

**MARKET DOMINANT PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Dec. 31, 2013) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		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
<b>First-Class Mail:</b>												
Single-Piece Letters	2,764,081	2,927,811	(163,730)	(5.6)	5,811,551	6,294,814	(483,262)	(7.7)	182,955	198,007	(15,051)	(7.6)
Single-Piece Cards	83,031	90,135	(7,104)	(7.9)	245,932	275,561	(29,630)	(10.8)	1,572	1,759	(187)	(10.6)
<b>Total Single-Piece Letters and Cards</b>	<b>2,847,112</b>	<b>3,017,946</b>	<b>(170,833)</b>	<b>(5.7)</b>	<b>6,057,483</b>	<b>6,570,375</b>	<b>(512,892)</b>	<b>(7.8)</b>	<b>184,527</b>	<b>199,766</b>	<b>(15,239)</b>	<b>(7.6)</b>
Presort Letters	3,616,379	3,609,703	6,676	0.2	9,713,239	9,921,623	(208,384)	(2.1)	539,595	526,220	13,375	2.5
Presort Cards	140,529	154,806	(14,277)	(9.2)	577,702	644,412	(66,711)	(10.4)	4,716	5,260	(544)	(10.3)
<b>Total Presort Letters and Cards</b>	<b>3,756,907</b>	<b>3,764,509</b>	<b>(7,602)</b>	<b>(0.2)</b>	<b>10,290,941</b>	<b>10,566,035</b>	<b>(275,094)</b>	<b>(2.6)</b>	<b>544,312</b>	<b>531,481</b>	<b>12,831</b>	<b>2.4</b>
Flats	638,952	663,510	(24,558)	(3.7)	475,315	510,574	(35,259)	(6.9)	97,688	104,277	(6,589)	(6.3)
Parcels	156,083	155,535	549	0.4	65,233	67,799	(2,566)	(3.8)	20,245	21,526	(1,281)	(6.0)
Domestic Negotiated Serv. Agreement Mail	19,650	20,874	(1,224)	(5.9)	52,786	57,229	(4,443)	(7.8)	3,210	3,535	(325)	(9.2)
Outbound First-Class Mail International 5/	92,401	220,858	(128,457)	(58.2)	70,050	86,696	(16,645)	(19.2)	3,420	16,856	(13,436)	(79.7)
Inbound Intl. Letter-Post Single-Piece & NSA Ma	91,477	75,419	16,058	21.3	121,591	110,662	10,929	9.9	32,644	27,794	4,850	17.5
First-Class Mail Fees	42,944	34,939	8,005	22.9	-	-	-	-	-	-	-	-
First-Class Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total First-Class Mail</b>	<b>7,645,526</b>	<b>7,953,589</b>	<b>(308,063)</b>	<b>(3.9)</b>	<b>17,133,400</b>	<b>17,969,370</b>	<b>(835,970)</b>	<b>(4.7)</b>	<b>886,047</b>	<b>905,234</b>	<b>(19,187)</b>	<b>(2.1)</b>
<b>Standard Mail:</b>												
High Density and Saturation Letters	220,888	204,696	16,192	7.9	1,558,313	1,469,439	88,874	6.0	64,316	58,642	5,673	9.7
High Density and Saturation Flats & Parcels	533,377	533,171	206	0.0	3,066,520	3,164,575	(98,055)	(3.1)	581,656	575,583	6,074	1.1
Carrier Route	707,473	791,325	(83,852)	(10.6)	2,792,156	3,314,000	(521,844)	(15.7)	625,322	647,993	(22,671)	(3.5)
Letters	2,501,043	2,398,717	102,326	4.3	12,628,639	12,549,115	79,523	0.6	664,963	621,084	43,878	7.1
Flats	557,780	603,758	(45,978)	(7.6)	1,460,574	1,637,124	(176,550)	(10.8)	368,873	399,565	(30,692)	(7.7)
Parcels	18,121	20,572	(2,451)	(11.9)	18,038	20,770	(2,732)	(13.2)	5,900	6,542	(642)	(9.8)
Every Door Direct Mail Retail	35,749	31,608	4,140	13.1	223,430	222,594	836	0.4	28,340	28,234	106	0.4
Domestic Negotiated Serv. Agreement Mail	56,685	55,046	1,639	3.0	263,760	264,887	(1,127)	(0.4)	11,384	11,342	42	0.4
Inbound Intl. Negotiated Serv. Agreement Mail	40	4	36	903.7	51	6	45	808.5	27	2	25	1,011.9
Standard Mail Fees	14,799	15,484	(686)	(4.4)	-	-	-	-	-	-	-	-
Standard Mail Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total Standard Mail</b>	<b>4,645,954</b>	<b>4,654,382</b>	<b>(8,428)</b>	<b>(0.2)</b>	<b>22,011,481</b>	<b>22,642,510</b>	<b>(631,028)</b>	<b>(2.8)</b>	<b>2,350,780</b>	<b>2,348,987</b>	<b>1,792</b>	<b>0.1</b>
<b>Periodicals Mail:</b>												
In-County	17,230	17,156	73	0.4	151,165	155,231	(4,065)	(2.6)	48,214	49,275	(1,061)	(2.2)
Outside County	390,836	407,062	(16,227)	(4.0)	1,413,151	1,485,318	(72,167)	(4.9)	554,192	583,753	(29,561)	(5.1)
Periodicals Mail Fees	1,074	2,177	(1,103)	(50.7)	-	-	-	-	-	-	-	-
<b>Total Periodicals Mail</b>	<b>409,139</b>	<b>426,396</b>	<b>(17,256)</b>	<b>(4.0)</b>	<b>1,564,316</b>	<b>1,640,548</b>	<b>(76,232)</b>	<b>(4.6)</b>	<b>602,407</b>	<b>633,028</b>	<b>(30,622)</b>	<b>(4.8)</b>
<b>Package Services Mail:</b>												
Parcel Post / Alaska Bypass 4/	7,832	249,337	(241,505)	(96.9)	320	22,649	(22,328)	(98.6)	21,584	153,705	(132,121)	(86.0)
Inbound Intl. Surface Parcel Post (at UPU Rates)	5,751	5,787	(36)	(0.6)	282	320	(39)	(12.0)	4,359	4,779	(420)	(8.8)
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	55,031	50,333	4,698	9.3	72,360	65,564	6,796	10.4	113,394	99,950	13,444	13.5
Bound Printed Matter Parcels	68,896	71,253	(2,358)	(3.3)	56,171	57,486	(1,314)	(2.3)	142,101	153,716	(11,615)	(7.6)
Media and Library Mail	79,480	77,580	1,900	2.4	23,438	23,964	(526)	(2.2)	55,803	56,505	(702)	(1.2)
Package Services Mail Fees	682	791	(108)	(13.7)	-	-	-	-	-	-	-	-
<b>Total Package Services Mail</b>	<b>217,673</b>	<b>455,084</b>	<b>(237,410)</b>	<b>(52.2)</b>	<b>152,572</b>	<b>169,984</b>	<b>(17,412)</b>	<b>(10.2)</b>	<b>337,241</b>	<b>468,657</b>	<b>(131,416)</b>	<b>(28.0)</b>



