

**MARKET DOMINANT PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2016 (Jul. 1, 2016-Sep. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015**  
**(Data in Thousands)**

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent
<b>First-Class Mail:</b>												
Single-Piece Letters	2,041,463	2,303,496	(262,033)	(11.4)	4,168,671	4,517,262	(348,591)	(7.7)	125,393	137,018	(11,625)	(8.5)
Single-Piece Cards	66,105	78,033	(11,928)	(15.3)	189,278	215,918	(26,640)	(12.3)	1,211	1,379	(168)	(12.2)
Total Single-Piece Letters and Cards	2,107,568	2,381,529	(273,961)	(11.5)	4,357,949	4,733,180	(375,231)	(7.9)	126,604	138,397	(11,793)	(8.5)
Presort Letters	3,468,244	3,683,319	(215,075)	(5.8)	9,041,230	9,204,337	(163,108)	(1.8)	502,142	532,533	(30,392)	(5.7)
Presort Cards	139,455	145,378	(5,923)	(4.1)	544,272	542,315	1,958	0.4	4,445	4,428	17	0.4
Total Presort Letters and Cards	3,607,699	3,828,697	(220,998)	(5.8)	9,585,502	9,746,652	(161,150)	(1.7)	506,587	536,962	(30,375)	(5.7)
Flats	490,414	553,128	(62,714)	(11.3)	361,041	383,098	(22,057)	(5.8)	71,959	77,792	(5,834)	(7.5)
Parcels	182,545	134,151	48,394	36.1	65,896	47,134	18,762	39.8	20,208	14,425	5,783	40.1
Domestic Negotiated Serv. Agreement Mail	0	0	0	-	0	0	0	-	0	0	0	-
Outbound First-Class Mail International	50,541	56,754	(6,213)	(10.9)	33,719	35,876	(2,157)	(6.0)	1,871	2,048	(178)	(8.7)
Inbound Intl. Letter-Post Single-Piece & NSA Ma	150,455	104,864	45,591	43.5	153,312	116,595	36,718	31.5	51,024	39,236	11,788	30.0
First-Class Mail Fees	29,443	33,336	(3,892)	(11.7)	-	-	-	-	-	-	-	-
First-Class Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total First-Class Mail	6,618,665	7,092,459	(473,793)	(6.7)	14,557,420	15,062,534	(505,114)	(3.4)	778,252	808,860	(30,608)	(3.8)
<b>Standard Mail:</b>												
High Density and Saturation Letters	269,455	253,340	16,115	6.4	1,787,897	1,634,056	153,841	9.4	58,578	66,902	(8,325)	(12.4)
High Density and Saturation Flats & Parcels	500,410	495,305	5,105	1.0	2,798,589	2,676,098	122,490	4.6	532,480	509,134	23,347	4.6
Carrier Route	419,222	430,265	(11,043)	(2.6)	1,593,351	1,554,914	38,437	2.5	352,488	355,306	(2,818)	(0.8)
Letters	2,481,496	2,477,227	4,269	0.2	12,258,153	11,657,130	601,024	5.2	607,293	584,407	22,886	3.9
Flats	579,198	616,562	(37,364)	(6.1)	1,569,375	1,608,013	(38,638)	(2.4)	407,025	419,196	(12,171)	(2.9)
Parcels	11,254	14,310	(3,056)	(21.4)	9,226	12,332	(3,105)	(25.2)	3,514	4,494	(981)	(21.8)
Every Door Direct Mail Retail	33,333	35,266	(1,933)	(5.5)	189,391	192,710	(3,319)	(1.7)	24,022	24,443	(421)	(1.7)
Domestic Negotiated Serv. Agreement Mail	8,949	11,544	(2,595)	(22.5)	35,012	46,314	(11,301)	(24.4)	7,422	9,462	(2,040)	(21.6)
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	-	0	0	0	-	0	0	0	-
Standard Mail Fees	8,918	10,110	(1,192)	(11.8)	-	-	-	-	-	-	-	-
Standard Mail Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total Standard Mail	4,312,235	4,343,929	(31,694)	(0.7)	20,240,993	19,381,566	859,427	4.4	1,992,822	1,973,345	19,478	1.0
<b>Periodicals Mail:</b>												
In-County	13,919	16,437	(2,518)	(15.3)	126,174	141,267	(15,093)	(10.7)	34,487	39,262	(4,775)	(12.2)
Outside County	338,369	368,104	(29,735)	(8.1)	1,201,513	1,258,445	(56,932)	(4.5)	464,682	486,638	(21,956)	(4.5)
Periodicals Mail Fees	2,343	2,632	(289)	(11.0)	-	-	-	-	-	-	-	-
Total Periodicals Mail	354,631	387,173	(32,542)	(8.4)	1,327,687	1,399,712	(72,025)	(5.1)	499,169	525,900	(26,731)	(5.1)
<b>Package Services Mail:</b>												
Alaska Bypass	8,562	8,873	(311)	(3.5)	334	331	2	0.7	22,509	22,372	137	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	49,494	52,201	(2,707)	(5.2)	64,605	63,840	765	1.2	103,939	96,146	7,793	8.1
Bound Printed Matter Parcels	78,484	78,212	273	0.3	70,428	62,539	7,889	12.6	161,526	147,198	14,328	9.7
Media and Library Mail	67,537	71,187	(3,649)	(5.1)	19,118	19,463	(345)	(1.8)	48,376	48,470	(94)	(0.2)
Package Services Mail Fees	490	518	(29)	(5.5)	-	-	-	-	-	-	-	-
Total Package Services Mail	204,567	210,991	(6,424)	(3.0)	154,485	146,174	8,312	5.7	336,349	314,185	22,163	7.1



