

**MARKET DOMINANT PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3**  
**FISCAL YEAR 2012 (Apr. 1, 2012-Jun. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011**  
**(Data in Thousands)**

Service Category	REVENUE 5/				PIECES 5/				WEIGHT (Pounds) 5/			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	Percent
First-Class Mail:												
Single-Piece Letters	2,512,529	2,727,226	(214,698)	(7.9)	5,384,285	5,956,968	(572,683)	(9.6)	167,567	186,658	(19,091)	(10.2)
Single-Piece Cards	92,396	98,420	(6,024)	(6.1)	282,218	332,154	(49,936)	(15.0)	1,805	2,119	(315)	(14.8)
Total Single-Piece Letters and Cards	2,604,925	2,825,647	(220,721)	(7.8)	5,666,503	6,289,122	(622,619)	(9.9)	169,371	188,777	(19,406)	(10.3)
Presort Letters	3,537,102	3,601,908	(64,806)	(1.8)	9,721,814	10,009,768	(287,953)	(2.9)	514,060	537,697	(23,637)	(4.4)
Presort Cards	162,144	149,426	12,718	8.5	676,351	683,879	(7,527)	(1.1)	5,523	5,583	(60)	(1.1)
Total Presort Letters and Cards	3,699,246	3,751,333	(52,088)	(1.4)	10,398,166	10,693,646	(295,481)	(2.8)	519,583	543,279	(23,697)	(4.4)
Flats	652,669	687,212	(34,543)	(5.0)	500,500	535,640	(35,140)	(6.6)	101,386	108,971	(7,585)	(7.0)
Parcels 2/	152,523	207,268	(54,745)	(26.4)	67,751	100,616	(32,865)	(32.7)	20,394	31,861	(11,467)	(36.0)
Domestic Negotiated Serv. Agreement Mail	16,379	0	16,379	-	51,774	0	51,774	-	3,263	0	3,263	-
Outbound First-Class Mail International	156,665	149,978	6,686	4.5	60,226	69,597	(9,371)	(13.5)	11,965	11,436	529	4.6
Inbound Intl. Letter-Post Single-Piece & NSA Mail	55,657	38,564	17,094	44.3	91,070	62,461	28,609	45.8	21,722	9,251	12,471	134.8
First-Class Mail Fees	34,437	32,674	1,763	5.4	-	-	-	-	-	-	-	-
First-Class Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total First-Class Mail	7,372,501	7,692,676	(320,175)	(4.2)	16,835,990	17,751,082	(915,092)	(5.2)	847,684	893,575	(45,892)	(5.1)
Standard Mail:												
High Density and Saturation Letters	195,563	187,387	8,176	4.4	1,413,092	1,379,330	33,763	2.4	60,500	59,134	1,366	2.3
High Density and Saturation Flats & Parcels	483,838	458,257	25,581	5.6	2,921,087	2,775,496	145,591	5.2	528,857	530,745	(1,888)	(0.4)
Carrier Route	492,964	443,993	48,971	11.0	2,002,693	1,854,140	148,552	8.0	420,593	393,458	27,135	6.9
Letters	2,163,315	2,351,846	(188,531)	(8.0)	10,947,675	12,043,296	(1,095,621)	(9.1)	551,841	642,667	(90,826)	(14.1)
Flats	503,988	551,636	(47,649)	(8.6)	1,326,267	1,479,571	(153,304)	(10.4)	330,480	374,076	(43,596)	(11.7)
Parcels 3/	15,842	164,206	(148,364)	(90.4)	14,622	177,125	(162,503)	(91.7)	4,901	78,819	(73,918)	(93.8)
Domestic Negotiated Serv. Agreement Mail	45,045	9,607	35,438	368.9	231,929	45,351	186,578	411.4	9,610	4,517	5,092	112.7
Inbound Intl. Negotiated Serv. Agreement Mail	373	0	373	-	652	0	652	-	35	0	35	-
Standard Mail Fees	15,441	13,298	2,144	16.1	-	-	-	-	-	-	-	-
Standard Mail Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total Standard Mail	3,916,370	4,180,230	(263,860)	(6.3)	18,858,018	19,754,310	(896,292)	(4.5)	1,906,816	2,083,416	(176,600)	(8.5)
Periodicals Mail:												
In-County	17,099	17,717	(618)	(3.5)	160,736	168,176	(7,440)	(4.4)	46,599	49,555	(2,956)	(6.0)
Outside County	418,995	433,934	(14,939)	(3.4)	1,568,814	1,617,160	(48,346)	(3.0)	585,647	620,112	(34,465)	(5.6)
Periodicals Mail Fees	1,975	2,074	(99)	(4.8)	-	-	-	-	-	-	-	-
Total Periodicals Mail	438,069	453,724	(15,655)	(3.5)	1,729,550	1,785,336	(55,786)	(3.1)	632,246	669,667	(37,421)	(5.6)
Package Services Mail:												
Single-Piece Parcel Post	170,647	169,264	1,382	0.8	15,201	15,971	(770)	(4.8)	113,537	112,177	1,360	1.2
Inbound Intl. Surface Parcel Post (at UPU Rates)	2,936	1,751	1,185	67.7	170	98	72	74.1	2,799	1,980	818	41.3
Inbound Intl. Negotiated Service Agreement Mail	5	0	-	-	3	0	-	-	5	0	-	-
Bound Printed Matter Flats	39,881	42,248	(2,366)	(5.6)	48,745	49,988	(1,243)	(2.5)	72,844	72,051	793	1.1
Bound Printed Matter Parcels	60,563	64,035	(3,472)	(5.4)	48,490	50,863	(2,372)	(4.7)	119,620	131,378	(11,759)	(9.0)
Media and Library Mail	74,464	78,414	(3,950)	(5.0)	22,893	25,140	(2,247)	(8.9)	56,916	61,529	(4,613)	(7.5)
Package Services Mail Fees	780	679	101	14.9	-	-	-	-	-	-	-	-
Total Package Services Mail	349,276	356,392	(7,115)	(2.0)	135,503	142,060	(6,557)	(4.6)	365,721	379,116	(13,395)	(3.5)

