

MAILING SERVICES (MARKET DOMINANT PRODUCTS)
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR FISCAL YEAR 2011
FISCAL YEAR 2011 (Oct. 1, 2010-Sep. 30, 2011) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2010
(Data in Thousands)

10/27/2011

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Service Category	REVENUE 2/				PIECES 2/				WEIGHT (Pounds) 2/			
	FY 2011	FY 2010	Change		FY 2011	FY 2010	Change		FY 2011	FY 2010	Change	
			FY 2011 over FY 2010	Percent			FY 2011 over FY 2010	Percent			FY 2011 over FY 2010	Percent
First-Class Mail:												
Single-Piece Letters	11,201,601	12,463,089	(1,261,489)	(10.1)	24,550,824	27,437,340	(2,886,516)	(10.5)	769,643	856,529	(86,886)	(10.1)
Single-Piece Cards	379,162	416,048	(36,885)	(8.9)	1,295,941	1,447,435	(151,494)	(10.5)	8,280	9,249	(969)	(10.5)
Total Single-Piece Letters and Cards	11,580,763	12,879,137	(1,298,374)	(10.1)	25,846,765	28,884,775	(3,038,010)	(10.5)	777,923	865,778	(87,855)	(10.1)
Presort Letters	14,891,080	15,345,137	(454,057)	(3.0)	41,740,735	43,293,821	(1,553,085)	(3.6)	2,210,725	2,048,446	162,279	7.9
Presort Cards	597,343	630,209	(32,866)	(5.2)	2,753,763	2,931,565	(177,803)	(6.1)	22,479	23,923	(1,445)	(6.0)
Total Presort Letters and Cards	15,488,423	15,975,346	(486,923)	(3.0)	44,494,498	46,225,386	(1,730,888)	(3.7)	2,233,203	2,072,369	160,834	7.8
Flats	2,814,198	3,100,437	(286,239)	(9.2)	2,230,920	2,481,437	(250,517)	(10.1)	455,321	512,453	(57,132)	(11.1)
Parcels	1,284,462	1,170,373	114,089	9.7	637,982	598,940	39,042	6.5	208,796	194,718	14,078	7.2
Domestic Negotiated Serv. Agreement Mail	0	0	-	-	0	0	-	-	0	0	-	-
Outbound First-Class Mail International	647,664	665,263	(17,599)	(2.6)	310,335	323,555	(13,220)	(4.1)	50,546	53,435	(2,889)	(5.4)
Inbound Intl. Letter-Post Single-Piece & NSA Ma	216,669	206,576	10,093	4.9	-	-	-	-	-	-	-	-
Inbound Intl. Negotiated Serv. Agreement Mail	74	41	33	79.9	44	30	13	43.0	18	9	10	110.0
First-Class Mail Fees	146,106	155,259	(9,153)	(5.9)	-	-	-	-	-	-	-	-
First-Class Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total First-Class Mail	32,178,360	34,152,433	(1,974,073)	(5.8)	73,520,543	78,514,123	(4,993,579)	(6.4)	3,725,807	3,698,762	27,045	0.7
Standard Mail:												
High Density and Saturation Letters	767,935	736,917	31,017	4.2	5,653,875	5,428,043	225,832	4.2	237,736	238,323	(587)	(0.2)
High Density and Saturation Flats & Parcels	1,880,644	1,848,255	32,389	1.8	11,424,568	11,363,444	61,124	0.5	2,144,023	2,121,947	22,075	1.0
Carrier Route	2,222,005	2,224,039	(2,034)	(0.1)	9,335,928	9,428,283	(92,355)	(1.0)	1,993,085	1,991,216	1,869	0.1
Letters	9,707,632	9,204,304	503,327	5.5	50,584,189	48,298,835	2,285,354	4.7	2,666,837	2,890,277	(223,440)	(7.7)
Flats	2,491,079	2,579,517	(88,438)	(3.4)	6,783,186	7,049,183	(265,996)	(3.8)	1,710,267	1,773,809	(63,542)	(3.6)
Not Flat-Machinables and Parcels	650,673	602,318	48,355	8.0	733,770	682,403	51,367	7.5	321,571	302,311	19,260	6.4
Domestic Negotiated Serv. Agreement Mail	38,102	57,614	(19,511)	(33.9)	175,742	273,557	(97,815)	(35.8)	18,419	27,485	(9,066)	(33.0)
Inbound Intl. Negotiated Serv. Agreement Mail	316	455	(139)	(30.6)	712	946	(234)	(24.7)	106	160	(54)	(33.7)
Standard Mail Fees	68,080	77,705	(9,625)	(12.4)	-	-	-	-	-	-	-	-
Standard Mail Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total Standard Mail	17,826,466	17,331,125	495,341	2.9	84,691,971	82,524,693	2,167,278	2.6	9,092,045	9,345,530	(253,485)	(2.7)
Periodicals Mail:												
In-County	69,181	73,113	(3,932)	(5.4)	661,561	695,455	(33,894)	(4.9)	192,370	203,858	(11,488)	(5.6)
Outside County	1,743,551	1,793,302	(49,751)	(2.8)	6,415,178	6,574,014	(158,836)	(2.4)	2,533,036	2,574,114	(41,078)	(1.6)
Periodicals Mail Fees	8,403	12,442	(4,039)	(32.5)	-	-	-	-	-	-	-	-
Total Periodicals Mail	1,821,135	1,878,857	(57,722)	(3.1)	7,076,739	7,269,470	(192,730)	(2.7)	2,725,406	2,777,972	(52,566)	(1.9)
Package Services Mail:												
Single-Piece Parcel Post	732,462	650,673	81,789	12.6	70,218	61,914	8,304	13.4	487,294	450,973	36,321	8.1
Inbound Intl. Surface Parcel Post (at UPU Rates	24,250	12,910	11,340	87.8	-	-	-	-	-	-	-	-
Inbound Intl. Negotiated Service Agreement Mai	30	106	(76)	(71.7)	14	48	(34)	(71.5)	26	107	(80)	(75.4)
Bound Printed Matter Flats	204,174	190,362	13,812	7.3	251,831	229,733	22,099	9.6	368,728	320,149	48,579	15.2
Bound Printed Matter Parcels	309,681	321,405	(11,724)	(3.6)	245,282	244,692	589	0.2	668,231	679,649	(11,418)	(1.7)
Media and Library Mail	331,951	365,676	(33,725)	(9.2)	107,829	120,610	(12,782)	(10.6)	259,638	290,892	(31,254)	(10.7)
Package Services Mail Fees	3,039	2,810	230	8.2	-	-	-	-	-	-	-	-
Total Package Services Mail	1,605,587	1,543,941	61,647	4.0	675,173	656,998	18,175	2.8	1,783,917	1,741,768	42,148	2.4