**COMPETITIVE PRODUCTS**  
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**FISCAL YEAR 2016 (Jul. 1, 2016-Sep. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015**  
**(Data in Thousands)**

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2015 Percent
Priority Mail Express:												
Total Priority Mail Express Mail	200,008	189,623	10,385	5.5	7,971	8,624	(652)	(7.6)	8,304	9,045	(741)	(8.2)
First-Class Package Service:												
Total First Class Package Service	531,168	441,797	89,371	20.2	191,089	180,171	10,918	6.1	78,434	63,346	15,088	23.8
Retail Ground / Standard Post Mail:												
Total Retail Ground / Standard Post	89,839	95,351	(5,512)	(5.8)	4,926	5,454	(528)	(9.7)	32,599	36,150	(3,551)	(9.8)
Priority Mail:												
Total Priority Mail	1,823,467	1,712,967	110,501	6.5	229,882	231,329	(1,447)	(0.6)	543,219	526,485	16,734	3.2
Parcel Select Mail:												
Total Parcel Select Mail	1,176,064	858,915	317,150	36.9	589,414	475,017	114,397	24.1	1,272,958	932,387	340,571	36.5
Parcel Return Service Mail:												
Total Parcel Return Service Mail	40,913	37,795	3,118	8.2	15,431	14,661	770	5.3	45,310	41,057	4,252	10.4
International Mail:												
Outbound Priority Mail International	109,309	132,046	(22,737)	(17.2)	1,897	2,539	(643)	(25.3)	12,738	17,246	(4,507)	(26.1)
Outbound International Expedited Services	39,995	52,523	(12,528)	(23.9)	584	816	(232)	(28.4)	3,548	4,614	(1,066)	(23.1)
Other Outbound International Mail	197,622	190,173	7,450	3.9	45,932	51,428	(5,496)	(10.7)	19,767	18,782	985	5.2
Inbound International	55,159	57,894	(2,735)	(4.7)	3,897	3,568	329	9.2	25,061	25,064	(3)	(0.0)
International Mail Fees	11	15	(4)	(26.0)	-	-	-	-	-	-	-	-
Total International Mail	402,097	432,651	(30,554)	(7.1)	52,310	58,352	(6,042)	(10.4)	61,114	65,705	(4,591)	(7.0)
Total Competitive Mail	4,263,557	3,769,099	494,458	13.1	1,091,023	973,608	117,416	12.1	2,041,937	1,674,177	367,761	22.0



**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2016 (Jul. 1, 2016-Sep. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015**  
**(Data in Thousands)**

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2015 Percent
Total Market Dominant and Competitive												
Total All Mail	15,753,655	15,803,651	(49,996)	(0.3)	37,456,403	37,038,378	418,025	1.1	5,678,217	5,330,264	347,953	6.5
Total All Services	657,898	672,887	(14,990)	(2.2)	1,223,297	1,062,703	160,594	15.1				
Total All Mail and Services	16,411,553	16,476,539	(64,985)	(0.4)								
Total All Other Revenue	251,742	170,897	80,845	47.3								
Total Deferred Revenue Change in Estimate	0	0	-	-								
Total All Revenue	16,663,296	16,647,436	15,860	0.1								

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.