**MARKET DOMINANT PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3**  
**FISCAL YEAR 2012 (Apr. 1, 2012-Jun. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011**  
**(Data in Thousands)**

Service Category	REVENUE 5/				PIECES 5/				WEIGHT (Pounds) 5/			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	Percent
U.S. Postal Service Mail	-	-	-	-	94,382	96,345	(1,964)	(2.0)	32,673	36,023	(3,350)	(9.3)
Free Mail	-	-	-	-	13,833	15,869	(2,036)	(12.8)	6,603	8,106	(1,503)	(18.5)
Total Market Dominant Mail	12,076,216	12,683,022	(606,807)	(4.8)	37,667,275	39,545,002	(1,877,726)	(4.7)	3,791,743	4,069,903	(278,161)	(6.8)
Ancillary Services:												
Certified Mail	170,495	177,620	(7,125)	(4.0)	57,797	62,571	(4,774)	(7.6)				
Collect on Delivery	1,480	1,728	(248)	(14.3)	173	212	(39)	(18.4)				
Delivery Confirmation	39,264	57,438	(18,175)	(31.6)	494,373	343,339	151,034	44.0				
Insurance	24,685	27,480	(2,795)	(10.2)	6,593	7,802	(1,209)	(15.5)				
Registered Mail	10,881	11,218	(336)	(3.0)	724	674	50	7.4				
Return Receipts	105,859	125,670	(19,810)	(15.8)	44,923	50,182	(5,259)	(10.5)				
Stamped Envelopes and Cards	2,774	1,802	971	53.9	-	-	-	-				
Other Domestic Ancillary Services	18,772	12,631	6,141	48.6	7,417	5,321	2,096	39.4				
International Ancillary Services	7,328	5,529	1,799	32.5	3,967	1,984	1,983	100.0				
Total Ancillary Services	381,539	421,116	(39,577)	(9.4)	615,967	472,085	143,883	30.5				
Special Services:												
Money Orders	41,788	43,467	(1,680)	(3.9)	27,435	28,961	(1,526)	(5.3)				
Post Office Box Service 4/	87,738	200,540	(112,802)	(56.2)	-	-	-	-				
Other Domestic Special Services	26,461	27,125	(664)	(2.4)	467	573	(106)	(18.6)				
Other International Special Services	24	0	-	-	12	0	-	0.0				
Total Additional Special Services	156,011	271,133	(115,122)	(42.5)	27,913	29,534	(1,621)	(5.5)				
Total Market Dominant Services	537,550	692,248	(154,699)	(22.3)	643,881	501,619	142,262	28.4				
Total Market Dominant Mail and Services	12,613,765	13,375,271	(761,505)	(5.7)								
Other Market Dominant Revenue	190,031	118,438	71,594	60.4								
Total Market Dominant Revenue	12,803,797	13,493,708	(689,912)	(5.1)								