**COMPETITIVE PRODUCTS**  
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	Quarter 1		Change		Quarter 1		Change		Quarter 1		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	196,021	207,518	(11,497)	(5.5)	9,130	10,035	(904)	(9.0)	9,865	11,705	(1,840)	(15.7)
First-Class Package Service:												
Total First Class Package Service	373,171	292,812	80,359	27.4	167,958	136,931	31,027	22.7	57,847	46,461	11,386	24.5
Standard Post Mail:												
Total Standard Post 4/	173,567	0	173,567	-	12,832	0	12,832	-	79,841	0	79,841	-
Priority Mail:												
Total Priority Mail	1,992,054	1,727,518	264,536	15.3	258,212	234,049	24,163	10.3	566,410	506,410	60,000	11.8
Parcel Select Mail:												
Total Parcel Select Mail	706,090	522,079	184,011	35.2	415,609	359,555	56,054	15.6	807,717	633,399	174,318	27.5
Parcel Return Service Mail:												
Total Parcel Return Service Mail	33,917	28,831	5,086	17.6	13,476	11,829	1,647	13.9	43,827	37,324	6,503	17.4
International Mail:												
Outbound Priority Mail International	250,995	262,981	(11,986)	(4.6)	4,944	6,412	(1,468)	(22.9)	32,128	36,780	(4,652)	(12.6)
Outbound International Expedited Services	78,987	95,147	(16,160)	(17.0)	1,360	1,749	(389)	(22.2)	6,990	8,576	(1,586)	(18.5)
Other Outbound International Mail 5/	277,809	101,210	176,599	174.5	68,723	58,884	9,839	16.7	27,613	15,738	11,875	75.5
Inbound International	62,416	59,400	3,016	5.1	4,437	4,605	(168)	(3.6)	25,350	25,270	80	0.3
International Mail Fees	16	26	(10)	(38.7)	-	-	-	-	-	-	-	-
Total International Mail	670,223	518,763	151,459	29.2	79,464	71,650	7,814	10.9	92,080	86,363	5,717	6.6
Total Competitive Mail	4,145,043	3,297,521	847,521	25.7	956,682	824,049	132,633	16.1	1,657,587	1,321,661	335,925	25.4



**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS**  
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	Quarter 1		Change		Quarter 1		Change		Quarter 1		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	17,063,336	16,786,972	276,364	1.6	42,036,529	43,479,195	(1,442,666)	(3.3)	5,875,585	5,724,563	151,022	2.6
Total All Services	699,478	667,967	31,511	4.7	985,929	725,687	260,242	35.9				
Total All Mail and Services	17,762,814	17,454,939	307,875	1.8								
Total All Other Revenue	237,263	210,526	26,737	12.7								
Total All Revenue	18,000,077	17,665,465	334,612	1.9								

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.

- 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.

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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.

**TABLE 2-A**  
**LETTER MAIL**  
**MARKET DOMINANT PRODUCTS**  
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	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	FY 2013 Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	FY 2013 Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	FY 2013 Percent
<b>First-Class Mail:</b>												
Single-Piece Letters	2,764,081	2,927,811	(163,730)	(5.6)	5,811,551	6,294,814	(483,262)	(7.7)	182,955	198,007	(15,051)	(7.6)
Single-Piece Cards	83,031	90,135	(7,104)	(7.9)	245,932	275,561	(29,630)	(10.8)	1,572	1,759	(187)	(10.6)
Total Single-Piece Letters and Cards	2,847,112	3,017,946	(170,833)	(5.7)	6,057,483	6,570,375	(512,892)	(7.8)	184,527	199,766	(15,239)	(7.6)
Presort Letters	3,616,379	3,609,703	6,676	0.2	9,713,239	9,921,623	(208,384)	(2.1)	539,595	526,220	13,375	2.5
Presort Cards	140,529	154,806	(14,277)	(9.2)	577,702	644,412	(66,711)	(10.4)	4,716	5,260	(544)	(10.3)
Total Presort Letters and Cards	3,756,907	3,764,509	(7,602)	(0.2)	10,290,941	10,566,035	(275,094)	(2.6)	544,312	531,481	12,831	2.4
Flats	6,890	4,845	2,045	42.2	6,045	3,741	2,304	61.6	2,024	1,213	811	66.9
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	19,650	20,874	(1,224)	(5.9)	52,786	57,229	(4,443)	(7.8)	3,210	3,535	(325)	(9.2)
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M.	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	13,122	(13,122)	(100.0)	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	6,630,559	6,821,296	(190,736)	(2.8)	16,407,256	17,197,381	(790,125)	(4.6)	734,073	735,994	(1,921)	(0.3)
<b>Standard Mail:</b>												
High Density and Saturation Letters	220,888	204,696	16,192	7.9	1,558,313	1,469,439	88,874	6.0	64,316	58,642	5,673	9.7
High Density and Saturation Flats & Parcels	17,482	19,473	(1,991)	(10.2)	120,182	138,027	(17,845)	(12.9)	5,047	6,114	(1,067)	(17.5)
Carrier Route	5,664	6,549	(885)	(13.5)	24,203	31,986	(7,783)	(24.3)	968	1,149	(181)	(15.7)
Letters	2,501,043	2,398,686	102,356	4.3	12,628,639	12,549,115	79,523	0.6	664,963	621,084	43,878	7.1
Flats	502	713	(211)	(29.6)	995	1,649	(655)	(39.7)	248	417	(169)	(40.6)
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	56,685	55,046	1,639	3.0	263,760	264,887	(1,127)	(0.4)	11,384	11,342	42	0.4
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	2,802,263	2,685,163	117,100	4.4	14,596,091	14,455,105	140,987	1.0	746,924	698,748	48,176	6.9
<b>Periodicals Mail:</b>												
In-County	315	334	(19)	(5.8)	4,049	4,020	29	0.7	200	215	(15)	(6.8)
Outside County	2,027	2,352	(324)	(13.8)	9,126	10,358	(1,232)	(11.9)	704	874	(170)	(19.4)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	2,342	2,685	(344)	(12.8)	13,175	14,378	(1,203)	(8.4)	905	1,089	(184)	(16.9)
<b>Package Services Mail:</b>												
Parcel Post / Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Surface Parcel Post (at UPU Rate:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0



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	Quarter 1		Change		Quarter 1		Change		Quarter 1		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
Priority Mail Express:												
Total Priority Mail Express												
First-Class Package Service:												
Total First Class Package Service	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Post Mail:												
Total Standard Post	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Priority Mail:												
Total Priority Mail	3,761	4,592	(831)	(18.1)	756	1,022	(265)	(26.0)	54	73	(19)	(26.1)
Parcel Select Mail:												
Total Parcel Select Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Parcel Return Service Mail:												
Total Parcel Return Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
International Mail:												
Outbound Priority Mail International												
Outbound International Expedited Services												
Other Outbound International Mail												
Inbound International												
International Mail Fees												
Total International Mail												
Total Competitive Mail	3,761	4,592	(831)	(18.1)	756	1,022	(265)	(26.0)	54	73	(19)	(26.1)



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	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent
Ancillary Services:												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Premium Forwarding Service												
Intl. Money Orders & Money Transfer Service												
Other Domestic Special Services												
Other International Special Services												
Total Special Services												
Total Competitive Services												
Total Competitive Mail and Services	3,761	4,592	(831)	(18.1)	756	1,022	(265)	(26.0)	54	73	(19)	(26.1)
Other Competitive Revenue												
Total Competitive Revenue	3,761	4,592	(831)	(18.1)	756	1,022	(265)	(26.0)	54	73	(19)	(26.1)



