

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

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent
<b>First-Class Mail:</b>												
Single-Piece Letters	2,398,545	2,443,378	(44,834)	(1.8)	4,881,032	5,185,806	(304,775)	(5.9)	148,893	158,803	(9,910)	(6.2)
Single-Piece Cards	76,065	85,467	(9,402)	(11.0)	220,225	255,518	(35,293)	(13.8)	1,409	1,633	(224)	(13.7)
Total Single-Piece Letters and Cards	2,474,609	2,528,845	(54,236)	(2.1)	5,101,257	5,441,324	(340,067)	(6.2)	150,302	160,436	(10,134)	(6.3)
Presort Letters	3,796,023	3,742,479	53,544	1.4	9,836,043	10,114,838	(278,796)	(2.8)	549,329	547,027	2,303	0.4
Presort Cards	136,917	146,731	(9,814)	(6.7)	536,205	603,409	(67,205)	(11.1)	4,376	4,925	(549)	(11.1)
Total Presort Letters and Cards	3,932,940	3,889,209	43,731	1.1	10,372,248	10,718,248	(346,000)	(3.2)	553,706	551,952	1,754	0.3
Flats	650,934	655,106	(4,172)	(0.6)	458,217	490,449	(32,232)	(6.6)	95,506	100,330	(4,824)	(4.8)
Parcels	152,620	149,960	2,659	1.8	59,760	63,878	(4,118)	(6.4)	18,301	19,905	(1,604)	(8.1)
Domestic Negotiated Serv. Agreement Mail	19,325	20,365	(1,040)	(5.1)	50,228	54,410	(4,182)	(7.7)	3,114	3,634	(520)	(14.3)
Outbound First-Class Mail International 5/	68,007	105,938	(37,931)	(35.8)	46,573	54,661	(8,088)	(14.8)	2,535	6,161	(3,626)	(58.9)
Inbound Intl. Letter-Post Single-Piece & NSA Ma	81,886	69,033	12,853	18.6	98,685	96,771	1,913	2.0	28,271	22,464	5,807	25.8
First-Class Mail Fees	46,048	35,816	10,232	28.6	-	-	-	-	-	-	-	-
First-Class Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total First-Class Mail	7,426,369	7,454,273	(27,904)	(0.4)	16,186,967	16,919,741	(732,774)	(4.3)	851,734	864,881	(13,147)	(1.5)
<b>Standard Mail:</b>												
High Density and Saturation Letters	216,962	196,388	20,574	10.5	1,459,836	1,392,260	67,575	4.9	60,748	56,869	3,880	6.8
High Density and Saturation Flats & Parcels	460,750	438,242	22,509	5.1	2,633,359	2,609,887	23,472	0.9	450,579	458,416	(7,837)	(1.7)
Carrier Route	563,393	529,620	33,773	6.4	2,117,468	2,085,904	31,565	1.5	469,879	464,378	5,501	1.2
Letters	2,363,866	2,252,312	111,554	5.0	11,415,642	11,316,499	99,143	0.9	574,703	580,483	(5,780)	(1.0)
Flats	502,793	525,045	(22,252)	(4.2)	1,222,623	1,341,204	(118,581)	(8.8)	313,681	341,924	(28,242)	(8.3)
Parcels	15,183	16,672	(1,489)	(8.9)	14,677	17,168	(2,491)	(14.5)	5,202	5,476	(274)	(5.0)
Every Door Direct Mail Retail	36,528	34,747	1,781	5.1	228,302	217,168	11,133	5.1	28,958	27,546	1,412	5.1
Domestic Negotiated Serv. Agreement Mail	51,828	47,541	4,286	9.0	236,090	225,241	10,849	4.8	10,754	10,491	263	2.5
Inbound Intl. Negotiated Serv. Agreement Mail	42	20	22	112.5	97	32	66	205.9	15	9	6	69.3
Standard Mail Fees	17,289	17,010	278	1.6	-	-	-	-	-	-	-	-
Standard Mail Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total Standard Mail	4,228,632	4,057,596	171,036	4.2	19,328,094	19,205,363	122,732	0.6	1,914,520	1,945,591	(31,071)	(1.6)
<b>Periodicals Mail:</b>												
In-County	15,312	15,268	43	0.3	139,291	145,333	(6,042)	(4.2)	37,179	38,963	(1,784)	(4.6)
Outside County	377,159	398,575	(21,417)	(5.4)	1,340,120	1,458,982	(118,862)	(8.1)	507,809	557,043	(49,234)	(8.8)
Periodicals Mail Fees	1,091	2,180	(1,089)	(50.0)	-	-	-	-	-	-	-	-
Total Periodicals Mail	393,561	416,023	(22,462)	(5.4)	1,479,412	1,604,315	(124,904)	(7.8)	544,988	596,006	(51,018)	(8.6)
<b>Package Services Mail:</b>												
Parcel Post / Alaska Bypass 4/	7,903	73,902	(65,999)	(89.3)	303	6,260	(5,957)	(95.2)	20,432	57,893	(37,462)	(64.7)
Inbound Intl. Surface Parcel Post (at UPU Rates)	4,688	3,362	1,326	39.4	297	167	131	78.5	3,634	2,816	818	29.1
Inbound Intl. Negotiated Service Agreement Mail	0	0	-	-	0	0	-	-	0	0	-	-
Bound Printed Matter Flats	50,489	46,082	4,407	9.6	60,958	55,910	5,048	9.0	95,064	85,302	9,762	11.4
Bound Printed Matter Parcels	70,914	71,978	(1,063)	(1.5)	53,702	56,119	(2,417)	(4.3)	139,301	149,622	(10,321)	(6.9)
Media and Library Mail	80,724	82,004	(1,280)	(1.6)	22,885	24,814	(1,929)	(7.8)	53,616	57,729	(4,113)	(7.1)
Package Services Mail Fees	706	815	(110)	(13.4)	-	-	-	-	-	-	-	-
Total Package Services Mail	215,423	278,142	(62,719)	(22.5)	138,144	143,270	(5,125)	(3.6)	312,046	353,361	(41,315)	(11.7)