U.S. Postal Service Mail  
Quarter 3, FY 2012 1/  
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Ancillary Services	5,796
Other Services	582
Total	6,378

**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3**  
**FISCAL YEAR 2012 (Apr. 1, 2012-Jun. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011**  
**(Data in Thousands)**

Service Category	REVENUE 5/				PIECES 5/				WEIGHT (Pounds) 5/			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	Percent
Express Mail:												
Total Express Mail	207,037	202,004	5,032	2.5	10,238	10,342	(104)	(1.0)	9,899	9,382	517	5.5
First-Class Package Service												
Total First Class Package Service 2/	219,524	114,023	105,501	92.5	101,190	56,381	44,809	79.5	34,966	19,002	15,965	84.0
Priority Mail:												
Total Priority Mail	1,375,441	1,347,622	27,819	2.1	192,403	191,344	1,059	0.6	382,468	395,505	(13,037)	(3.3)
Parcel Select Mail:												
Total Parcel Select Mail 3/	359,435	143,843	215,592	149.9	282,899	80,140	202,760	253.0	392,202	299,202	93,000	31.1
Parcel Return Service Mail:												
Total Parcel Return Service Mail	30,800	24,142	6,658	27.6	12,413	10,007	2,406	24.0	34,391	29,258	5,133	17.5
International Mail:												
Outbound Priority Mail International	189,678	211,190	(21,512)	(10.2)	4,476	5,566	(1,090)	(19.6)	27,706	31,877	(4,171)	(13.1)
Outbound International Expedited Services	85,527	82,580	2,948	3.6	1,522	1,719	(197)	(11.4)	6,588	6,956	(368)	(5.3)
Other Outbound International Mail	115,983	63,078	52,905	83.9	56,731	52,383	4,347	8.3	16,096	10,980	5,116	46.6
Inbound International	44,251	11,163	33,088	296.4	3,410	3,794	(383)	(10.1)	15,866	18,267	(2,401)	(13.1)
International Mail Fees	92	25	67	272.7	-	-	-	-	-	-	-	-
Total International Mail	435,531	368,035	67,496	18.3	66,139	63,462	2,677	4.2	66,257	68,081	(1,824)	(2.7)
Total Competitive Mail	2,627,769	2,199,670	428,099	19.5	665,283	411,677	253,606	61.6	920,183	820,429	99,754	12.2

**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3**  
**FISCAL YEAR 2012 (Apr. 1, 2012-Jun. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011**  
**(Data in Thousands)**

Service Category	REVENUE 5/				PIECES 5/				WEIGHT (Pounds) 5/			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	Percent
Ancillary Services:												
Other Domestic Ancillary Services	216	146	70	48.0	44	43	1	3.5				
International Ancillary Services	2,117	2,413	(296)	(12.3)	431	452	(21)	(4.6)				
Total Ancillary Services	2,333	2,559	(226)	(8.8)	475	495	(19)	(3.9)				
Special Services:												
Premium Forwarding Service	4,456	4,367	88	2.0	268	273	(5)	(1.8)				
Intl. Money Orders & Money Transfer Service	364	464	(100)	(21.6)	39	46	(6)	(13.9)				
Other Domestic Special Services 4/	153,766	29,848	123,918	415.2	18,442	19,114	(672)	(3.5)				
Other International Special Services	-	-	-	-	-	-	-	-				
Total Special Services	158,585	34,679	123,906	357.3	18,749	19,432	(683)	(3.5)				
Total Competitive Services	160,918	37,238	123,681	332.1	19,224	19,927	(702)	(3.5)				
Total Competitive Mail and Services	2,788,687	2,236,908	551,779	24.7								
Other Competitive Revenue	25,944	41,888	(15,944)	(38.1)								
Total Competitive Revenue	2,814,631	2,278,796	535,836	23.5								

**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3**  
**FISCAL YEAR 2012 (Apr. 1, 2012-Jun. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011**  
**(Data in Thousands)**

Service Category	REVENUE 5/				PIECES 5/				WEIGHT (Pounds) 5/			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	14,703,984	14,882,692	(178,708)	(1.2)	38,332,558	39,956,679	(1,624,121)	(4.1)	4,711,926	4,890,333	(178,407)	(3.6)
Total All Services	698,468	729,486	(31,018)	(4.3)	663,105	521,545	141,560	27.1				
Total All Mail and Services	15,402,453	15,612,178	(209,726)	(1.3)								
Total All Other Revenue	215,975	160,326	55,650	34.7								
Total All Revenue	15,618,428	15,772,504	(154,076)	(1.0)								

RPW SUMMARY REPORT FOOTNOTES: MARKET DOMINANT PRODUCTS SECTION

1/ Not included elsewhere in this report.