RPW SUMMARY REPORT FOOTNOTES: COMPETITIVE PRODUCTS SECTION

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- 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 4 YTD**  
**FISCAL YEAR 2016 (Oct. 1, 2015-Sep. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015**  
**(Data in Thousands)**

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent
<b>First-Class Mail:</b>												
Single-Piece Letters	9,458,402	10,028,095	(569,693)	(5.7)	18,910,477	19,886,572	(976,095)	(4.9)	577,042	607,462	(30,419)	(5.0)
Single-Piece Cards	282,150	302,066	(19,916)	(6.6)	795,244	854,796	(59,552)	(7.0)	5,078	5,457	(379)	(7.0)
Total Single-Piece Letters and Cards	9,740,552	10,330,161	(589,609)	(5.7)	19,705,721	20,741,368	(1,035,647)	(5.0)	582,120	612,919	(30,799)	(5.0)
Presort Letters	14,839,781	14,981,115	(141,335)	(0.9)	37,745,771	38,004,707	(258,936)	(0.7)	2,141,254	2,193,024	(51,770)	(2.4)
Presort Cards	576,737	569,486	7,251	1.3	2,197,374	2,169,537	27,837	1.3	17,947	17,715	232	1.3
Total Presort Letters and Cards	15,416,517	15,550,601	(134,084)	(0.9)	39,943,145	40,174,244	(231,099)	(0.6)	2,159,201	2,210,739	(51,538)	(2.3)
Flats	2,201,933	2,382,494	(180,561)	(7.6)	1,570,219	1,683,178	(112,959)	(6.7)	315,936	342,925	(26,990)	(7.9)
Parcels	711,051	548,215	162,836	29.7	253,945	201,391	52,554	26.1	76,531	62,129	14,401	23.2
Domestic Negotiated Serv. Agreement Mail	0	0	-	-	0	0	-	-	0	0	-	-
Outbound First-Class Mail International	261,571	271,101	(9,530)	(3.5)	171,873	180,777	(8,904)	(4.9)	9,297	9,927	(631)	(6.4)
Inbound Intl. Letter-Post Single-Piece & NSA Ma	590,606	426,462	164,144	38.5	605,259	473,600	131,659	27.8	204,861	154,926	49,935	32.2
First-Class Mail Fees	136,880	148,050	(11,170)	(7.5)	-	-	-	-	-	-	-	-
First-Class Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total First-Class Mail	29,059,110	29,657,084	(597,974)	(2.0)	62,250,162	63,454,557	(1,204,395)	(1.9)	3,347,945	3,393,566	(45,621)	(1.3)
<b>Standard Mail:</b>												
High Density and Saturation Letters	1,075,265	991,352	83,914	8.5	6,991,880	6,478,281	513,599	7.9	256,572	263,618	(7,045)	(2.7)
High Density and Saturation Flats & Parcels	2,003,948	2,036,762	(32,814)	(1.6)	11,047,259	11,232,313	(185,054)	(1.6)	2,047,152	2,024,627	22,525	1.1
Carrier Route	1,792,839	2,237,300	(444,461)	(19.9)	6,642,331	8,291,048	(1,648,717)	(19.9)	1,462,877	1,794,312	(331,435)	(18.5)
Letters	10,134,361	10,022,982	111,379	1.1	48,858,797	47,720,675	1,138,122	2.4	2,451,814	2,397,007	54,807	2.3
Flats	2,367,719	2,106,149	261,570	12.4	6,306,794	5,248,505	1,058,289	20.2	1,592,546	1,344,776	247,770	18.4
Parcels	53,126	65,093	(11,967)	(18.4)	44,767	60,420	(15,653)	(25.9)	17,163	22,646	(5,483)	(24.2)
Every Door Direct Mail Retail	145,650	148,385	(2,735)	(1.8)	810,238	832,566	(22,328)	(2.7)	102,770	105,602	(2,832)	(2.7)
Domestic Negotiated Serv. Agreement Mail	54,136	53,217	919	1.7	227,868	226,464	1,404	0.6	46,828	44,709	2,119	4.7
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	-	-	0	0	-	-	0	0	-	-
Standard Mail Fees	48,023	50,094	(2,071)	(4.1)	-	-	-	-	-	-	-	-
Standard Mail Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total Standard Mail	17,675,066	17,711,333	(36,267)	(0.2)	80,929,933	80,090,273	839,661	1.0	7,977,723	7,997,298	(19,575)	(0.2)
<b>Periodicals Mail:</b>												
In-County	60,977	66,015	(5,038)	(7.6)	534,172	570,817	(36,645)	(6.4)	149,903	163,941	(14,038)	(8.6)
Outside County	1,437,838	1,515,438	(77,600)	(5.1)	5,052,010	5,267,358	(215,347)	(4.1)	1,907,762	2,003,821	(96,059)	(4.8)
Periodicals Mail Fees	7,898	7,856	42	0.5	-	-	-	-	-	-	-	-
Total Periodicals Mail	1,506,713	1,589,309	(82,596)	(5.2)	5,586,182	5,838,175	(251,993)	(4.3)	2,057,665	2,167,762	(110,097)	(5.1)
<b>Package Services Mail:</b>												
Alaska Bypass	33,523	33,762	(239)	(0.7)	1,282	1,282	(0)	(0.0)	86,407	86,474	(67)	(0.1)
Inbound Intl. Surface Parcel Post (at UPU Rates)	-	-	-	-	-	-	-	-	-	-	-	-
Inbound Intl. Negotiated Service Agreement Mail	0	0	-	-	0	0	-	-	0	0	-	-
Bound Printed Matter Flats	208,585	212,363	(3,778)	(1.8)	264,935	260,492	4,443	1.7	424,949	411,428	13,521	3.3
Bound Printed Matter Parcels	288,674	283,473	5,200	1.8	249,957	227,911	22,045	9.7	571,731	553,967	17,763	3.2
Media and Library Mail	266,382	277,929	(11,547)	(4.2)	74,999	75,853	(855)	(1.1)	179,996	187,174	(7,178)	(3.8)
Package Services Mail Fees	2,224	2,769	(545)	(19.7)	-	-	-	-	-	-	-	-
Total Package Services Mail	799,387	810,296	(10,909)	(1.3)	591,173	565,539	25,634	4.5	1,263,083	1,239,043	24,040	1.9