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

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		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
U.S. Postal Service Mail	-	-	-	-	70,033	89,035	(19,002)	(21.3)	17,984	35,332	(17,349)	(49.1)
Free Mail	-	-	-	-	11,765	13,387	(1,622)	(12.1)	5,111	5,375	(264)	(4.9)
<b>Total Market Dominant Mail</b>	<b>12,263,986</b>	<b>12,206,035</b>	<b>57,951</b>	<b>0.5</b>	<b>37,214,415</b>	<b>37,975,111</b>	<b>(760,696)</b>	<b>(2.0)</b>	<b>3,646,383</b>	<b>3,800,546</b>	<b>(154,163)</b>	<b>(4.1)</b>
<b>Ancillary Services:</b>												
Certified Mail	179,280	184,450	(5,171)	(2.8)	55,192	60,274	(5,082)	(8.4)				
Collect on Delivery	982	1,105	(123)	(11.2)	97	120	(23)	(18.9)				
Delivery Confirmation	26,768	11,993	14,775	123.2	711,520	582,275	129,245	22.2				
Insurance	22,710	27,466	(4,756)	(17.3)	5,201	7,171	(1,970)	(27.5)				
Registered Mail	9,085	10,303	(1,218)	(11.8)	582	680	(98)	(14.4)				
Return Receipts	95,642	93,679	1,963	2.1	40,151	40,893	(742)	(1.8)				
Stamped Envelopes and Cards	3,731	3,668	63	1.7	-	-	-	-				
Other Domestic Ancillary Services	17,790	21,269	(3,479)	(16.4)	6,964	8,095	(1,131)	(14.0)				
International Ancillary Services	10,538	8,975	1,563	17.4	6,045	5,509	536	9.7				
<b>Total Ancillary Services</b>	<b>366,526</b>	<b>362,909</b>	<b>3,617</b>	<b>1.0</b>	<b>825,752</b>	<b>705,016</b>	<b>120,736</b>	<b>17.1</b>				
<b>Special Services:</b>												
Money Orders	42,713	39,852	2,861	7.2	25,251	26,296	(1,044)	(4.0)				
Post Office Box Service	87,041	85,397	1,644	1.9	7,333	7,695	(361)	(4.7)				
Other Domestic Special Services	29,089	27,812	1,276	4.6	532	531	1	0.2				
Other International Special Services	1	1	0	13.0	91	80	10	0.0				
<b>Total Additional Special Services</b>	<b>158,844</b>	<b>153,062</b>	<b>5,782</b>	<b>3.8</b>	<b>33,207</b>	<b>34,601</b>	<b>(1,394)</b>	<b>(4.0)</b>				
<b>Total Market Dominant Services</b>	<b>525,370</b>	<b>515,971</b>	<b>9,399</b>	<b>1.8</b>	<b>858,959</b>	<b>739,617</b>	<b>119,342</b>	<b>16.1</b>				
<b>Total Market Dominant Mail and Services</b>	<b>12,789,356</b>	<b>12,722,007</b>	<b>67,349</b>	<b>0.5</b>								
<b>Other Market Dominant Revenue</b>	<b>165,361</b>	<b>160,484</b>	<b>4,877</b>	<b>3.0</b>								
<b>Total Market Dominant Revenue</b>	<b>12,954,717</b>	<b>12,882,491</b>	<b>72,226</b>	<b>0.6</b>								
									Service Transactions			
									U.S. Postal Service Mail			
									Quarter 2, FY 2014 1/			
										Ancillary Services	2,717	
										Other Services	407	
										<b>Total</b>	<b>3,124</b>	