2/ Commercial parcels within this category have been shifted to the new First-Class Package Service competitive product category as of October 1, 2011.

3/ Machinable and irregular parcels within this category have been shifted to a Lightweight category under Parcel Select as of January 22, 2012.

4/ Approximately 5.9 million PO Boxes were shifted from Market Dominant to Competitive on January 22, 2012. The revenue from these boxes was taken out of the Market Dominant Post Office Box Service line and moved to the Competitive Post Office Box Service beginning with the Q2 RPW report.

5/ 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

2/ Commercial parcels within this category have been shifted to the new First-Class Package Service competitive product category as of October 1, 2011. First-Class Parcels revenue would have totaled

3/ Machinable and irregular parcels within this category have been shifted to a Lightweight category under Parcel Select as of January 22, 2012. Standard Mail Parcels revenue would have totaled 198.7 million

4/ Approximately 5.9 million PO Boxes were shifted from Market Dominant to Competitive on January 22, 2012. The revenue from these boxes was taken out of the Market Dominant Post Office Box Service line and moved to the Competitive Post Office Box Service beginning with the Q2 RPW report.

5/ The figures presented for the prior year use a methodology consistent with the methodology used to calculate the current year's figures. This allows for a direct comparison of the years (independent of methodological changes that have occurred). As a result, the prior year's figures shown in this report may differ from those in the previous year.

- Report totals may not sum due to rounding.

**MARKET DOMINANT PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD**  
**FISCAL YEAR 2012 (Oct. 1, 2011-Jun. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011**  
**(Data in Thousands)**

