

MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR FISCAL YEAR
FISCAL YEAR 2013 (Oct. 1, 2012-Sep. 30, 2013) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2012
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Fiscal Year		Change		Fiscal Year		Change		Fiscal Year		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
First-Class Mail:												
Single-Piece Letters	10,162,181	10,524,288	(362,107)	(3.4)	21,524,306	22,734,729	(1,210,423)	(5.3)	667,945	709,986	(42,041)	(5.9)
Single-Piece Cards	352,059	367,454	(15,395)	(4.2)	1,052,903	1,157,309	(104,405)	(9.0)	6,722	7,398	(676)	(9.1)
Total Single-Piece Letters and Cards	10,514,240	10,891,742	(377,502)	(3.5)	22,577,210	23,892,038	(1,314,828)	(5.5)	674,667	717,383	(42,717)	(6.0)
Presort Letters	14,319,590	14,479,339	(159,749)	(1.1)	38,724,894	39,935,898	(1,211,004)	(3.0)	2,101,442	2,125,137	(23,695)	(1.1)
Presort Cards	586,936	604,602	(17,666)	(2.9)	2,419,290	2,588,140	(168,850)	(6.5)	19,750	21,129	(1,379)	(6.5)
Total Presort Letters and Cards	14,906,526	15,083,941	(177,415)	(1.2)	41,144,184	42,524,039	(1,379,854)	(3.2)	2,121,193	2,146,267	(25,074)	(1.2)
Flats	2,519,741	2,666,668	(146,927)	(5.5)	1,898,586	2,048,016	(149,430)	(7.3)	387,408	418,342	(30,934)	(7.4)
Parcels	579,918	648,385	(68,467)	(10.6)	247,716	293,250	(45,534)	(15.5)	77,363	91,196	(13,833)	(15.2)
Domestic Negotiated Serv. Agreement Mail	75,357	73,731	1,626	2.2	213,535	209,577	3,958	1.9	13,614	13,170	444	3.4
Outbound First-Class Mail International 5/	457,641	664,958	(207,317)	(31.2)	231,475	263,548	(32,073)	(12.2)	28,179	51,122	(22,943)	(44.9)
Inbound Intl. Letter-Post Single-Piece & NSA Mail	281,441	252,388	29,052	11.5	387,712	386,307	1,406	0.4	99,980	90,869	9,110	10.0
First-Class Mail Fees	136,466	139,621	(3,155)	(2.3)	-	-	-	-	-	-	-	-
First-Class Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total First-Class Mail	29,471,329	30,421,433	(950,104)	(3.1)	66,700,419	69,616,774	(2,916,356)	(4.2)	3,402,404	3,528,350	(125,946)	(3.6)
Standard Mail:												
High Density and Saturation Letters	805,189	766,911	38,278	5.0	5,711,635	5,563,559	148,076	2.7	252,744	233,650	19,094	8.2
High Density and Saturation Flats & Parcels	1,929,816	1,887,116	42,700	2.3	11,337,697	11,319,902	17,795	0.2	2,050,952	2,090,456	(39,504)	(1.9)
Carrier Route	2,372,594	2,244,293	128,302	5.7	9,507,247	9,119,946	387,301	4.2	2,026,731	2,002,721	24,010	1.2
Letters	9,263,676	8,979,271	284,405	3.2	46,754,273	46,149,847	604,426	1.3	2,410,834	2,378,429	32,405	1.4
Flats	2,134,129	2,229,588	(95,459)	(4.3)	5,568,019	5,939,635	(371,615)	(6.3)	1,398,222	1,495,809	(97,587)	(6.5)
Parcels	70,489	284,858	(214,369)	(75.3)	72,447	303,559	(231,112)	(76.1)	23,042	126,286	(103,244)	(81.8)
Every Door Direct Mail Retail	138,418	63,953	74,465	116.4	974,774	450,373	524,401	116.4	123,640	57,125	66,515	116.4
Domestic Negotiated Serv. Agreement Mail	214,643	194,773	19,870	10.2	1,036,466	952,844	83,622	8.8	45,289	42,200	3,088	7.3
Inbound Intl. Negotiated Serv. Agreement Mail	77	702	(625)	(89.1)	119	1,345	(1,225)	(91.1)	39	117	(78)	(66.9)
Standard Mail Fees	56,304	61,790	(5,486)	(8.9)	-	-	-	-	-	-	-	-
Standard Mail Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total Standard Mail	16,985,336	16,713,256	272,080	1.6	80,962,678	79,801,009	1,161,669	1.5	8,331,492	8,426,793	(95,301)	(1.1)
Periodicals Mail:												
In-County	65,380	66,496	(1,115)	(1.7)	603,254	631,286	(28,032)	(4.4)	176,250	181,788	(5,539)	(3.0)
Outside County	1,586,133	1,656,732	(70,599)	(4.3)	5,755,719	6,110,064	(354,345)	(5.8)	2,246,058	2,353,700	(107,643)	(4.6)
Periodicals Mail Fees	6,653	8,257	(1,604)	(19.4)	-	-	-	-	-	-	-	-
Total Periodicals Mail	1,658,167	1,731,485	(73,318)	(4.2)	6,358,973	6,741,351	(382,377)	(5.7)	2,422,307	2,535,488	(113,181)	(4.5)
Package Services Mail:												
Parcel Post / Alaska Bypass 4/	339,075	773,799	(434,724)	(56.2)	29,549	70,945	(41,396)	(58.3)	255,485	499,900	(244,415)	(48.9)
Inbound Intl. Surface Parcel Post (at UPU Rates)	17,933	20,908	(2,975)	(14.2)	906	1,115	(209)	(18.7)	15,132	19,246	(4,114)	(21.4)
Inbound Intl. Negotiated Service Agreement Mail	2	18	(16)	(87.9)	1	8	(7)	(87.9)	3	22	(19)	(88.2)
Bound Printed Matter Flats	184,772	185,789	(1,018)	(0.5)	229,613	230,521	(909)	(0.4)	350,764	341,023	9,740	2.9
Bound Printed Matter Parcels	274,589	305,489	(30,899)	(10.1)	216,387	243,307	(26,920)	(11.1)	568,757	673,441	(104,684)	(15.5)
Media and Library Mail	313,655	320,464	(6,808)	(2.1)	93,537	100,365	(6,828)	(6.8)	227,584	242,627	(15,044)	(6.2)
Package Services Mail Fees	2,895	3,249	(354)	(10.9)	-	-	-	-	-	-	-	-
Total Package Services Mail	1,132,922	1,609,715	(476,794)	(29.6)	569,993	646,261	(76,268)	(11.8)	1,417,725	1,776,259	(358,535)	(20.2)