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	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2015 Percent
Priority Mail Express:												
Total Priority Mail Express Mail	809,413	779,067	30,346	3.9	33,043	35,705	(2,662)	(7.5)	35,275	38,421	(3,146)	(8.2)
First-Class Package Service:												
Total First Class Package Service	2,075,729	1,743,401	332,328	19.1	776,203	732,353	43,850	6.0	300,217	257,754	42,462	16.5
Retail Ground / Standard Post Mail:												
Total Retail Ground / Standard Post	414,955	475,151	(60,195)	(12.7)	24,093	32,558	(8,465)	(26.0)	144,712	187,709	(42,996)	(22.9)
Priority Mail:												
Total Priority Mail	7,784,881	7,188,815	596,066	8.3	1,004,246	974,390	29,856	3.1	2,321,006	2,181,898	139,108	6.4
Parcel Select Mail:												
Total Parcel Select Mail	4,608,093	3,298,540	1,309,553	39.7	2,369,358	1,876,634	492,724	26.3	4,997,114	3,578,361	1,418,753	39.6
Parcel Return Service Mail:												
Total Parcel Return Service Mail	168,532	152,301	16,231	10.7	64,037	59,610	4,427	7.4	187,651	170,763	16,889	9.9
International Mail:												
Outbound Priority Mail International	541,504	617,354	(75,850)	(12.3)	9,724	12,331	(2,606)	(21.1)	65,183	82,090	(16,907)	(20.6)
Outbound International Expedited Services	177,693	234,677	(56,984)	(24.3)	2,634	3,680	(1,046)	(28.4)	15,095	21,954	(6,859)	(31.2)
Other Outbound International Mail	842,564	863,799	(21,235)	(2.5)	200,088	227,383	(27,295)	(12.0)	81,894	86,290	(4,396)	(5.1)
Inbound International	230,564	234,295	(3,730)	(1.6)	16,099	15,331	769	5.0	107,553	103,445	4,108	4.0
International Mail Fees	81	154	(72)	(47.2)	-	-	-	-	-	-	-	-
Total International Mail	1,792,407	1,950,278	(157,872)	(8.1)	228,545	258,724	(30,179)	(11.7)	269,725	293,779	(24,054)	(8.2)
Total Competitive Mail	17,654,009	15,587,552	2,066,457	13.3	4,499,527	3,969,975	529,552	13.3	8,255,700	6,708,684	1,547,015	23.1





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	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		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	66,694,286	65,355,574	1,338,711	2.0	154,323,327	154,321,277	2,051	0.0	23,037,982	21,638,923	1,399,059	6.5
Total All Services	2,670,277	2,725,913	(55,635)	(2.0)	4,939,154	4,180,364	758,790	18.2				
Total All Mail and Services	69,364,563	68,081,487	1,283,076	1.9								
Total All Other Revenue 7/	1,217,362	869,694	347,668	40.0								
Total Deferred Revenue Change in Estimate 8/	948,500	0	-	-								
Total All Revenue	71,530,425	68,951,181	2,579,244	3.7								

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.

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 includes the revenue recognized for the current year due to a change in accounting estimation for Forever Stamps. See form 10-Q filed August 9, 2016.

8/ This amount represents the reduction in Forever Stamp deferred liability for prior years due to a change in accounting estimate. See form 10-Q filed August 9, 2016.

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.

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