

MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2013 (Oct. 1, 2012-Dec. 31, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2012
(Data in Thousands)

Service Category	REVENUE 3/				PIECES 3/				WEIGHT (Pounds) 3/			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2013	FY 2012	Amount	Percent	FY 2013	FY 2012	Amount	Percent	FY 2013	FY 2012	Amount	Percent
First-Class Mail:												
Single-Piece Letters	2,922,439	3,054,888	(132,450)	(4.3)	6,283,244	6,706,931	(423,687)	(6.3)	197,653	212,183	(14,529)	(6.8)
Single-Piece Cards	89,982	90,511	(529)	(0.6)	275,094	303,319	(28,225)	(9.3)	1,756	1,938	(181)	(9.4)
Total Single-Piece Letters and Cards	3,012,420	3,145,399	(132,978)	(4.2)	6,558,337	7,010,250	(451,912)	(6.4)	199,410	214,121	(14,711)	(6.9)
Presort Letters	3,609,703	3,698,306	(88,603)	(2.4)	9,921,623	10,282,309	(360,686)	(3.5)	526,220	543,655	(17,435)	(3.2)
Presort Cards	154,806	147,208	7,598	5.2	644,412	670,767	(26,355)	(3.9)	5,260	5,476	(216)	(3.9)
Total Presort Letters and Cards	3,764,509	3,845,513	(81,005)	(2.1)	10,566,035	10,953,075	(387,040)	(3.5)	531,481	549,132	(17,651)	(3.2)
Flats	662,688	695,702	(33,013)	(4.7)	510,030	541,810	(31,780)	(5.9)	104,156	110,420	(6,264)	(5.7)
Parcels	155,384	188,117	(32,733)	(17.4)	67,729	89,263	(21,534)	(24.1)	21,504	28,489	(6,985)	(24.5)
Domestic Negotiated Serv. Agreement Mail	20,874	18,890	1,984	10.5	57,229	52,387	4,842	9.2	3,535	3,315	220	6.6
Outbound First-Class Mail International	220,858	196,595	24,263	12.3	86,696	88,842	(2,146)	(2.4)	16,856	14,901	1,954	13.1
Inbound Intl. Letter-Post Single-Piece & NSA Ma	75,419	77,827	(2,408)	(3.1)	110,662	125,047	(14,386)	(11.5)	27,794	26,693	1,101	4.1
First-Class Mail Fees	34,906	38,672	(3,766)	(9.7)	-	-	-	-	-	-	-	-
First-Class Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total First-Class Mail	7,947,058	8,206,715	(259,657)	(3.2)	17,956,719	18,860,676	(903,957)	(4.8)	904,736	947,071	(42,335)	(4.5)
Standard Mail:												
High Density and Saturation Letters	204,696	185,603	19,092	10.3	1,469,439	1,359,895	109,545	8.1	58,642	56,531	2,111	3.7
High Density and Saturation Flats & Parcels	533,171	508,385	24,787	4.9	3,164,575	3,029,362	135,213	4.5	575,583	578,560	(2,977)	(0.5)
Carrier Route	791,325	677,020	114,306	16.9	3,314,000	2,797,934	516,066	18.4	647,993	621,532	26,461	4.3
Letters	2,398,717	2,422,914	(24,197)	(1.0)	12,549,115	12,656,051	(106,936)	(0.8)	621,084	665,279	(44,195)	(6.6)
Flats	603,758	624,844	(21,087)	(3.4)	1,637,124	1,707,947	(70,823)	(4.1)	399,565	426,882	(27,318)	(6.4)
Parcels 2/	20,572	196,914	(176,342)	(89.6)	20,770	214,109	(193,340)	(90.3)	6,542	92,481	(85,939)	(92.9)
Every Door Direct Mail Retail	31,608	8,133	23,475	288.6	222,594	57,277	165,317	288.6	28,234	7,265	20,969	288.6
Domestic Negotiated Serv. Agreement Mail	55,046	47,488	7,559	15.9	264,887	230,130	34,757	15.1	11,342	10,672	670	6.3
Inbound Intl. Negotiated Serv. Agreement Mail	4	65	(61)	(94.0)	6	128	(123)	(95.6)	2	24	(21)	(89.8)
Standard Mail Fees	15,479	17,883	(2,405)	(13.4)	-	-	-	-	-	-	-	-
Standard Mail Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total Standard Mail	4,654,377	4,689,249	(34,873)	(0.7)	22,642,510	22,052,833	589,676	2.7	2,348,987	2,459,226	(110,239)	(4.5)
Periodicals Mail:												
In-County	17,156	17,492	(336)	(1.9)	155,231	161,929	(6,698)	(4.1)	49,275	50,597	(1,322)	(2.6)
Outside County	407,062	424,169	(17,107)	(4.0)	1,485,318	1,565,707	(80,390)	(5.1)	583,753	607,629	(23,876)	(3.9)
Periodicals Mail Fees	2,177	2,289	(112)	(4.9)	-	-	-	-	-	-	-	-
Total Periodicals Mail	426,395	443,950	(17,555)	(4.0)	1,640,548	1,727,636	(87,088)	(5.0)	633,028	658,227	(25,198)	(3.8)
Package Services Mail:												
Parcel Post / Alaska Bypass	249,188	239,191	9,998	4.2	22,633	22,707	(75)	(0.3)	153,634	148,853	4,782	3.2
Inbound Intl. Surface Parcel Post (at UPU Rates)	5,787	4,656	1,131	24.3	320	346	(26)	(7.5)	4,779	4,782	(3)	(0.1)
Inbound Intl. Negotiated Service Agreement Mail	2	5	(3)	(56.1)	1	2	(1)	(59.9)	3	4	(1)	(32.8)
Bound Printed Matter Flats	50,333	51,778	(1,445)	(2.8)	65,564	67,245	(1,681)	(2.5)	99,950	100,971	(1,021)	(1.0)
Bound Printed Matter Parcels	71,252	76,777	(5,524)	(7.2)	57,485	61,772	(4,287)	(6.9)	153,715	170,830	(17,115)	(10.0)
Media and Library Mail	73,864	81,572	(7,708)	(9.4)	22,699	26,208	(3,509)	(13.4)	54,073	62,506	(8,433)	(13.5)
Package Services Mail Fees	790	873	(83)	(9.5)	-	-	-	-	-	-	-	-
Total Package Services Mail	451,217	454,852	(3,635)	(0.8)	168,702	178,281	(9,579)	(5.4)	466,154	487,945	(21,791)	(4.5)