**TABLE 2-B  
FLAT MAIL  
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	Quarter 1		Change		Quarter 1		Change		Quarter 1		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
<b>First-Class Mail:</b>												
Single-Piece Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Single-Piece Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Single-Piece Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Letters	0	0	(0)	(100.0)	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	(0)	(100.0)	0	0	0	0.0	0	0	0	0.0
Flats	632,063	658,666	(26,603)	(4.0)	469,270	506,833	(37,563)	(7.4)	95,664	103,064	(7,400)	(7.2)
Parcels	19,416	22,034	(2,617)	(11.9)	10,230	11,886	(1,656)	(13.9)	2,631	3,133	(502)	(16.0)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M.	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	1,143	(1,143)	(100.0)	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	651,479	681,842	(30,363)	(4.5)	479,500	518,719	(39,220)	(7.6)	98,295	106,197	(7,902)	(7.4)
<b>Standard Mail:</b>												
High Density and Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density and Saturation Flats & Parcels	515,890	513,621	2,269	0.4	2,946,325	3,026,393	(80,068)	(2.6)	576,609	569,399	7,210	1.3
Carrier Route Letters	701,686	784,754	(83,068)	(10.6)	2,767,622	3,281,978	(514,356)	(15.7)	624,281	646,837	(22,556)	(3.5)
Flats	556,806	602,603	(45,797)	(7.6)	1,458,546	1,634,486	(175,940)	(10.8)	368,578	399,115	(30,537)	(7.7)
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Every Door Direct Mail Retail	35,749	31,608	4,140	13.1	223,430	222,594	836	0.4	28,340	28,234	106	0.4
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	1,810,130	1,932,616	(122,486)	(6.3)	7,395,922	8,165,451	(769,529)	(9.4)	1,597,808	1,643,586	(45,777)	(2.8)
<b>Periodicals Mail:</b>												
In-County	16,866	16,795	71	0.4	146,896	151,026	(4,130)	(2.7)	47,825	48,971	(1,147)	(2.3)
Outside County	387,809	403,547	(15,737)	(3.9)	1,402,971	1,473,585	(70,614)	(4.8)	551,203	580,223	(29,020)	(5.0)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	404,675	420,341	(15,666)	(3.7)	1,549,867	1,624,611	(74,744)	(4.6)	599,028	629,195	(30,167)	(4.8)
<b>Package Services Mail:</b>												
Parcel Post / Alaska Bypass	0	938	(938)	(100.0)	0	176	(176)	(100.0)	0	209	(209)	(100.0)
Inbound Intl. Surface Parcel Post (at UPU Rate:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	55,031	50,333	4,698	9.3	72,360	65,564	6,796	10.4	113,394	99,950	13,444	13.5
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	4,851	5,980	(1,129)	(18.9)	1,748	2,305	(557)	(24.2)	1,800	2,037	(238)	(11.7)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	59,882	57,251	2,631	4.6	74,108	68,045	6,063	8.9	115,194	102,196	12,998	12.7



**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Dec. 31, 2013) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		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
Priority Mail Express:												
Total Priority Mail Express												
First-Class Package Service:												
Total First Class Package Service	13,170	11,700	1,471	12.6	6,692	6,122	570	9.3	1,328	1,334	(6)	(0.4)
Standard Post Mail:												
Total Standard Post	1,091	0	1,091	0.0	204	0	204	0.0	214	0	214	0.0
Priority Mail:												
Total Priority Mail	196,418	206,269	(9,851)	(4.8)	35,774	39,814	(4,039)	(10.1)	25,458	29,502	(4,044)	(13.7)
Parcel Select Mail:												
Total Parcel Select Mail	96	12	84	722.4	77	5	73	1499.1	37	2	35	1,425.6
Parcel Return Service Mail:												
Total Parcel Return Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
International Mail:												
Outbound Priority Mail International												
Outbound International Expedited Services												
Other Outbound International Mail												
Inbound International												
International Mail Fees												
Total International Mail												
Total Competitive Mail	210,775	217,980	(7,205)	(3.3)	42,748	45,941	(3,192)	(6.9)	27,037	30,838	(3,801)	(12.3)

**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Dec. 31, 2013) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent
Ancillary Services:												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Premium Forwarding Service												
Intl. Money Orders & Money Transfer Service												
Other Domestic Special Services												
Other International Special Services												
Total Special Services												
Total Competitive Services												
Total Competitive Mail and Services	210,775	217,980	(7,205)	(3.3)	42,748	45,941	(3,192)	(6.9)	27,037	30,838	(3,801)	(12.3)
Other Competitive Revenue												
Total Competitive Revenue	210,775	217,980	(7,205)	(3.3)	42,748	45,941	(3,192)	(6.9)	27,037	30,838	(3,801)	(12.3)



**TABLE 2-C  
PARCEL MAIL  
MARKET DOMINANT PRODUCTS  
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1  
FISCAL YEAR 2014 (Oct. 1, 2013-Dec. 31, 2013) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013  
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	FY 2013 Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	FY 2013 Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	FY 2013 Percent
<b>First-Class Mail:</b>												
Single-Piece Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Single-Piece Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Single-Piece Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Parcels	136,667	133,501	3,166	2.4	55,003	55,913	(910)	(1.6)	17,614	18,393	(779)	(4.2)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M.	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	294	(294)	(100.0)	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	136,667	133,795	2,872	2.1	55,003	55,913	(910)	(1.6)	17,614	18,393	(779)	(4.2)
<b>Standard Mail:</b>												
High Density and Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density and Saturation Flats & Parcels	5	78	(72)	(93.1)	14	155	(141)	(90.8)	1	69	(69)	(99.0)
Carrier Route	123	23	100	440.2	331	35	296	836.8	73	7	66	915.8
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	473	442	31	6.9	1,034	988	45	4.6	47	32	14	43.8
Parcels	18,121	20,572	(2,451)	(11.9)	18,038	20,770	(2,732)	(13.2)	5,900	6,542	(642)	(9.8)
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	18,722	21,115	(2,393)	(11.3)	19,417	21,949	(2,531)	(11.5)	6,020	6,651	(631)	(9.5)
<b>Periodicals Mail:</b>												
In-County	49	28	22	78.4	220	185	35	19.1	189	89	101	113.1
Outside County	999	1,164	(165)	(14.2)	1,054	1,374	(320)	(23.3)	2,285	2,655	(371)	(14.0)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	1,048	1,192	(144)	(12.0)	1,274	1,559	(285)	(18.3)	2,474	2,744	(270)	(9.8)
<b>Package Services Mail:</b>												
Parcel Post / Alaska Bypass	7,820	248,391	(240,571)	(96.9)	320	22,473	(22,152)	(98.6)	21,584	153,496	(131,912)	(85.9)
Inbound Intl. Surface Parcel Post (at UPU Rate:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	68,892	71,253	(2,362)	(3.3)	56,171	57,486	(1,314)	(2.3)	142,101	153,716	(11,615)	(7.6)
Media and Library Mail	74,594	71,579	3,015	4.2	21,690	21,659	31	0.1	54,003	54,468	(465)	(0.9)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	151,306	391,223	(239,917)	(61.3)	78,182	101,618	(23,436)	(23.1)	217,688	361,680	(143,992)	(39.8)





**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Dec. 31, 2013) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		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
Priority Mail Express:												
Total Priority Mail Express												
First-Class Package Service:												
Total First Class Package Service	360,000	281,112	78,888	28.1	161,266	130,809	30,457	23.3	56,519	45,127	11,392	25.2
Standard Post Mail:												
Total Standard Post	172,474	0	172,474	0.0	12,627	0	12,627	0.0	79,627	0	79,627	0.0
Priority Mail:												
Total Priority Mail	1,791,756	1,516,428	275,328	18.2	221,681	193,214	28,467	14.7	540,898	476,835	64,063	13.4
Parcel Select Mail:												
Total Parcel Select Mail	705,994	522,067	183,927	35.2	415,532	359,550	55,981	15.6	807,680	633,396	174,283	27.5
Parcel Return Service Mail:												
Total Parcel Return Service Mail	33,917	28,831	5,086	17.6	13,476	11,829	1,647	13.9	43,827	37,324	6,503	17.4
International Mail:												
Outbound Priority Mail International												
Outbound International Expedited Services												
Other Outbound International Mail												
Inbound International												
International Mail Fees												
Total International Mail												
Total Competitive Mail	3,064,141	2,348,438	715,703	30.5	824,582	695,402	129,180	18.6	1,528,551	1,192,683	335,869	28.2