COMPETITIVE PRODUCTS
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	Fiscal Year		Change		Fiscal Year		Change		Fiscal Year		Change	
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Priority Mail Express:												
Total Priority Mail Express	794,090	801,561	(7,471)	(0.9)	39,116	39,823	(707)	(1.8)	38,233	40,971	(2,738)	(6.7)
First-Class Package Service:												
Total First Class Package Service	1,195,556	875,007	320,549	36.6	546,052	411,127	134,925	32.8	186,064	139,293	46,770	33.6
Standard Post Mail:												
Total Standard Post 4/	344,364	0	344,364	-	25,238	0	25,238	-	165,614	0	165,614	-
Priority Mail:												
Total Priority Mail	6,387,606	5,936,819	450,787	7.6	873,312	823,774	49,537	6.0	1,819,489	1,692,878	126,611	7.5
Parcel Select Mail:												
Total Parcel Select Mail	1,904,280	1,341,436	562,844	42.0	1,287,046	937,631	349,415	37.3	2,046,979	1,742,121	304,857	17.5
Parcel Return Service Mail:												
Total Parcel Return Service Mail	123,688	114,773	8,914	7.8	50,805	46,571	4,234	9.1	153,043	139,626	13,417	9.6
International Mail:												
Outbound Priority Mail International	931,202	926,033	5,168	0.6	20,542	23,946	(3,404)	(14.2)	121,582	130,832	(9,250)	(7.1)
Outbound International Expedited Services	330,206	370,586	(40,381)	(10.9)	5,685	7,071	(1,387)	(19.6)	27,021	29,667	(2,646)	(8.9)
Other Outbound International Mail 5/	741,867	322,889	418,978	129.8	241,276	226,266	15,010	6.6	78,979	51,813	27,167	52.4
Inbound International	209,302	217,671	(8,368)	(3.8)	14,700	16,242	(1,541)	(9.5)	84,352	88,950	(4,598)	(5.2)
International Mail Fees	442	137	305	222.2	-	-	-	-	-	-	-	-
Total International Mail	2,213,019	1,837,316	375,702	20.4	282,203	273,525	8,678	3.2	311,934	301,261	10,672	3.5
Total Competitive Mail	12,962,602	10,906,913	2,055,689	18.8	3,103,771	2,532,451	571,320	22.6	4,721,355	4,056,152	665,204	16.4

**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
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	Fiscal Year		Change		Fiscal Year		Change		Fiscal Year		Change	
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Total Market Dominant and Competitive												
Total All Mail	62,210,355	61,382,802	827,553	1.3	158,384,271	159,834,843	(1,450,573)	(0.9)	20,469,146	20,492,578	(23,432)	(0.1)
Total All Services	2,785,237	2,848,815	(63,578)	(2.2)	2,541,587	2,513,690	27,897	1.1				
Total All Mail and Services	64,995,592	64,231,617	763,975	1.2								
Total All Other Revenue	1,030,491	1,015,613	14,878	1.5								
Total Deferred Revenue Change in Estimate 7/	1,315,689	0	-	-								
Total All Revenue	67,341,772	65,247,230	2,094,542	3.2								

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.

7/ This amount represents an increase in Forever Stamp deferred liability due to a change in accounting estimate.

- Report totals may not sum due to rounding.

RPW SUMMARY REPORT FOOTNOTES: COMPETITIVE PRODUCTS SECTION

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