

**MARKET DOMINANT PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1**  
**FISCAL YEAR 2016 (Oct. 1, 2015-Dec. 31, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015**  
**(Data in Thousands)**

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent
<b>First-Class Mail:</b>												
Single-Piece Letters	2,820,019	2,898,231	(78,212)	(2.7)	5,577,178	5,792,069	(214,891)	(3.7)	174,124	179,906	(5,782)	(3.2)
Single-Piece Cards	78,339	78,129	210	0.3	217,520	223,274	(5,754)	(2.6)	1,387	1,425	(38)	(2.7)
Total Single-Piece Letters and Cards	2,898,358	2,976,360	(78,002)	(2.6)	5,794,698	6,015,343	(220,645)	(3.7)	175,511	181,331	(5,820)	(3.2)
Presort Letters	3,860,190	3,820,175	40,016	1.0	9,635,142	9,768,520	(133,377)	(1.4)	553,215	563,628	(10,413)	(1.8)
Presort Cards	153,194	146,022	7,171	4.9	572,505	563,074	9,431	1.7	4,676	4,598	78	1.7
Total Presort Letters and Cards	4,013,384	3,966,197	47,187	1.2	10,207,648	10,331,594	(123,947)	(1.2)	557,891	568,226	(10,335)	(1.8)
Flats	606,547	639,597	(33,050)	(5.2)	424,142	462,146	(38,004)	(8.2)	86,547	93,662	(7,115)	(7.6)
Parcels	154,302	147,136	7,165	4.9	53,534	55,433	(1,899)	(3.4)	16,709	17,319	(610)	(3.5)
Domestic Negotiated Serv. Agreement Mail	0	0	0	-	0	0	0	-	0	0	0	-
Outbound First-Class Mail International	89,697	88,060	1,637	1.9	61,161	62,018	(857)	(1.4)	3,053	3,151	(98)	(3.1)
Inbound Intl. Letter-Post Single-Piece & NSA Mail	157,957	118,787	39,170	33.0	171,157	126,744	44,413	35.0	56,661	42,871	13,791	32.2
First-Class Mail Fees	37,522	41,428	(3,906)	(9.4)	-	-	-	-	-	-	-	-
First-Class Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total First-Class Mail	7,957,766	7,977,566	(19,800)	(0.2)	16,712,339	17,053,278	(340,939)	(2.0)	896,372	906,559	(10,187)	(1.1)
<b>Standard Mail:</b>												
High Density and Saturation Letters	276,136	249,803	26,333	10.5	1,766,188	1,656,140	110,048	6.6	71,384	66,137	5,248	7.9
High Density and Saturation Flats & Parcels	541,863	571,168	(29,305)	(5.1)	2,926,931	3,153,129	(226,198)	(7.2)	538,041	560,890	(22,849)	(4.1)
Carrier Route	569,542	790,526	(220,984)	(28.0)	2,086,980	3,001,916	(914,936)	(30.5)	465,263	611,506	(146,243)	(23.9)
Letters	2,758,122	2,743,188	14,933	0.5	13,128,118	13,277,640	(149,522)	(1.1)	671,089	671,801	(713)	(0.1)
Flats	699,700	552,463	147,237	26.7	1,872,268	1,377,429	494,839	35.9	470,595	340,753	129,842	38.1
Parcels	14,535	18,365	(3,830)	(20.9)	12,142	17,259	(5,118)	(29.7)	4,470	6,328	(1,857)	(29.4)
Every Door Direct Mail Retail	37,304	38,224	(920)	(2.4)	203,847	218,424	(14,577)	(6.7)	25,856	27,705	(1,849)	(6.7)
Domestic Negotiated Serv. Agreement Mail	21,069	18,801	2,267	12.1	90,720	82,713	8,006	9.7	18,250	15,885	2,366	14.9
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	-	0	0	0	-	0	0	0	-
Standard Mail Fees	13,583	14,705	(1,121)	(7.6)	-	-	-	-	-	-	-	-
Standard Mail Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total Standard Mail	4,931,854	4,997,244	(65,390)	(1.3)	22,087,194	22,784,652	(697,458)	(3.1)	2,264,949	2,301,004	(36,055)	(1.6)
<b>Periodicals Mail:</b>												
In-County	17,057	17,942	(885)	(4.9)	141,575	149,875	(8,300)	(5.5)	42,965	47,333	(4,368)	(9.2)
Outside County	389,674	393,877	(4,203)	(1.1)	1,323,956	1,357,537	(33,581)	(2.5)	519,084	536,088	(17,003)	(3.2)
Periodicals Mail Fees	2,028	1,799	229	12.7	-	-	-	-	-	-	-	-
Total Periodicals Mail	408,760	413,619	(4,859)	(1.2)	1,465,530	1,507,412	(41,882)	(2.8)	562,050	583,421	(21,372)	(3.7)
<b>Package Services Mail:</b>												
Alaska Bypass	8,641	8,497	144	1.7	324	326	(2)	(0.6)	21,814	21,947	(133)	(0.6)
Inbound Intl. Surface Parcel Post (at UPU Rates)	-	-	-	-	-	-	-	-	-	-	-	-
Inbound Intl. Negotiated Service Agreement Mail	0	0	-	-	0	0	-	-	0	0	-	-
Bound Printed Matter Flats	67,774	60,548	7,226	11.9	87,455	76,031	11,424	15.0	139,174	121,925	17,249	14.1
Bound Printed Matter Parcels	79,922	76,883	3,039	4.0	66,810	61,433	5,377	8.8	154,657	151,852	2,805	1.8
Media and Library Mail	70,030	71,879	(1,849)	(2.6)	19,446	19,755	(309)	(1.6)	45,553	47,514	(1,962)	(4.1)
Package Services Mail Fees	746	865	(119)	(13.8)	-	-	-	-	-	-	-	-
Total Package Services Mail	227,112	218,671	8,441	3.9	174,036	157,546	16,490	10.5	361,198	343,238	17,961	5.2