**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Dec. 31, 2013) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent
Ancillary Services:												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Premium Forwarding Service												
Intl. Money Orders & Money Transfer Service												
Other Domestic Special Services												
Other International Special Services												
Total Special Services												
Total Competitive Services												
Total Competitive Mail and Services	3,064,141	2,348,438	715,703	30.5	824,582	695,402	129,180	18.6	1,528,551	1,192,683	335,869	28.2
Other Competitive Revenue												
Total Competitive Revenue	3,064,141	2,348,438	715,703	30.5	824,582	695,402	129,180	18.6	1,528,551	1,192,683	335,869	28.2



**TABLE 3-A**  
**STAMPED MAIL**  
**MARKET DOMINANT PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Dec. 31, 2013) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		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
<b>First-Class Mail:</b>												
Single-Piece Letters	1,559,414	1,720,700	(161,286)	(9.4)	3,322,126	3,744,181	(422,055)	(11.3)	94,750	105,959	(11,209)	(10.6)
Single-Piece Cards	45,654	49,135	(3,482)	(7.1)	133,980	148,983	(15,003)	(10.1)	837	931	(94)	(10.1)
Total Single-Piece Letters and Cards	1,605,068	1,769,835	(164,768)	(9.3)	3,456,106	3,893,164	(437,058)	(11.2)	95,588	106,891	(11,303)	(10.6)
Presort Letters	56,935	57,901	(966)	(1.7)	148,283	154,081	(5,798)	(3.8)	8,329	6,562	1,767	26.9
Presort Cards	630	926	(296)	(32.0)	2,516	3,752	(1,235)	(32.9)	21	20	1	5.2
Total Presort Letters and Cards	57,565	58,827	(1,262)	(2.1)	150,799	157,833	(7,033)	(4.5)	8,349	6,582	1,768	26.9
Flats	52,237	61,278	(9,041)	(14.8)	37,400	43,223	(5,823)	(13.5)	7,324	8,321	(997)	(12.0)
Parcels	12,396	14,855	(2,459)	(16.6)	5,997	7,382	(1,385)	(18.8)	1,476	1,855	(378)	(20.4)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	356	(356)	(100.0)	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	1,727,266	1,905,151	(177,886)	(9.3)	3,650,303	4,101,601	(451,299)	(11.0)	112,738	123,648	(10,910)	(8.8)
<b>Standard Mail:</b>												
High Density and Saturation Letters	2,770	2,131	639	30.0	23,342	17,157	6,186	36.1	703	533	170	31.9
High Density and Saturation Flats & Parcels	78	40	38	93.3	551	262	290	110.6	36	21	15	72.5
Carrier Route	190	284	(94)	(33.1)	786	1,219	(433)	(35.5)	50	111	(62)	(55.3)
Letters	152,584	116,120	36,464	31.4	965,881	782,617	183,264	23.4	63,341	44,046	19,296	43.8
Flats	5,260	4,648	613	13.2	15,800	13,930	1,869	13.4	1,585	2,457	(872)	(35.5)
Parcels	87	95	(8)	(8.5)	53	66	(13)	(19.2)	1	14	(14)	(94.3)
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	32,523	(32,523)	(100.0)	0	156,693	(156,693)	(100.0)	0	6,617	(6,617)	(100.0)
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	19	(19)	(100.0)	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	160,969	155,860	5,109	3.3	1,006,414	971,945	34,469	3.5	65,716	53,800	11,916	22.1
<b>Periodicals Mail:</b>												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
<b>Package Services Mail:</b>												
Parcel Post / Alaska Bypass	0	2,986	(2,986)	(100.0)	0	344	(344)	(100.0)	0	1,550	(1,550)	(100.0)
Inbound Intl. Surface Parcel Post (at UPU Rate)	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	21	(21)	(100.0)	0	8	(8)	(100.0)	0	13	(13)	(100.0)
Media and Library Mail	1,124	1,143	(19)	(1.7)	372	389	(17)	(4.4)	539	578	(39)	(6.7)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	1,124	4,151	(3,026)	(72.9)	372	740	(368)	(49.7)	539	2,141	(1,602)	(74.8)



**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Dec. 31, 2013) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		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
Priority Mail Express: Total Priority Mail Express												
First-Class Package Service: Total First Class Package Service	415	557	(142)	(25.5)	186	294	(108)	(36.7)	56	78	(22)	(28.0)
Standard Post Mail: Total Standard Post	1,646	0	1,646	0.0	180	0	180	0.0	667	0	667	0.0
Priority Mail: Total Priority Mail	23,659	29,243	(5,584)	(19.1)	3,411	4,459	(1,048)	(23.5)	4,860	6,463	(1,603)	(24.8)
Parcel Select Mail: Total Parcel Select Mail	6	20	(15)	(71.6)	4	12	(8)	(64.7)	2	2	(0)	(14.4)
Parcel Return Service Mail: Total Parcel Return Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
International Mail: Outbound Priority Mail International Outbound International Expedited Services Other Outbound International Mail Inbound International International Mail Fees Total International Mail												
Total Competitive Mail	25,726	29,820	(4,095)	(13.7)	3,782	4,766	(984)	(20.6)	5,585	6,543	(958)	(14.6)

**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Dec. 31, 2013) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		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
Ancillary Services:												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Premium Forwarding Service												
Intl. Money Orders & Money Transfer Service												
Other Domestic Special Services												
Other International Special Services												
Total Special Services												
Total Competitive Services												
Total Competitive Mail and Services	25,726	29,820	(4,095)	(13.7)	3,782	4,766	(984)	(20.6)	5,585	6,543	(958)	(14.6)
Other Competitive Revenue												
Total Competitive Revenue	25,726	29,820	(4,095)	(13.7)	3,782	4,766	(984)	(20.6)	5,585	6,543	(958)	(14.6)





**TABLE 3-B  
METERED MAIL  
MARKET DOMINANT PRODUCTS  
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1  
FISCAL YEAR 2014 (Oct. 1, 2013-Dec. 31, 2013) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013  
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	FY 2013 Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	FY 2013 Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	FY 2013 Percent
<b>First-Class Mail:</b>												
Single-Piece Letters	22,804	36,171	(13,367)	(37.0)	47,614	75,690	(28,076)	(37.1)	1,573	2,474	(901)	(36.4)
Single-Piece Cards	605	1,594	(989)	(62.1)	1,815	4,858	(3,043)	(62.6)	11	30	(19)	(62.6)
Total Single-Piece Letters and Cards	23,409	37,766	(14,356)	(38.0)	49,429	80,548	(31,119)	(38.6)	1,585	2,505	(920)	(36.7)
Presort Letters	1,078,409	1,142,386	(63,977)	(5.6)	2,900,660	3,149,211	(248,551)	(7.9)	164,699	168,311	(3,612)	(2.1)
Presort Cards	1,353	1,299	54	4.2	5,416	5,275	141	2.7	44	53	(10)	(18.5)
Total Presort Letters and Cards	1,079,762	1,143,685	(63,923)	(5.6)	2,906,076	3,154,486	(248,410)	(7.9)	164,742	168,364	(3,622)	(2.2)
Flats	48,965	54,203	(5,238)	(9.7)	62,242	68,795	(6,552)	(9.5)	6,043	7,246	(1,203)	(16.6)
Parcels	1,836	3,108	(1,273)	(40.9)	740	1,334	(594)	(44.5)	261	459	(198)	(43.1)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	4	(4)	(100.0)	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	1,153,972	1,238,766	(84,794)	(6.8)	3,018,488	3,305,163	(286,675)	(8.7)	172,631	178,574	(5,943)	(3.3)
<b>Standard Mail:</b>												
High Density and Saturation Letters	470	381	90	23.6	4,673	2,650	2,023	76.3	131	90	41	45.4
High Density and Saturation Flats & Parcels	5	6	(1)	(23.1)	41	43	(2)	(4.6)	1	2	(0)	(29.2)
Carrier Route	129	123	5	4.3	625	572	53	9.3	16	23	(7)	(30.7)
Letters	84,596	67,174	17,422	25.9	473,228	401,788	71,440	17.8	30,182	23,330	6,852	29.4
Flats	3,252	2,875	376	13.1	9,784	7,728	2,055	26.6	852	1,480	(629)	(42.5)
Parcels	133	220	(87)	(39.4)	86	165	(79)	(47.7)	3	35	(33)	(92.2)
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	22,524	(22,524)	(100.0)	0	108,194	(108,194)	(100.0)	0	4,725	(4,725)	(100.0)
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	88,585	93,303	(4,718)	(5.1)	488,437	521,141	(32,703)	(6.3)	31,185	29,686	1,498	5.0
<b>Periodicals Mail:</b>												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
<b>Package Services Mail:</b>												
Parcel Post / Alaska Bypass	0	2,950	(2,950)	(100.0)	0	305	(305)	(100.0)	0	1,725	(1,725)	(100.0)
Inbound Intl. Surface Parcel Post (at UPU Rate)	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	1	0	1	807.2	1	0	1	958.2	1	0	1	1,254.5
Bound Printed Matter Parcels	0	3	(3)	(100.0)	0	1	(1)	(100.0)	0	3	(3)	(100.0)
Media and Library Mail	482	888	(406)	(45.7)	170	288	(119)	(41.2)	297	674	(376)	(55.9)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	483	3,841	(3,358)	(87.4)	170	594	(424)	(71.3)	298	2,402	(2,104)	(87.6)