COMPETITIVE PRODUCTS
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(Data in Thousands)

Service Category	REVENUE 3/				PIECES 3/				WEIGHT (Pounds) 3/			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2013	FY 2012	FY 2013 over FY 2012 Amount	FY 2013 over FY 2012 Percent	FY 2013	FY 2012	FY 2013 over FY 2012 Amount	FY 2013 over FY 2012 Percent	FY 2013	FY 2012	FY 2013 over FY 2012 Amount	FY 2013 over FY 2012 Percent
Express Mail:												
Total Express Mail	207,518	202,574	4,944	2.4	10,035	10,209	(175)	(1.7)	11,705	11,220	485	4.3
First-Class Package Service:												
Total First Class Package Service	292,412	206,585	85,828	41.5	136,744	99,788	36,957	37.0	46,397	34,128	12,269	35.9
Standard Post Mail:												
Total Standard Post	0	0	0	-	0	0	0	-	0	0	0	-
Priority Mail:												
Total Priority Mail	1,725,949	1,720,306	5,643	0.3	233,817	233,354	463	0.2	505,971	508,645	(2,674)	(0.5)
Parcel Select Mail:												
Total Parcel Select Mail 2/	521,649	255,007	266,642	104.6	359,510	134,916	224,594	166.5	633,161	544,288	88,873	16.3
Parcel Return Service Mail:												
Total Parcel Return Service Mail	28,831	26,581	2,250	8.5	11,829	10,705	1,124	10.5	37,324	35,415	1,910	5.4
International Mail:												
Outbound Priority Mail International	262,981	274,175	(11,194)	(4.1)	6,412	7,431	(1,019)	(13.7)	36,780	39,387	(2,607)	(6.6)
Outbound International Expedited Services	95,148	99,852	(4,704)	(4.7)	1,749	2,069	(320)	(15.5)	8,576	8,390	186	2.2
Other Outbound International Mail	101,134	83,950	17,184	20.5	58,886	64,543	(5,657)	(8.8)	15,774	14,093	1,681	11.9
Inbound International	59,400	60,045	(645)	(1.1)	4,605	4,706	(102)	(2.2)	25,270	27,489	(2,220)	(8.1)
International Mail Fees	26	19	7	37.3	-	-	-	-	-	-	-	-
Total International Mail	518,689	518,041	648	0.1	71,652	78,750	(7,098)	(9.0)	86,400	89,359	(2,959)	(3.3)
Total Competitive Mail	3,295,048	2,929,093	365,955	12.5	823,588	567,722	255,866	45.1	1,320,958	1,223,055	97,903	8.0

**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
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	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2013	FY 2012	Amount	Percent	FY 2013	FY 2012	Amount	Percent	FY 2013	FY 2012	Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	16,774,095	16,723,859	50,236	0.3	43,464,388	43,561,402	(97,015)	(0.2)	5,720,774	5,823,017	(102,243)	(1.8)
Total All Services	680,844	737,903	(57,059)	(7.7)	650,890	691,684	(40,794)	(5.9)				
Total All Mail and Services	17,454,939	17,461,762	(6,823)	(0.0)								
Total All Other Revenue	210,526	221,065	(10,539)	(4.8)								
Total All Revenue	17,665,465	17,682,827	(17,362)	(0.1)								

RPW SUMMARY REPORT FOOTNOTES: MARKET DOMINANT PRODUCTS SECTION

1/ Not included elsewhere in this report.

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

3/ 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

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