**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1**  
**FISCAL YEAR 2016 (Oct. 1, 2015-Dec. 31, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015**  
**(Data in Thousands)**

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent
Priority Mail Express:												
Total Priority Mail Express	201,599	199,109	2,490	1.3	8,865	8,902	(37)	(0.4)	10,245	10,853	(608)	(5.6)
First-Class Package Service:												
Total First Class Package Service	537,019	453,411	83,608	18.4	216,772	192,823	23,949	12.4	78,091	68,480	9,611	14.0
Standard Post Mail:												
Total Standard Post	140,581	162,478	(21,897)	(13.5)	8,527	11,970	(3,443)	(28.8)	50,131	65,093	(14,961)	(23.0)
Priority Mail:												
Total Priority Mail	2,185,390	2,051,823	133,567	6.5	290,468	271,048	19,420	7.2	684,233	624,311	59,922	9.6
Parcel Select Mail:												
Total Parcel Select Mail	1,253,401	907,549	345,852	38.1	667,907	515,854	152,053	29.5	1,440,088	1,021,300	418,788	41.0
Parcel Return Service Mail:												
Total Parcel Return Service Mail	40,716	37,406	3,310	8.8	15,547	14,698	849	5.8	47,638	46,212	1,427	3.1
International Mail:												
Outbound Priority Mail International	174,702	197,957	(23,255)	(11.7)	3,278	3,944	(666)	(16.9)	22,401	26,564	(4,163)	(15.7)
Outbound International Expedited Services	55,652	69,651	(14,000)	(20.1)	850	1,091	(241)	(22.1)	4,888	7,348	(2,460)	(33.5)
Other Outbound International Mail	235,875	261,212	(25,337)	(9.7)	56,650	64,887	(8,237)	(12.7)	23,124	25,837	(2,713)	(10.5)
Inbound International	65,769	67,135	(1,366)	(2.0)	4,703	4,455	248	5.6	31,807	30,181	1,626	5.4
International Mail Fees	9	11	(2)	(18.0)	-	-	-	-	-	-	-	-
Total International Mail	532,007	595,966	(63,959)	(10.7)	65,481	74,376	(8,895)	(12.0)	82,220	89,930	(7,710)	(8.6)
Total Competitive Mail	4,890,713	4,407,744	482,970	11.0	1,273,567	1,089,671	183,896	16.9	2,392,646	1,926,178	466,468	24.2

**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1**  
**FISCAL YEAR 2016 (Oct. 1, 2015-Dec. 31, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015**  
**(Data in Thousands)**

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent
Ancillary Services:												
Other Domestic Ancillary Services	1,162	897	265	29.5	199	158	40	25.5				
International Ancillary Services	2,586	3,157	(571)	(18.1)	566	510	55	10.8				
Total Ancillary Services	3,748	4,054	(306)	(7.5)	764	669	96	14.3				
Special Services:												
Premium Forwarding Service	10,212	9,783	429	4.4	555	531	24	4.4				
Intl. Money Orders & Money Transfer Service	248	271	(23)	(8.4)	37	42	(5)	(11.1)				
Other Domestic Special Services	203,709	182,767	20,942	11.5	27,480	28,464	(984)	(3.5)				
Other International Special Services	-	-	-	-	-	-	-	-				
Total Special Services	214,169	192,821	21,348	11.1	28,072	29,037	(965)	(3.3)				
Total Competitive Services	217,917	196,874	21,042	10.7	28,837	29,706	(869)	(2.9)				
Total Competitive Mail and Services	5,108,630	4,604,618	504,012	10.9								
Other Competitive Revenue	23,157	21,644	1,513	7.0								
Total Competitive Revenue	5,131,787	4,626,262	505,525	10.9								

**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1**  
**FISCAL YEAR 2016 (Oct. 1, 2015-Dec. 31, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015**  
**(Data in Thousands)**

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	18,416,205	18,014,843	401,362	2.2	41,903,997	42,751,026	(847,029)	(2.0)	6,517,411	6,095,245	422,166	6.9
Total All Services	677,915	673,898	4,017	0.6	1,358,269	1,121,953	236,316	21.1				
Total All Mail and Services	19,094,120	18,688,742	405,379	2.2								
Total All Other Revenue	271,007	78,357	192,650	245.9								
Total All Revenue	19,365,127	18,767,099	598,029	3.2								

RPW SUMMARY REPORT FOOTNOTES: MARKET DOMINANT PRODUCTS SECTION

1/ Not included elsewhere in this report.

4/ This amount represents an increase in deferred liability due to a change in accounting estimate.

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.