**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Dec. 31, 2013) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		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
Priority Mail Express: Total Priority Mail Express												
First-Class Package Service: Total First Class Package Service	270	316	(46)	(14.7)	133	155	(22)	(14.0)	40	49	(9)	(18.7)
Standard Post Mail: Total Standard Post	867	0	867	0.0	79	0	79	0.0	510	0	510	0.0
Priority Mail: Total Priority Mail	9,235	17,541	(8,306)	(47.4)	1,224	2,200	(976)	(44.4)	2,267	5,007	(2,739)	(54.7)
Parcel Select Mail: Total Parcel Select Mail	817	425	392	92.2	359	276	82	29.7	459	120	339	283.4
Parcel Return Service Mail: Total Parcel Return Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
International Mail: Outbound Priority Mail International Outbound International Expedited Services Other Outbound International Mail Inbound International International Mail Fees Total International Mail												
Total Competitive Mail	11,189	18,283	(7,094)	(38.8)	1,795	2,631	(836)	(31.8)	3,276	5,176	(1,899)	(36.7)

**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Dec. 31, 2013) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013	Percent	FY 2014	FY 2013	FY 2014 over FY 2013	Percent	FY 2014	FY 2013	FY 2014 over FY 2013	Percent
Ancillary Services:												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Premium Forwarding Service												
Intl. Money Orders & Money Transfer Service												
Other Domestic Special Services												
Other International Special Services												
Total Special Services												
Total Competitive Services												
Total Competitive Mail and Services	11,189	18,283	(7,094)	(38.8)	1,795	2,631	(836)	(31.8)	3,276	5,176	(1,899)	(36.7)
Other Competitive Revenue												
Total Competitive Revenue	11,189	18,283	(7,094)	(38.8)	1,795	2,631	(836)	(31.8)	3,276	5,176	(1,899)	(36.7)



**TABLE 3-C**  
**IBI MAIL**  
**MARKET DOMINANT PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Dec. 31, 2013) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		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
<b>First-Class Mail:</b>												
Single-Piece Letters	1,011,761	1,004,476	7,285	0.7	2,091,855	2,120,938	(29,083)	(1.4)	72,561	74,056	(1,495)	(2.0)
Single-Piece Cards	24,057	27,072	(3,016)	(11.1)	71,336	83,023	(11,687)	(14.1)	446	519	(73)	(14.1)
Total Single-Piece Letters and Cards	1,035,818	1,031,549	4,269	0.4	2,163,191	2,203,961	(40,770)	(1.8)	73,007	74,575	(1,568)	(2.1)
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	344,362	374,415	(30,053)	(8.0)	222,827	246,099	(23,273)	(9.5)	51,186	56,038	(4,852)	(8.7)
Parcels	55,685	56,096	(411)	(0.7)	24,958	25,772	(814)	(3.2)	7,879	8,288	(410)	(4.9)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	61	(61)	(100.0)	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	1,435,866	1,462,121	(26,255)	(1.8)	2,410,975	2,475,833	(64,857)	(2.6)	132,072	138,901	(6,830)	(4.9)
<b>Standard Mail:</b>												
High Density and Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density and Saturation Flats & Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Carrier Route	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	46	(46)	(100.0)	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	0	46	(46)	(100.0)	0	0	0	0.0	0	0	0	0.0
<b>Periodicals Mail:</b>												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
<b>Package Services Mail:</b>												
Parcel Post / Alaska Bypass	0	71,886	(71,886)	(100.0)	0	7,439	(7,439)	(100.0)	0	33,506	(33,506)	(100.0)
Inbound Intl. Surface Parcel Post (at UPU Rate)	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	145	(145)	(100.0)	0	60	(60)	(100.0)	0	54	(54)	(100.0)
Bound Printed Matter Parcels	0	264	(264)	(100.0)	0	80	(80)	(100.0)	0	165	(165)	(100.0)
Media and Library Mail	47,597	47,053	544	1.2	14,353	14,731	(378)	(2.6)	29,958	31,034	(1,076)	(3.5)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	47,597	119,348	(71,751)	(60.1)	14,353	22,310	(7,957)	(35.7)	29,958	64,759	(34,801)	(53.7)





**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Dec. 31, 2013) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		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
Priority Mail Express:												
Total Priority Mail Express												
First-Class Package Service:												
Total First Class Package Service	287,967	223,511	64,456	28.8	129,582	104,333	25,249	24.2	44,522	35,624	8,898	25.0
Standard Post Mail:												
Total Standard Post	18,057	0	18,057	0.0	1,870	0	1,870	0.0	7,744	0	7,744	0.0
Priority Mail:												
Total Priority Mail	1,140,360	979,759	160,601	16.4	164,567	146,706	17,861	12.2	313,881	270,009	43,872	16.2
Parcel Select Mail:												
Total Parcel Select Mail	49,820	425	49,396	11629.6	4,009	44	3,965	8918.4	24,455	237	24,219	10,240.5
Parcel Return Service Mail:												
Total Parcel Return Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
International Mail:												
Outbound Priority Mail International												
Outbound International Expedited Services												
Other Outbound International Mail												
Inbound International												
International Mail Fees												
Total International Mail												
Total Competitive Mail	1,496,204	1,203,694	292,510	24.3	300,027	251,083	48,944	19.5	390,602	305,870	84,733	27.7

**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Dec. 31, 2013) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		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
Ancillary Services:												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Premium Forwarding Service												
Intl. Money Orders & Money Transfer Service												
Other Domestic Special Services												
Other International Special Services												
Total Special Services												
Total Competitive Services												
Total Competitive Mail and Services	1,496,204	1,203,694	292,510	24.3	300,027	251,083	48,944	19.5	390,602	305,870	84,733	27.7
Other Competitive Revenue												
Total Competitive Revenue	1,496,204	1,203,694	292,510	24.3	300,027	251,083	48,944	19.5	390,602	305,870	84,733	27.7



