail:												
Total Priority Mail	1,564,547	1,511,483	53,065	3.5	212,583	207,894	4,689	2.3	447,294	420,625	26,669	6.3
Parcel Select Mail:												
Total Parcel Select Mail	605,107	494,837	110,270	22.3	355,731	308,674	47,057	15.2	590,002	474,279	115,723	24.4
Parcel Return Service Mail:												
Total Parcel Return Service Mail	35,767	32,498	3,269	10.1	14,465	13,507	958	7.1	41,797	38,557	3,240	8.4
International Mail:												
Outbound Priority Mail International	201,853	222,376	(20,523)	(9.2)	4,070	4,589	(518)	(11.3)	25,724	28,249	(2,525)	(8.9)
Outbound International Expedited Services	72,103	81,835	(9,732)	(11.9)	1,184	1,319	(136)	(10.3)	5,937	6,022	(84)	(1.4)
Other Outbound International Mail	227,176	223,620	3,556	1.6	57,707	59,452	(1,744)	(2.9)	22,491	21,463	1,028	4.8
Inbound International	53,437	50,350	3,087	6.1	3,131	3,416	(285)	(8.3)	19,141	19,802	(660)	(3.3)
International Mail Fees	12	395	(382)	(96.9)	-	-	-	-	-	-	-	-
Total International Mail	554,581	578,575	(23,994)	(4.1)	66,092	68,776	(2,684)	(3.9)	73,293	75,535	(2,242)	(3.0)
Total Competitive Mail	3,405,878	3,228,744	177,134	5.5	815,337	746,904	68,433	9.2	1,256,879	1,120,695	136,184	12.2

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2014 (Apr. 1, 2014-Jun. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
Ancillary Services:												
Other Domestic Ancillary Services	358	339	19	5.7	66	62	4	7.2				
International Ancillary Services	1,741	1,788	(48)	(2.7)	359	355	4	1.1				
Total Ancillary Services	2,099	2,127	(28)	(1.3)	425	417	8	2.0				
Special Services:												
Premium Forwarding Service	4,909	5,214	(305)	(5.8)	260	282	(22)	(7.7)				
Intl. Money Orders & Money Transfer Service	259	334	(75)	(22.6)	41	34	7	21.1				
Other Domestic Special Services	170,733	165,380	5,352	3.2	27,088	24,990	2,098	8.4				
Other International Special Services	-	-	-	-	-	-	-	-				
Total Special Services	175,901	170,928	4,972	2.9	27,389	25,305	2,084	8.2				
Total Competitive Services	177,999	173,055	4,944	2.9	27,814	25,722	2,092	8.1				
Total Competitive Mail and Services	3,583,878	3,401,800	182,078	5.4								
Other Competitive Revenue	23,045	33,591	(10,546)	(31.4)								
Total Competitive Revenue	3,606,923	3,435,391	171,532	5.0								

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2014 (Apr. 1, 2014-Jun. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	15,638,183	15,039,558	598,625	4.0	37,676,714	37,770,023	(93,309)	(0.2)	4,798,783	4,771,459	27,324	0.6
Total All Services	678,556	702,932	(24,377)	(3.5)	861,087	787,203	73,884	9.4				
Total All Mail and Services	16,316,739	15,742,490	574,248	3.6								
Total All Other Revenue	193,564	440,172	(246,608)	(56.0)								
Total All Revenue	16,510,303	16,182,662	327,641	2.0								

RPW SUMMARY REPORT FOOTNOTES: MARKET DOMINANT PRODUCTS SECTION

1/ Not included elsewhere in this report.

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.

RPW SUMMARY REPORT FOOTNOTES: COMPETITIVE PRODUCTS SECTION

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.

MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2014 (Oct. 1, 2013-Jun. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent
First-Class Mail:												
Single-Piece Letters	7,782,638	7,871,261	(88,623)	(1.1)	15,941,315	16,720,185	(778,870)	(4.7)	490,039	519,145	(29,106)	(5.6)
Single-Piece Cards	242,074	264,869	(22,795)	(8.6)	704,283	795,003	(90,720)	(11.4)	4,500	5,076	(575)	(11.3)
Total Single-Piece Letters and Cards	8,024,712	8,136,130	(111,418)	(1.4)	16,645,598	17,515,188	(869,590)	(5.0)	494,539	524,220	(29,681)	(5.7)
Presort Letters	11,023,412	10,836,556	186,856	1.7	28,775,403	29,375,503	(600,100)	(2.0)	1,610,687	1,583,330	27,357	1.7
Presort Cards	417,370	448,892	(31,522)	(7.0)	1,653,498	1,852,746	(199,248)	(10.8)	13,498	15,125	(1,627)	(10.8)
Total Presort Letters and Cards	11,440,781	11,285,448	155,334	1.4	30,428,901	31,228,249	(799,348)	(2.6)	1,624,185	1,598,455	25,730	1.6
Flats	1,898,024	1,941,944	(43,920)	(2.3)	1,362,219	1,466,187	(103,968)	(7.1)	280,241	299,439	(19,198)	(6.4)
Parcels	452,006	446,292	5,714	1.3	179,975	191,451	(11,475)	(6.0)	55,210	59,782	(4,572)	(7.6)
Domestic Negotiated Serv. Agreement Mail	38,975	60,371	(21,395)	(35.4)	103,014	162,686	(59,672)	(36.7)	6,324	10,419	(4,095)	(39.3)
Outbound First-Class Mail International 5/	230,248	390,723	(160,475)	(41.1)	163,200	184,832	(21,633)	(11.7)	8,493	25,625	(17,132)	(66.9)
Inbound Intl. Letter-Post Single-Piece & NSA Ma	250,945	215,803	35,142	16.3	315,879	313,469	2,410	0.8	89,105	75,772	13,333	17.6
First-Class Mail Fees	128,346	105,041	23,305	22.2	-	-	-	-	-	-	-	-
First-Class Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total First-Class Mail	22,464,037	22,581,751	(117,714)	(0.5)	49,198,786	51,062,063	(1,863,277)	(3.6)	2,558,096	2,593,712	(35,615)	(1.4)
Standard Mail:												
High Density and Saturation Letters	652,570	597,213	55,358	9.3	4,462,039	4,241,111	220,928	5.2	185,249	174,309	10,940	6.3
High Density and Saturation Flats & Parcels	1,496,866	1,444,577	52,289	3.6	8,476,877	8,539,284	(62,407)	(0.7)	1,525,020	1,526,465	(1,445)	(0.1)
Carrier Route	1,805,256	1,813,168	(7,912)	(0.4)	6,915,979	7,340,867	(424,888)	(5.8)	1,500,854	1,531,426	(30,571)	(2.0)
Letters	7,313,345	6,917,170	396,175	5.7	35,655,988	35,046,998	608,990	1.7	1,822,839	1,785,243	37,596	2.1
Flats	1,526,107	1,609,097	(82,990)	(5.2)	3,809,322	4,206,718	(397,396)	(9.4)	966,791	1,049,445	(82,654)	(7.9)
Parcels	50,147	53,445	(3,298)	(6.2)	48,445	54,457	(6,012)	(11.0)	16,826	17,187	(361)	(2.1)
Every Door Direct Mail Retail	114,252	104,318	9,935	9.5	691,591	677,027	14,564	2.2	87,721	85,874	1,847	2.2
Domestic Negotiated Serv. Agreement Mail	108,512	161,886	(53,373)	(33.0)	499,850	766,949	(267,099)	(34.8)	22,138	33,745	(11,607)	(34.4)
Inbound Intl. Negotiated Serv. Agreement Mail	83	44	40	90.7	154	70	83	118.3	42	20	22	106.6
Standard Mail Fees	44,785	44,279	506	1.1	-	-	-	-	-	-	-	-
Standard Mail Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total Standard Mail	13,111,924	12,745,195	366,729	2.9	60,560,243	60,873,480	(313,237)	(0.5)	6,127,481	6,203,715	(76,234)	(1.2)
Periodicals Mail:												
In-County	50,081	49,269	812	1.6	441,182	454,111	(12,929)	(2.8)	130,348	133,391	(3,043)	(2.3)
Outside County	1,166,709	1,205,313	(38,603)	(3.2)	4,137,843	4,402,683	(264,840)	(6.0)	1,584,763	1,694,611	(109,847)	(6.5)
Periodicals Mail Fees	3,502	5,534	(2,032)	(36.7)	-	-	-	-	-	-	-	-
Total Periodicals Mail	1,220,293	1,260,115	(39,823)	(3.2)	4,579,025	4,856,793	(277,769)	(5.7)	1,715,112	1,828,002	(112,890)	(6.2)
Package Services Mail:												
Parcel Post / Alaska Bypass 4/	24,126	331,016	(306,891)	(92.7)	945	29,227	(28,282)	(96.8)	63,745	233,069	(169,324)	(72.6)
Inbound Intl. Surface Parcel Post (at UPU Rates)	14,422	13,246	1,176	8.9	768	694	75	10.8	11,164	11,248	(84)	(0.7)
Inbound Intl. Negotiated Service Agreement Mail	0	2	(2)	(100.0)	0	1	(1)	(100.0)	0	3	(3)	(100.0)
Bound Printed Matter Flats	151,703	138,899	12,805	9.2	188,083	173,047	15,035	8.7	296,389	264,992	31,397	11.8
Bound Printed Matter Parcels	196,198	202,370	(6,172)	(3.0)	154,187	160,425	(6,238)	(3.9)	381,400	427,866	(46,467)	(10.9)
Media and Library Mail	229,912	231,458	(1,546)	(0.7)	65,411	69,882	(4,470)	(6.4)	156,213	166,526	(10,313)	(6.2)
Package Services Mail Fees	1,970	2,247	(277)	(12.3)	-	-	-	-	-	-	-	-
Total Package Services Mail	618,330	919,238	(300,908)	(32.7)	409,394	433,276	(23,882)	(5.5)	908,911	1,103,704	(194,793)	(17.6)

MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2014 (Oct. 1, 2013-Jun. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent
U.S. Postal Service Mail	-	-	-	-	373,036	387,931	(14,895)	(3.8)	81,269	108,866	(27,597)	(25.3)
Free Mail	-	-	-	-	35,156	39,834	(4,678)	(11.7)	15,417	16,213	(796)	(4.9)
Total Market Dominant Mail	37,414,583	37,506,299	(91,715)	(0.2)	115,155,640	117,653,377	(2,497,737)	(2.1)	11,406,285	11,854,211	(447,926)	(3.8)
Ancillary Services:												
Certified Mail	520,675	530,659	(9,983)	(1.9)	162,012	174,480	(12,468)	(7.1)				
Collect on Delivery	2,839	3,401	(562)	(16.5)	288	376	(88)	(23.4)				
Delivery Confirmation	70,804	55,399	15,405	27.8	2,214,166	1,733,721	480,445	27.7				
Insurance	70,547	85,735	(15,188)	(17.7)	15,510	22,948	(7,438)	(32.4)				
Registered Mail	27,415	28,112	(697)	(2.5)	1,760	1,803	(43)	(2.4)				
Return Receipts	278,554	265,337	13,217	5.0	118,927	118,067	860	0.7				
Stamped Envelopes and Cards	9,536	9,722	(186)	(1.9)	-	-	-	-				
Other Domestic Ancillary Services	54,799	66,105	(11,306)	(17.1)	20,915	25,095	(4,181)	(16.7)				
International Ancillary Services	30,216	26,657	3,558	13.3	18,378	16,806	1,572	9.4				
Total Ancillary Services	1,065,385	1,071,127	(5,742)	(0.5)	2,551,957	2,093,297	458,660	21.9				
Special Services:												
Money Orders	123,396	118,165	5,230	4.4	73,565	77,837	(4,272)	(5.5)				
Post Office Box Service 3/	270,319	263,338	6,981	2.7	7,333	8,970	(1,637)	(18.3)				
Other Domestic Special Services	82,984	78,403	4,581	5.8	1,498	1,553	(56)	(3.6)				
Other International Special Services	7	14	(7)	(53.3)	653	296	356	120.3				
Total Additional Special Services	476,705	459,920	16,785	3.6	83,048	88,657	(5,608)	(6.3)				
Total Market Dominant Services	1,542,090	1,531,047	11,043	0.7	2,635,005	2,181,954	453,051	20.8				
Total Market Dominant Mail and Services	38,956,673	39,037,346	(80,673)	(0.2)								
Other Market Dominant Revenue	558,174	756,752	(198,578)	(26.2)								
Total Market Dominant Revenue	39,514,847	39,794,098	(279,251)	(0.7)								
									Service Transactions			
									U.S. Postal Service Mail			
									YTD, FY 2014 1/			
									=====			
									Ancillary Services		9,654	
									Other Services		1,210	
									Total		10,864	