Service Category	REVENUE 5/				PIECES 5/				WEIGHT (Pounds) 5/			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	Percent
<b>First-Class Mail:</b>												
Single-Piece Letters	8,129,967	8,752,453	(622,487)	(7.1)	17,617,602	19,195,816	(1,578,214)	(8.2)	551,566	604,170	(52,604)	(8.7)
Single-Piece Cards	276,191	289,761	(13,571)	(4.7)	878,264	996,814	(118,550)	(11.9)	5,617	6,366	(749)	(11.8)
Total Single-Piece Letters and Cards	8,406,158	9,042,215	(636,057)	(7.0)	18,495,866	20,192,630	(1,696,764)	(8.4)	557,183	610,536	(53,353)	(8.7)
Presort Letters	11,011,251	11,203,838	(192,587)	(1.7)	30,396,544	31,489,100	(1,092,556)	(3.5)	1,614,425	1,660,283	(45,858)	(2.8)
Presort Cards	461,736	450,070	11,666	2.6	1,994,617	2,080,563	(85,946)	(4.1)	16,285	16,983	(698)	(4.1)
Total Presort Letters and Cards	11,472,987	11,653,908	(180,921)	(1.6)	32,391,162	33,569,663	(1,178,502)	(3.5)	1,630,710	1,677,266	(46,556)	(2.8)
Flats	2,049,832	2,157,182	(107,349)	(5.0)	1,575,716	1,716,672	(140,956)	(8.2)	321,721	352,047	(30,326)	(8.6)
Parcels 2/	512,654	845,664	(333,010)	(39.4)	233,780	424,363	(190,583)	(44.9)	72,733	138,488	(65,755)	(47.5)
Domestic Negotiated Serv. Agreement Mail	54,475	0	-	-	156,834	0	-	-	9,884	0	-	-
Outbound First-Class Mail International	514,861	500,126	14,735	2.9	210,471	243,734	(33,263)	(13.6)	39,388	39,401	(13)	(0.0)
Inbound Intl. Letter-Post Single-Piece & NSA Mail	193,445	183,182	10,263	5.6	307,783	310,386	(2,603)	(0.8)	69,447	63,715	5,732	9.0
First-Class Mail Fees	109,473	113,311	(3,838)	(3.4)	-	-	-	-	-	-	-	-
First-Class Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total First-Class Mail	23,313,885	24,495,587	(1,181,703)	(4.8)	53,371,611	56,457,448	(3,085,837)	(5.5)	2,701,067	2,881,453	(180,387)	(6.3)
<b>Standard Mail:</b>												
High Density and Saturation Letters	575,546	579,325	(3,778)	(0.7)	4,180,988	4,260,421	(79,433)	(1.9)	176,800	176,854	(54)	(0.0)
High Density and Saturation Flats & Parcels	1,454,006	1,419,338	34,668	2.4	8,771,186	8,615,031	156,155	1.8	1,605,368	1,612,689	(7,321)	(0.5)
Carrier Route	1,679,498	1,688,021	(8,523)	(0.5)	6,840,854	7,133,769	(292,914)	(4.1)	1,505,870	1,494,768	11,102	0.7
Letters	6,764,350	7,267,139	(502,788)	(6.9)	34,783,475	37,946,702	(3,163,227)	(8.3)	1,800,618	2,001,252	(200,634)	(10.0)
Flats	1,674,205	1,879,423	(205,218)	(10.9)	4,456,557	5,105,293	(648,736)	(12.7)	1,121,634	1,283,739	(162,105)	(12.6)
Parcels 3/	268,412	484,787	(216,376)	(44.6)	287,819	554,604	(266,785)	(48.1)	121,101	243,525	(122,423)	(50.3)
Domestic Negotiated Serv. Agreement Mail	139,037	37,102	101,934	274.7	682,800	170,964	511,837	299.4	30,142	18,218	11,924	65.5
Inbound Intl. Negotiated Serv. Agreement Mail	492	27	465	1,730.3	769	44	724	1,638.8	58	27	31	118.4
Standard Mail Fees	50,447	53,566	(3,119)	(5.8)	-	-	-	-	-	-	-	-
Standard Mail Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total Standard Mail	12,605,994	13,408,728	(802,734)	(6.0)	60,004,448	63,786,827	(3,782,379)	(5.9)	6,361,591	6,831,071	(469,479)	(6.9)
<b>Periodicals Mail:</b>												
In-County	50,338	52,444	(2,105)	(4.0)	476,903	499,189	(22,286)	(4.5)	138,061	146,456	(8,396)	(5.7)
Outside County	1,256,620	1,317,720	(61,100)	(4.6)	4,661,882	4,878,755	(216,873)	(4.4)	1,774,001	1,909,601	(135,601)	(7.1)
Periodicals Mail Fees	6,376	6,403	(27)	(0.4)	-	-	-	-	-	-	-	-
Total Periodicals Mail	1,313,334	1,376,567	(63,232)	(4.6)	5,138,785	5,377,944	(239,159)	(4.4)	1,912,062	2,056,058	(143,996)	(7.0)
<b>Package Services Mail:</b>												
Single-Piece Parcel Post	597,549	564,223	33,326	5.9	55,381	54,967	414	0.8	381,697	369,810	11,887	3.2
Inbound Intl. Surface Parcel Post (at UPU Rates)	16,002	16,499	(497)	(3.0)	963	908	55	6.0	15,988	14,080	1,908	13.5
Inbound Intl. Negotiated Service Agreement Mail	23	14	9	65.0	6	20	(14)	(70.8)	13	16	(3)	(17.8)
Bound Printed Matter Flats	138,648	145,759	(7,111)	(4.9)	172,436	178,526	(6,090)	(3.4)	255,529	258,153	(2,624)	(1.0)
Bound Printed Matter Parcels	222,923	231,335	(8,413)	(3.6)	177,273	183,377	(6,104)	(3.3)	486,074	501,665	(15,592)	(3.1)
Media and Library Mail	237,340	245,420	(8,080)	(3.3)	74,848	80,472	(5,624)	(7.0)	178,988	190,202	(11,214)	(5.9)
Package Services Mail Fees	2,495	2,314	181	7.8	-	-	-	-	-	-	-	-
Total Package Services Mail	1,214,979	1,205,564	9,415	0.8	480,906	498,271	(17,365)	(3.5)	1,318,289	1,333,927	(15,638)	(1.2)

**MARKET DOMINANT PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD**  
**FISCAL YEAR 2012 (Oct. 1, 2011-Jun. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011**  
**(Data in Thousands)**