**TABLE 3-D**  
**PVI MAIL**  
**MARKET DOMINANT PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Dec. 31, 2013) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		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
<b>First-Class Mail:</b>												
Single-Piece Letters	9,397	9,338	59	0.6	16,251	16,318	(66)	(0.4)	1,006	1,020	(14)	(1.4)
Single-Piece Cards	0	2	(2)	(100.0)	0	7	(7)	(100.0)	0	0	(0)	(100.0)
Total Single-Piece Letters and Cards	9,397	9,340	57	0.6	16,251	16,324	(73)	(0.4)	1,006	1,020	(14)	(1.4)
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	33,600	29,693	3,907	13.2	20,987	19,047	1,940	10.2	5,184	4,569	615	13.5
Parcels	74,838	72,681	2,157	3.0	29,078	29,727	(649)	(2.2)	9,637	9,749	(111)	(1.1)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	10	(10)	(100.0)	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	117,835	111,724	6,111	5.5	66,316	65,098	1,218	1.9	15,827	15,338	490	3.2
<b>Standard Mail:</b>												
High Density and Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density and Saturation Flats & Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Carrier Route	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
<b>Periodicals Mail:</b>												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
<b>Package Services Mail:</b>												
Parcel Post / Alaska Bypass	0	153,894	(153,894)	(100.0)	0	13,072	(13,072)	(100.0)	0	90,173	(90,173)	(100.0)
Inbound Intl. Surface Parcel Post (at UPU Rate)	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	18,076	18,972	(896)	(4.7)	5,068	5,520	(452)	(8.2)	14,510	15,817	(1,307)	(8.3)
Package Services Mail Fees	0	11	(11)	(100.0)	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	18,076	172,877	(154,801)	(89.5)	5,068	18,593	(13,525)	(72.7)	14,510	105,990	(91,480)	(86.3)



**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Dec. 31, 2013) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		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
Priority Mail Express: Total Priority Mail Express												
First-Class Package Service: Total First Class Package Service	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Post Mail: Total Standard Post	146,622	0	146,622	0.0	9,913	0	9,913	0.0	68,235	0	68,235	0.0
Priority Mail: Total Priority Mail	601,571	506,181	95,390	18.8	60,458	54,282	6,176	11.4	172,843	156,204	16,639	10.7
Parcel Select Mail: Total Parcel Select Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Parcel Return Service Mail: Total Parcel Return Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
International Mail: Outbound Priority Mail International Outbound International Expedited Services Other Outbound International Mail Inbound International International Mail Fees Total International Mail												
Total Competitive Mail	748,193	506,181	242,012	47.8	70,372	54,282	16,089	29.6	241,079	156,204	84,874	54.3

**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Dec. 31, 2013) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		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
Ancillary Services:												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Premium Forwarding Service												
Intl. Money Orders & Money Transfer Service												
Other Domestic Special Services												
Other International Special Services												
Total Special Services												
Total Competitive Services												
Total Competitive Mail and Services	748,193	506,181	242,012	47.8	70,372	54,282	16,089	29.6	241,079	156,204	84,874	54.3
Other Competitive Revenue												
Total Competitive Revenue	748,193	506,181	242,012	47.8	70,372	54,282	16,089	29.6	241,079	156,204	84,874	54.3





**TABLE 3-E**  
**PERMIT IMPRINT MAIL**  
**MARKET DOMINANT PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Dec. 31, 2013) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		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
<b>First-Class Mail:</b>												
Single-Piece Letters	155,477	150,277	5,200	3.5	322,708	323,245	(537)	(0.2)	12,628	13,942	(1,315)	(9.4)
Single-Piece Cards	12,402	12,122	280	2.3	37,950	38,115	(165)	(0.4)	272	275	(3)	(1.1)
Total Single-Piece Letters and Cards	167,879	162,399	5,480	3.4	360,658	361,360	(702)	(0.2)	12,900	14,217	(1,318)	(9.3)
Presort Letters	2,481,035	2,409,416	71,619	3.0	6,664,296	6,618,331	45,965	0.7	366,568	351,347	15,220	4.3
Presort Cards	138,545	152,581	(14,036)	(9.2)	569,769	635,385	(65,616)	(10.3)	4,652	5,187	(535)	(10.3)
Total Presort Letters and Cards	2,619,580	2,561,997	57,583	2.2	7,234,065	7,253,717	(19,651)	(0.3)	371,220	356,535	14,685	4.1
Flats	158,859	142,241	16,618	11.7	131,218	132,401	(1,183)	(0.9)	27,811	27,833	(22)	(0.1)
Parcels	10,440	8,113	2,327	28.7	4,134	3,312	821	24.8	875	1,079	(204)	(18.9)
Domestic Negotiated Serv. Agreement Mail	19,650	20,874	(1,224)	(5.9)	52,786	57,229	(4,443)	(7.8)	3,210	3,535	(325)	(9.2)
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	14,273	(14,273)	(100.0)	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	2,976,408	2,909,896	66,512	2.3	7,782,861	7,808,019	(25,158)	(0.3)	416,016	403,199	12,817	3.2
<b>Standard Mail:</b>												
High Density and Saturation Letters	217,648	202,184	15,464	7.6	1,530,298	1,449,633	80,665	5.6	63,481	58,019	5,462	9.4
High Density and Saturation Flats & Parcels	533,295	533,125	170	0.0	3,065,927	3,164,270	(98,342)	(3.1)	581,619	575,560	6,059	1.1
Carrier Route	707,154	790,918	(83,764)	(10.6)	2,790,745	3,312,209	(521,464)	(15.7)	625,256	647,859	(22,603)	(3.5)
Letters	2,263,863	2,215,423	48,440	2.2	11,189,529	11,364,710	(175,181)	(1.5)	571,439	553,708	17,731	3.2
Flats	549,268	596,235	(46,967)	(7.9)	1,434,991	1,615,465	(180,474)	(11.2)	366,436	395,627	(29,191)	(7.4)
Parcels	17,901	20,257	(2,356)	(11.6)	17,898	20,538	(2,640)	(12.9)	5,896	6,492	(596)	(9.2)
Every Door Direct Mail Retail	35,749	31,608	4,140	13.1	223,430	222,594	836	0.4	28,340	28,234	106	0.4
Domestic Negotiated Serv. Agreement Mail	56,685	0	56,685	0.0	263,760	0	263,760	0.0	11,384	0	11,384	0.0
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	668	(668)	(100.0)	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	4,381,562	4,390,417	(8,856)	(0.2)	20,516,579	21,149,419	(632,840)	(3.0)	2,253,852	2,265,499	(11,647)	(0.5)
<b>Periodicals Mail:</b>												
In-County	17,230	17,156	73	0.4	151,165	155,231	(4,065)	(2.6)	48,214	49,275	(1,061)	(2.2)
Outside County	390,836	407,062	(16,227)	(4.0)	1,413,151	1,485,318	(72,167)	(4.9)	554,192	583,753	(29,561)	(5.1)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	408,065	424,218	(16,153)	(3.8)	1,564,316	1,640,548	(76,232)	(4.6)	602,407	633,028	(30,622)	(4.8)
<b>Package Services Mail:</b>												
Parcel Post / Alaska Bypass	7,820	16,218	(8,398)	(51.8)	320	1,301	(981)	(75.4)	21,584	26,041	(4,457)	(17.1)
Inbound Intl. Surface Parcel Post (at UPU Rate)	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	55,030	50,143	4,887	9.7	72,359	65,481	6,879	10.5	113,394	99,860	13,534	13.6
Bound Printed Matter Parcels	68,892	70,609	(1,717)	(2.4)	56,171	57,292	(1,121)	(2.0)	142,101	153,185	(11,084)	(7.2)
Media and Library Mail	11,914	9,144	2,769	30.3	3,395	2,933	462	15.7	10,300	8,117	2,182	26.9
Package Services Mail Fees	0	10	(10)	(100.0)	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	143,655	146,124	(2,469)	(1.7)	132,246	127,007	5,239	4.1	287,378	287,203	175	0.1