TOTAL MAILING AND SHIPPING SERVICES
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	FY 2011	FY 2010	Change FY 2011 over FY 2010		FY 2011	FY 2010	Change FY 2011 over FY 2010		FY 2011	FY 2010	Change FY 2011 over FY 2010	
			Amount	Percent			Amount	Percent			Amount	Percent
Total Mailing and Shipping Services												
Total All Mail	62,263,157	63,222,807	(959,650)	(1.5)	167,934,373	170,860,058	(2,925,685)	(1.7)	20,860,334	20,687,389	172,945	0.8
Total All Services	2,939,655	3,100,611	(160,956)	(5.2)	2,193,656	2,572,793	(379,138)	(14.7)				
Total All Mail and Services	65,202,811	66,323,417	(1,120,606)	(1.7)								
Total All Other Revenue	536,200	753,162	(216,962)	(28.8)								
Total All Revenue	65,739,011	67,076,580	(1,337,568)	(2.0)								

RPW SUMMARY REPORT FOOTNOTES: MAILING SERVICES (MARKET DOMINANT PRODUCTS) SECTION

1/ Not included elsewhere in this report.

2/ 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: SHIPPING SERVICES (COMPETITIVE PRODUCTS) SECTION

2/ 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.

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RPW SUMMARY REPORT FOOTNOTES: MAILING AND SHIPPING SERVICES SECTIONS