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2014 (Oct. 1, 2013-Jun. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	FY 2014 over FY 2013 Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	FY 2014 over FY 2013 Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	FY 2014 over FY 2013 Percent
Express Mail:												
Total Express Mail	581,147	606,692	(25,545)	(4.2)	27,398	29,921	(2,523)	(8.4)	28,107	29,844	(1,737)	(5.8)
First-Class Package Service:												
Total First Class Package Service	1,096,792	873,599	223,193	25.5	479,115	400,676	78,438	19.6	165,832	136,148	29,683	21.8
Standard Post Mail:												
Total Standard Post 4/	389,513	219,489	170,024	77.5	28,763	16,424	12,340	75.1	172,958	103,918	69,040	66.4
Priority Mail:												
Total Priority Mail	5,262,223	4,843,922	418,301	8.6	701,182	661,781	39,401	6.0	1,497,994	1,378,920	119,074	8.6
Parcel Select Mail:												
Total Parcel Select Mail	1,903,713	1,481,514	422,199	28.5	1,118,185	978,358	139,827	14.3	1,978,239	1,583,632	394,607	24.9
Parcel Return Service Mail:												
Total Parcel Return Service Mail	104,696	93,269	11,427	12.3	42,019	38,381	3,638	9.5	129,579	115,399	14,180	12.3
International Mail:												
Outbound Priority Mail International	653,863	714,280	(60,417)	(8.5)	13,094	16,063	(2,969)	(18.5)	83,180	94,549	(11,369)	(12.0)
Outbound International Expedited Services	225,106	262,336	(37,230)	(14.2)	3,736	4,498	(762)	(16.9)	18,657	21,520	(2,864)	(13.3)
Other Outbound International Mail 5/	734,928	528,877	206,051	39.0	189,254	181,997	7,257	4.0	73,037	58,110	14,927	25.7
Inbound International	165,155	163,531	1,624	1.0	10,805	11,532	(726)	(6.3)	64,041	65,530	(1,489)	(2.3)
International Mail Fees	39	430	(391)	(90.8)	-	-	-	-	-	-	-	-
Total International Mail	1,779,091	1,669,454	109,637	6.6	216,889	214,090	2,800	1.3	238,915	239,710	(794)	(0.3)
Total Competitive Mail	11,117,176	9,787,939	1,329,237	13.6	2,613,553	2,339,632	273,921	11.7	4,211,623	3,587,570	624,053	17.4

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2014 (Oct. 1, 2013-Jun. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
Ancillary Services:												
Other Domestic Ancillary Services	1,456	1,268	188	14.8	265	239	26	10.9				
International Ancillary Services	5,481	6,158	(677)	(11.0)	1,108	1,233	(125)	(10.1)				
Total Ancillary Services	6,937	7,425	(489)	(6.6)	1,373	1,472	(99)	(6.7)				
Special Services:												
Premium Forwarding Service	20,273	18,480	1,793	9.7	1,095	997	98	9.9				
Intl. Money Orders & Money Transfer Service	881	995	(113)	(11.4)	122	112	10	8.9				
Other Domestic Special Services 3/	509,366	502,106	7,259	1.4	70,473	67,038	3,435	5.1				
Other International Special Services	-	-	-	-	-	-	-	-				
Total Special Services	530,521	521,581	8,939	1.7	71,690	68,147	3,543	5.2				
Total Competitive Services	537,457	529,007	8,451	1.6	73,063	69,619	3,444	4.9				
Total Competitive Mail and Services	11,654,633	10,316,945	1,337,687	13.0								
Other Competitive Revenue	73,551	92,354	(18,803)	(20.4)								
Total Competitive Revenue	11,728,184	10,409,299	1,318,884	12.7								

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2014 (Oct. 1, 2013-Jun. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	48,531,759	47,294,237	1,237,521	2.6	117,769,193	119,993,008	(2,223,816)	(1.9)	15,617,908	15,441,781	176,127	1.1
Total All Services	2,079,547	2,060,054	19,493	0.9	2,708,068	2,251,573	456,495	20.3				
Total All Mail and Services	50,611,306	49,354,291	1,257,015	2.5								
Total All Other Revenue	631,725	849,106	(217,381)	(25.6)								
Total All Revenue	51,243,031	50,203,397	1,039,633	2.1								

RPW SUMMARY REPORT FOOTNOTES: MARKET DOMINANT PRODUCTS SECTION

1/ Not included elsewhere in this report.

3/ Year to Date Post Office Box volume is equal to the volume for the current time period. Adding Post Office Box volumes for any period is not a reflection of the number of boxes rented.

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.

RPW SUMMARY REPORT FOOTNOTES: COMPETITIVE PRODUCTS SECTION

3/ Year to Date Post Office Box volume is equal to the volume for the current time period. Adding Post Office Box volumes for any period is not a reflection of the number of boxes rented.

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