**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Dec. 31, 2013) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		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
Priority Mail Express:												
Total Priority Mail Express												
First-Class Package Service:												
Total First Class Package Service	84,338	68,308	16,030	23.5	37,974	32,090	5,884	18.3	13,197	10,688	2,509	23.5
Standard Post Mail:												
Total Standard Post	5,388	0	5,388	0.0	692	0	692	0.0	2,260	0	2,260	0.0
Priority Mail:												
Total Priority Mail	212,916	190,688	22,228	11.7	27,973	25,848	2,125	8.2	71,491	67,537	3,954	5.9
Parcel Select Mail:												
Total Parcel Select Mail	654,434	520,227	134,206	25.8	411,134	359,125	52,009	14.5	782,583	632,781	149,802	23.7
Parcel Return Service Mail:												
Total Parcel Return Service Mail	33,917	28,831	5,086	17.6	13,476	11,829	1,647	13.9	43,827	37,324	6,503	17.4
International Mail:												
Outbound Priority Mail International												
Outbound International Expedited Services												
Other Outbound International Mail												
Inbound International												
International Mail Fees												
Total International Mail												
Total Competitive Mail	990,993	808,055	182,938	22.6	491,249	428,892	62,358	14.5	913,359	748,330	165,029	22.1

**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Dec. 31, 2013) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		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
Ancillary Services:												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Premium Forwarding Service												
Intl. Money Orders & Money Transfer Service												
Other Domestic Special Services												
Other International Special Services												
Total Special Services												
Total Competitive Services												
Total Competitive Mail and Services	990,993	808,055	182,938	22.6	491,249	428,892	62,358	14.5	913,359	748,330	165,029	22.1
Other Competitive Revenue												
Total Competitive Revenue	990,993	808,055	182,938	22.6	491,249	428,892	62,358	14.5	913,359	748,330	165,029	22.1



**TABLE 3-F  
OTHER INDICIA MAIL\*  
MARKET DOMINANT PRODUCTS  
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1  
FISCAL YEAR 2014 (Oct. 1, 2013-Dec. 31, 2013) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013  
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		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
<b>First-Class Mail:</b>												
Single-Piece Letters	5,227	6,848	(1,621)	(23.7)	10,998	14,442	(3,445)	(23.9)	437	555	(117)	(21.2)
Single-Piece Cards	314	209	105	50.1	851	575	276	47.9	5	4	2	47.9
Total Single-Piece Letters and Cards	5,541	7,057	(1,516)	(21.5)	11,848	15,017	(3,169)	(21.1)	443	558	(116)	(20.7)
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	929	1,681	(752)	(44.7)	641	1,010	(369)	(36.5)	139	271	(131)	(48.5)
Parcels	889	681	208	30.5	327	272	55	20.1	116	96	20	21.2
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	194	(194)	(100.0)	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	7,359	9,613	(2,254)	(23.4)	12,816	16,299	(3,483)	(21.4)	698	925	(227)	(24.5)
<b>Standard Mail:</b>												
High Density and Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density and Saturation Flats & Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Carrier Route	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
<b>Periodicals Mail:</b>												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
<b>Package Services Mail:</b>												
Parcel Post / Alaska Bypass	0	1,394	(1,394)	(100.0)	0	188	(188)	(100.0)	0	710	(710)	(100.0)
Inbound Intl. Surface Parcel Post (at UPU Rate)	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	45	(45)	(100.0)	0	23	(23)	(100.0)	0	36	(36)	(100.0)
Bound Printed Matter Parcels	0	357	(357)	(100.0)	0	105	(105)	(100.0)	0	350	(350)	(100.0)
Media and Library Mail	253	359	(106)	(29.6)	80	102	(22)	(21.5)	199	286	(87)	(30.5)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	253	2,155	(1,903)	(88.3)	80	419	(339)	(80.8)	199	1,382	(1,183)	(85.6)



**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Dec. 31, 2013) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		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
Priority Mail Express: Total Priority Mail Express												
First-Class Package Service: Total First Class Package Service	181	120	61	51.4	82	59	24	40.3	32	22	10	44.7
Standard Post Mail: Total Standard Post	985	0	985	0.0	97	0	97	0.0	424	0	424	0.0
Priority Mail: Total Priority Mail	4,193	4,066	127	3.1	578	554	24	4.3	1,067	1,189	(123)	(10.3)
Parcel Select Mail: Total Parcel Select Mail	1,013	981	32	3.3	103	97	6	6.3	218	260	(42)	(16.0)
Parcel Return Service Mail: Total Parcel Return Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
International Mail: Outbound Priority Mail International Outbound International Expedited Services Other Outbound International Mail Inbound International International Mail Fees Total International Mail												
Total Competitive Mail	6,373	5,167	1,206	23.3	860	710	150	21.2	1,741	1,471	270	18.3



**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Dec. 31, 2013) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		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
Ancillary Services:												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Premium Forwarding Service												
Intl. Money Orders & Money Transfer Service												
Other Domestic Special Services												
Other International Special Services												
Total Special Services												
Total Competitive Services												
Total Competitive Mail and Services	6,373	5,167	1,206	23.3	860	710	150	21.2	1,741	1,471	270	18.3
Other Competitive Revenue												
Total Competitive Revenue	6,373	5,167	1,206	23.3	860	710	150	21.2	1,741	1,471	270	18.3



**TABLE 4**  
**PERCENTAGE OF MAIL DELIVERED WITHIN SPECIFIED NUMBER OF DAYS FOR**  
**STAMP AND METER MAIL**  
**QUARTER 1 FY 2014**

GROUP	AVERAGE DAYS TO DELIVERY	1 DAY	2 DAYS	3 DAYS	4 DAYS	5 DAYS	6 DAYS	7 DAYS	8 DAYS	9 DAYS	10 DAYS
All First-Class Single Piece	2.1	41.0	72.9	88.8	94.8	97.1	98.2	98.7	99.1	99.4	99.5
Letters	2.1	42.1	74.4	90.0	95.6	97.6	98.4	98.9	99.2	99.4	99.5
Cards	1.6	68.2	88.1	94.5	97.1	98.3	99.1	99.3	99.5	99.6	99.7
Flats	2.4	30.9	64.0	83.6	91.8	95.3	97.2	98.2	98.8	99.2	99.4
Parcels	3.0	10.0	48.6	72.9	85.7	92.3	95.6	97.2	98.2	98.8	99.1
All First-Class Presort/Auto	2.5	20.5	58.4	85.0	94.7	97.6	98.8	99.3	99.5	99.7	99.8
Letters	2.5	20.6	58.8	85.2	94.9	97.7	98.9	99.3	99.5	99.7	99.8
Cards	2.0	37.0	78.2	92.2	97.4	97.9	98.6	99.3	99.9	100.0	100.0
Flats	3.1	10.4	40.0	71.5	87.2	93.6	96.4	98.2	99.1	99.5	99.6
Parcel	2.8	11.1	56.7	74.8	88.1	94.0	97.3	98.6	99.0	99.4	99.6
All First-Class Combined	2.3	29.9	65.1	86.7	94.8	97.4	98.5	99.0	99.3	99.6	99.7
Letters	2.3	29.4	65.2	87.2	95.2	97.6	98.7	99.1	99.4	99.6	99.7
Cards	1.6	67.0	87.7	94.4	97.1	98.3	99.1	99.3	99.5	99.7	99.7
Flats	2.6	26.3	58.5	80.9	90.8	94.9	97.0	98.2	98.9	99.3	99.4
Parcels	3.0	10.0	48.7	72.9	85.7	92.3	95.7	97.2	98.2	98.8	99.1
All Package Services	4.6	5.9	21.1	36.9	54.8	71.8	83.4	89.2	93.4	95.8	97.0
Parcel Post	4.6	7.8	24.8	39.9	55.8	71.2	82.1	87.8	92.2	94.6	95.8
Bound Printed Matter	3.4	13.1	46.6	69.6	77.2	84.2	90.8	93.0	96.6	96.9	97.3
Media Mail	4.7	4.4	18.4	34.1	52.9	70.7	83.1	89.0	93.4	96.0	97.2
Library Mail	3.5	19.4	43.4	60.4	73.3	85.4	90.8	95.4	96.7	97.3	97.7