**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2**  
**FISCAL YEAR 2014 (Jan. 1, 2014-Mar. 31, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		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
Express Mail:												
Total Express Mail	191,352	195,625	(4,273)	(2.2)	8,901	10,035	(1,134)	(11.3)	8,872	9,442	(570)	(6.0)
First-Class Package Service:												
Total First Class Package Service	371,508	293,511	77,997	26.6	161,274	134,294	26,980	20.1	55,598	45,262	10,336	22.8
Standard Post Mail:												
Total Standard Post 4/	115,957	98,962	16,995	17.2	8,716	7,673	1,042	13.6	50,381	45,342	5,039	11.1
Priority Mail:												
Total Priority Mail	1,705,622	1,604,921	100,701	6.3	230,387	219,838	10,549	4.8	484,290	451,885	32,405	7.2
Parcel Select Mail:												
Total Parcel Select Mail	592,516	464,599	127,917	27.5	346,845	310,129	36,716	11.8	580,520	475,953	104,566	22.0
Parcel Return Service Mail:												
Total Parcel Return Service Mail	35,012	31,940	3,072	9.6	14,078	13,045	1,033	7.9	43,955	39,518	4,437	11.2
International Mail:												
Outbound Priority Mail International	201,015	228,923	(27,908)	(12.2)	4,080	5,062	(982)	(19.4)	25,328	29,520	(4,192)	(14.2)
Outbound International Expedited Services	74,016	85,354	(11,338)	(13.3)	1,191	1,429	(238)	(16.7)	5,730	6,923	(1,193)	(17.2)
Other Outbound International Mail 5/	229,944	204,048	25,896	12.7	62,823	63,661	(838)	(1.3)	22,934	20,909	2,024	9.7
Inbound International	49,302	53,781	(4,479)	(8.3)	3,238	3,511	(273)	(7.8)	19,550	20,459	(908)	(4.4)
International Mail Fees	11	10	1	15.2	-	-	-	-	-	-	-	-
Total International Mail	554,288	572,116	(17,828)	(3.1)	71,333	73,663	(2,331)	(3.2)	73,542	77,811	(4,269)	(5.5)
Total Competitive Mail	3,566,254	3,261,673	304,582	9.3	841,534	768,678	72,855	9.5	1,297,158	1,145,214	151,944	13.3



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

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		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
Total Market Dominant and Competitive												
Total All Mail	15,830,240	15,467,708	362,532	2.3	38,055,949	38,743,790	(687,840)	(1.8)	4,943,541	4,945,760	(2,219)	(0.0)
Total All Services	701,513	689,154	12,359	1.8	886,709	766,785	119,925	15.6				
Total All Mail and Services	16,531,753	16,156,862	374,891	2.3								
Total All Other Revenue	200,898	198,408	2,490	1.3								
Total All Revenue	16,732,651	16,355,270	377,381	2.3								

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.

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.