Service Category	REVENUE 5/				PIECES 5/				WEIGHT (Pounds) 5/			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	Percent
U.S. Postal Service Mail	-	-	-	-	346,444	337,785	8,659	2.6	110,128	112,790	(2,662)	(2.4)
Free Mail	-	-	-	-	42,455	47,471	(5,015)	(10.6)	18,765	22,094	(3,329)	(15.1)
Total Market Dominant Mail	38,448,191	40,486,445	(2,038,254)	(5.0)	119,384,649	126,505,746	(7,121,097)	(5.6)	12,421,901	13,237,392	(815,491)	(6.2)
Ancillary Services:												
Certified Mail	504,885	541,014	(36,129)	(6.7)	173,521	192,355	(18,834)	(9.8)				
Collect on Delivery	4,558	4,927	(369)	(7.5)	544	606	(62)	(10.2)				
Delivery Confirmation	176,599	184,114	(7,515)	(4.1)	1,399,880	1,123,310	276,570	24.6				
Insurance	83,911	90,084	(6,173)	(6.9)	23,653	27,137	(3,484)	(12.8)				
Registered Mail	30,666	33,333	(2,667)	(8.0)	1,915	2,014	(99)	(4.9)				
Return Receipts	322,894	369,708	(46,814)	(12.7)	133,768	150,420	(16,652)	(11.1)				
Stamped Envelopes and Cards	15,906	9,820	6,086	62.0	-	-	-	-				
Other Domestic Ancillary Services	51,580	36,415	15,165	41.6	21,333	15,600	5,734	36.8				
International Ancillary Services	21,983	21,542	442	2.1	12,327	11,888	439	3.7				
Total Ancillary Services	1,212,983	1,290,958	(77,975)	(6.0)	1,766,940	1,523,330	243,610	16.0				
Special Services:												
Money Orders	125,040	129,696	(4,655)	(3.6)	82,980	87,623	(4,643)	(5.3)				
Post Office Box Service 4/	390,104	599,482	(209,379)	(34.9)	-	-	-	-				
Other Domestic Special Services	79,528	79,367	161	0.2	1,930	2,098	(168)	(8.0)				
Other International Special Services	78	212	(134)	(63.2)	38	0	38	58,800.0				
Total Additional Special Services	594,750	808,757	(214,007)	(26.5)	84,949	89,721	(4,772)	(5.3)				
Total Market Dominant Services	1,807,733	2,099,715	(291,983)	(13.9)	1,851,889	1,613,050	238,838	14.8				
Total Market Dominant Mail and Services	40,255,924	42,586,160	(2,330,236)	(5.5)								
Other Market Dominant Revenue	573,452	259,042	314,410	121.4								
Total Market Dominant Revenue	40,829,376	42,845,202	(2,015,826)	(4.7)								

U.S. Postal Service Mail  
YTD, FY 2012 1/  
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Ancillary Services	18,278
Other Services	1,604
Total	19,882

**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD**  
**FISCAL YEAR 2012 (Oct. 1, 2011-Jun. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011**  
**(Data in Thousands)**

Service Category	REVENUE 5/				PIECES 5/				WEIGHT (Pounds) 5/			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	Percent
Express Mail:												
Total Express Mail	612,127	606,199	5,927	1.0	30,385	30,664	(279)	(0.9)	31,105	29,365	1,740	5.9
First-Class Package Service												
Total First Class Package Service 2/	633,981	114,023	519,958	456.0	299,133	56,381	242,752	430.6	101,566	19,002	82,564	434.5
Priority Mail:												
Total Priority Mail	4,547,205	4,324,229	222,976	5.2	628,513	604,428	24,085	4.0	1,298,123	1,294,727	3,396	0.3
Parcel Select Mail:												
Total Parcel Select Mail 3/	953,228	467,560	485,667	103.9	659,155	258,732	400,423	154.8	1,329,774	979,693	350,081	35.7
Parcel Return Service Mail:												
Total Parcel Return Service Mail	87,988	68,480	19,508	28.5	35,262	28,047	7,215	25.7	106,337	88,350	17,987	20.4
International Mail:												
Outbound Priority Mail International	640,249	672,151	(31,901)	(4.7)	15,725	17,931	(2,206)	(12.3)	92,865	100,967	(8,101)	(8.0)
Outbound International Expedited Services	266,015	240,638	25,378	10.5	5,033	5,039	(6)	(0.1)	21,404	21,074	331	1.6
Other Outbound International Mail	353,743	183,748	169,995	92.5	181,720	172,516	9,204	5.3	50,922	31,993	18,929	59.2
Inbound International	168,583	133,540	35,043	26.2	12,670	12,471	199	1.6	69,052	66,752	2,299	3.4
International Mail Fees	124	76	47	62.2	-	-	-	-	-	-	-	-
Total International Mail	1,428,715	1,230,153	198,562	16.1	215,148	207,957	7,191	3.5	234,243	220,785	13,458	6.1
Total Competitive Mail	8,263,243	6,810,645	1,452,598	21.3	1,867,597	1,186,209	681,387	57.4	3,101,147	2,631,922	469,225	17.8