**NOTE: Days To Delivery is defined as the difference between the postmark date or meter strip date, when readable, and the date the mailpiece was sampled in ODIS-RPW. Days To Delivery can be overstated due to "stale" meter dates i.e. meter dates preceding the date the mailpiece entered the Postal network.**

**TABLE 5**  
**INTRA-PDC AND INTER-PDC VOLUME AND AVERAGE DAYS TO DELIVERY BY MAIL CLASS FOR**  
**STAMP AND METER MAIL**  
**QUARTER 1 FY 2014**

CLASS OF MAIL	% INTRA-PDC VOLUME	INTRA-PDC AVG DELIVERY DAYS	% INTER-PDC VOLUME	INTER-PDC AVG DELIVERY DAYS
FIRST-CLASS SINGLE PIECE	48.1	1.2	51.9	2.6
FIRST-CLASS PRESORT/AUTO	22.5	1.4	77.5	2.8
ALL FIRST-CLASS MAIL	39.5	1.2	60.5	2.7
PARCEL POST SINGLE PIECE	3.8	2.1	96.2	5.1
BOUND PRINTED MATTER	22	1.8	78	3.8
MEDIA MAIL	6.3	1.9	93.7	4.8
LIBRARY RATE	21.1	1.8	78.9	3.9

**NOTE: Days To Delivery is defined as the difference between the postmark date or meter strip date, when readable, and the date the mailpiece was sampled in ODIS-RPW. Days To Delivery can be overstated due to “stale” meter dates i.e. meter dates preceding the date the mailpiece entered the Postal network.**

**TABLE 6  
FIRST-CLASS SINGLE PIECE SERVICE  
SERVICE COMMITMENT ACHIEVEMENT  
STAMPED MAIL  
QUARTER 1 FY 2014**

	EACH AREA AS ----- PERCENT DELIVERED WITHIN OVERNIGHT COMMITMENT -----	ORIGIN ----- PERCENT DELIVERED WITHIN THREE-DAY COMMITMENT -----	EACH AREA AS ----- PERCENT DELIVERED WITHIN OVERNIGHT COMMITMENT -----	DESTINATION ----- PERCENT DELIVERED WITHIN TWO-DAY COMMITMENT -----	PERCENT DELIVERED WITHIN THREE-DAY COMMITMENT -----
NORTHEAST AREA	97	96	87	97	95
EASTERN AREA	97	95	90	97	96
WESTERN AREA	97	97	84	97	97
PACIFIC AREA	97	97	85	97	96
SOUTHWEST AREA	98	97	88	98	97
GREAT LAKES	95	97	89	96	97
CAPITAL METRO	98	97	92	98	97
NATIONAL	97	97	88	97	97

**NOTE: Service Commitment is calculated by comparing a mailpiece's Days To Delivery with its Service Standard. If a mailpiece's Days to Delivery is equal or less than its Service Standard it is considered to have met its commitment. Days To Delivery is defined as the difference between the postmark date or meter strip date, when readable, and the date the mailpiece was sampled in ODIS-RPW. Days To Delivery can be overstated due to "stale" meter dates i.e. meter dates preceding the date the mailpiece entered the Postal network.**

**TABLE 7  
FIRST-CLASS SINGLE PIECE SERVICE  
SERVICE COMMITMENT ACHIEVEMENT  
METERED MAIL  
QUARTER 1 FY 2014**

	EACH AREA AS ----- PERCENT DELIVERED WITHIN OVERNIGHT COMMITMENT -----	ORIGIN ----- PERCENT DELIVERED WITHIN THREE-DAY COMMITMENT -----	EACH AREA AS ----- PERCENT DELIVERED WITHIN OVERNIGHT COMMITMENT -----	DESTINATION ----- PERCENT DELIVERED WITHIN TWO-DAY COMMITMENT -----	PERCENT DELIVERED WITHIN THREE-DAY COMMITMENT -----
NORTHEAST AREA	74	78	72	74	79
EASTERN AREA	76	80	76	76	75
WESTERN AREA	80	87	75	80	77
PACIFIC AREA	78	81	72	78	77
SOUTHWEST AREA	76	83	74	76	73
GREAT LAKES	75	82	73	75	72
CAPITAL METRO	76	84	77	76	77
NATIONAL	76	82	74	76	74

**NOTE: Service Commitment is calculated by comparing a mailpiece's Days To Delivery with its Service Standard. If a mailpiece's Days to Delivery is equal or less than its Service Standard it is considered to have met its commitment. Days To Delivery is defined as the difference between the postmark date or meter strip date, when readable, and the date the mailpiece was sampled in ODIS-RPW. Days To Delivery can be overstated due to "stale" meter dates i.e. meter dates preceding the date the mailpiece entered the Postal network.**

**TABLE 8  
FIRST-CLASS SINGLE PIECE SERVICE  
SERVICE COMMITMENT ACHIEVEMENT  
STAMPED AND METERED MAIL  
QUARTER 1 FY 2014**

	EACH AREA AS ----- PERCENT DELIVERED WITHIN OVERNIGHT COMMITMENT -----	ORIGIN ----- PERCENT DELIVERED WITHIN THREE-DAY COMMITMENT -----	EACH AREA AS ----- PERCENT DELIVERED WITHIN OVERNIGHT COMMITMENT -----	DESTINATION ----- PERCENT DELIVERED WITHIN TWO-DAY COMMITMENT -----	PERCENT DELIVERED WITHIN THREE-DAY COMMITMENT -----
NORTHEAST AREA	87	88	81	87	88
EASTERN AREA	89	89	84	89	89
WESTERN AREA	90	94	81	90	94
PACIFIC AREA	89	91	79	89	91
SOUTHWEST AREA	88	92	83	88	91
GREAT LAKES	87	93	83	87	92
CAPITAL METRO	89	92	86	89	93
NATIONAL	88	91	82	88	91

**NOTE: Service Commitment is calculated by comparing a mailpiece's Days To Delivery with its Service Standard. If a mailpiece's Days to Delivery is equal or less than its Service Standard it is considered to have met its commitment. Days To Delivery is defined as the difference between the postmark date or meter strip date, when readable, and the date the mailpiece was sampled in ODIS-RPW. Days To Delivery can be overstated due to "stale" meter dates i.e. meter dates preceding the date the mailpiece entered the Postal network.**

**TABLE 9  
FIRST-CLASS PRESORT SERVICE  
SERVICE COMMITMENT ACHIEVEMENT  
METERED MAIL  
QUARTER 1 FY 2014**

	EACH AREA AS ----- PERCENT DELIVERED WITHIN OVERNIGHT COMMITMENT -----	ORIGIN ----- PERCENT DELIVERED WITHIN THREE-DAY COMMITMENT -----	EACH AREA AS ----- PERCENT DELIVERED WITHIN OVERNIGHT COMMITMENT -----	DESTINATION ----- PERCENT DELIVERED WITHIN TWO-DAY COMMITMENT -----	PERCENT DELIVERED WITHIN THREE-DAY COMMITMENT -----
NORTHEAST AREA	69	84	72	69	85
EASTERN AREA	73	82	76	73	82
WESTERN AREA	83	90	76	83	90
PACIFIC AREA	69	91	76	69	91
SOUTHWEST AREA	85	83	77	85	83
GREAT LAKES	58	85	70	58	84
CAPITAL METRO	69	85	79	69	84
NATIONAL	75	85	75	75	85

**NOTE: Service Commitment is calculated by comparing a mailpiece's Days To Delivery with its Service Standard. If a mailpiece's Days to Delivery is equal or less than its Service Standard it is considered to have met its commitment. Days To Delivery is defined as the difference between the postmark date or meter strip date, when readable, and the date the mailpiece was sampled in ODIS-RPW. Days To Delivery can be overstated due to "stale" meter dates i.e. meter dates preceding the date the mailpiece entered the Postal network.**