**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD**  
**FISCAL YEAR 2012 (Oct. 1, 2011-Jun. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011**  
**(Data in Thousands)**

Service Category	REVENUE 5/				PIECES 5/				WEIGHT (Pounds) 5/			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2012		FY 2012 over FY 2011		FY 2012		FY 2012 over FY 2011		FY 2012		FY 2012 over FY 2011	
	FY 2012	FY 2011	Amount	Percent	FY 2012	FY 2011	Amount	Percent	FY 2012	FY 2011	Amount	Percent
Ancillary Services:												
Other Domestic Ancillary Services	693	146	547	373.8	142	60	82	137.2				
International Ancillary Services	7,162	7,347	(185)	(2.5)	1,506	1,449	58	4.0				
Total Ancillary Services	7,855	7,493	362	4.8	1,649	1,509	140	9.3				
Special Services:												
Premium Forwarding Service	16,634	16,379	255	1.6	1,001	1,051	(50)	(4.8)				
Intl. Money Orders & Money Transfer Service	1,161	1,556	(395)	(25.4)	129	145	(17)	(11.5)				
Other Domestic Special Services 4/	323,064	96,967	226,097	233.2	71,463	62,683	8,780	14.0				
Other International Special Services	-	-	-	-	-	-	-	-				
Total Special Services	340,859	114,902	225,957	196.7	72,593	63,880	8,713	13.6				
Total Competitive Services	348,714	122,395	226,319	184.9	74,242	65,388	8,854	13.5				
Total Competitive Mail and Services	8,611,957	6,933,040	1,678,917	24.2								
Other Competitive Revenue	93,603	117,780	(24,176)	(20.5)								
Total Competitive Revenue	8,705,560	7,050,820	1,654,740	23.5								

**TOTAL MARKET DOMINANT AND COMPETITIVE  
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD  
FISCAL YEAR 2012 (Oct. 1, 2011-Jun. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011  
(Data in Thousands)**

Service Category	REVENUE 5/				PIECES 5/				WEIGHT (Pounds) 5/			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2012	FY 2011	Amount	Percent	FY 2012	FY 2011	Amount	Percent	FY 2012	FY 2011	Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	46,711,434	47,297,090	(585,656)	(1.2)	121,252,246	127,691,955	(6,439,709)	(5.0)	15,523,048	15,869,314	(346,266)	(2.2)
Total All Services	2,156,447	2,222,111	(65,664)	(3.0)	1,926,131	1,678,438	247,692	14.8				
Total All Mail and Services	48,867,881	49,519,201	(651,320)	(1.3)								
Total All Other Revenue	667,055	376,821	290,234	77.0								
Total All Revenue	49,534,936	49,896,022	(361,086)	(0.7)								

RPW SUMMARY REPORT FOOTNOTES: MARKET DOMINANT PRODUCTS SECTION

1/ Not included elsewhere in this report.

2/ Commercial parcels within this category have been shifted to the new First-Class Package Service competitive product category as of October 1, 2011.

3/ Machinable and irregular parcels within this category have been shifted to a Lightweight category under Parcel Select as of January 22, 2012.

4/ Approximately 5.9 million PO Boxes were shifted from Market Dominant to Competitive on January 22, 2012. The revenue from these boxes was taken out of the Market Dominant Post Office Box Service line and moved to the Competitive Post Office Box Service beginning with the Q2 RPW report.

5/ 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

2/ Commercial parcels within this category have been shifted to the new First-Class Package Service competitive product category as of October 1, 2011.

3/ Machinable and irregular parcels within this category have been shifted to a Lightweight category under Parcel Select as of January 22, 2012.

4/ Approximately 5.9 million PO Boxes were shifted from Market Dominant to Competitive on January 22, 2012. The revenue from these boxes was taken out of the Market Dominant Post Office Box Service line and moved to the Competitive Post Office Box Service beginning with the Q2 RPW report.

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