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

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent
<b>First-Class Mail:</b>												
Single-Piece Letters	5,162,626	5,371,189	(208,563)	(3.9)	10,692,583	11,480,620	(788,037)	(6.9)	331,848	356,810	(24,962)	(7.0)
Single-Piece Cards	159,096	175,602	(16,506)	(9.4)	466,157	531,079	(64,922)	(12.2)	2,981	3,392	(411)	(12.1)
Total Single-Piece Letters and Cards	5,321,722	5,546,791	(225,069)	(4.1)	11,158,740	12,011,699	(852,959)	(7.1)	334,829	360,202	(25,373)	(7.0)
Presort Letters	7,412,402	7,352,182	60,220	0.8	19,549,282	20,036,461	(487,179)	(2.4)	1,088,925	1,073,247	15,678	1.5
Presort Cards	277,445	301,537	(24,091)	(8.0)	1,113,907	1,247,822	(133,915)	(10.7)	9,093	10,185	(1,093)	(10.7)
Total Presort Letters and Cards	7,689,847	7,653,718	36,129	0.5	20,663,189	21,284,283	(621,094)	(2.9)	1,098,017	1,083,433	14,585	1.3
Flats	1,289,887	1,318,617	(28,730)	(2.2)	933,533	1,001,023	(67,490)	(6.7)	193,194	204,607	(11,413)	(5.6)
Parcels	308,703	305,495	3,208	1.1	124,993	131,676	(6,684)	(5.1)	38,546	41,431	(2,885)	(7.0)
Domestic Negotiated Serv. Agreement Mail	38,975	41,239	(2,264)	(5.5)	103,014	111,639	(8,625)	(7.7)	6,324	7,169	(845)	(11.8)
Outbound First-Class Mail International 5/	160,408	326,796	(166,388)	(50.9)	116,623	141,357	(24,734)	(17.5)	5,955	23,017	(17,062)	(74.1)
Inbound Intl. Letter-Post Single-Piece & NSA Ma	173,362	144,452	28,911	20.0	220,275	207,433	12,842	6.2	60,915	50,258	10,657	21.2
First-Class Mail Fees	88,991	70,754	18,237	25.8	-	-	-	-	-	-	-	-
First-Class Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total First-Class Mail	15,071,896	15,407,862	(335,966)	(2.2)	33,320,367	34,889,111	(1,568,744)	(4.5)	1,737,780	1,770,115	(32,335)	(1.8)
<b>Standard Mail:</b>												
High Density and Saturation Letters	437,850	401,084	36,766	9.2	3,018,149	2,861,700	156,449	5.5	125,064	115,511	9,553	8.3
High Density and Saturation Flats & Parcels	994,128	971,413	22,715	2.3	5,699,880	5,774,462	(74,582)	(1.3)	1,032,236	1,033,999	(1,763)	(0.2)
Carrier Route	1,270,865	1,320,945	(50,079)	(3.8)	4,909,624	5,399,903	(490,279)	(9.1)	1,095,201	1,112,372	(17,170)	(1.5)
Letters	4,864,909	4,651,029	213,880	4.6	24,044,281	23,865,615	178,666	0.7	1,239,666	1,201,567	38,099	3.2
Flats	1,060,573	1,128,802	(68,229)	(6.0)	2,683,197	2,978,328	(295,130)	(9.9)	682,554	741,489	(58,934)	(7.9)
Parcels	33,304	37,244	(3,940)	(10.6)	32,715	37,937	(5,223)	(13.8)	11,102	12,018	(916)	(7.6)
Every Door Direct Mail Retail	72,277	66,355	5,922	8.9	451,732	439,762	11,970	2.7	57,298	55,779	1,518	2.7
Domestic Negotiated Serv. Agreement Mail	108,512	102,588	5,925	5.8	499,850	490,128	9,722	2.0	22,138	21,833	305	1.4
Inbound Intl. Negotiated Serv. Agreement Mail	82	24	58	244.7	148	37	111	295.9	42	11	31	274.0
Standard Mail Fees	32,087	32,494	(407)	(1.3)	-	-	-	-	-	-	-	-
Standard Mail Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total Standard Mail	8,874,587	8,711,978	162,608	1.9	41,339,576	41,847,873	(508,297)	(1.2)	4,265,300	4,294,579	(29,279)	(0.7)
<b>Periodicals Mail:</b>												
In-County	32,541	32,425	117	0.4	290,456	300,564	(10,107)	(3.4)	85,393	88,238	(2,845)	(3.2)
Outside County	767,994	805,637	(37,643)	(4.7)	2,753,271	2,944,300	(191,028)	(6.5)	1,062,001	1,140,796	(78,794)	(6.9)
Periodicals Mail Fees	2,165	4,357	(2,192)	(50.3)	-	-	-	-	-	-	-	-
Total Periodicals Mail	802,700	842,419	(39,719)	(4.7)	3,043,728	3,244,863	(201,135)	(6.2)	1,147,395	1,229,034	(81,639)	(6.6)
<b>Package Services Mail:</b>												
Parcel Post / Alaska Bypass 4/	15,735	323,239	(307,504)	(95.1)	623	28,909	(28,286)	(97.8)	42,016	211,598	(169,582)	(80.1)
Inbound Intl. Surface Parcel Post (at UPU Rates)	10,439	9,149	1,290	14.1	579	487	92	18.9	7,993	7,595	398	5.2
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	105,520	96,415	9,105	9.4	133,318	121,474	11,844	9.8	208,459	185,252	23,206	12.5
Bound Printed Matter Parcels	139,810	143,231	(3,421)	(2.4)	109,873	113,605	(3,731)	(3.3)	281,401	303,337	(21,936)	(7.2)
Media and Library Mail	160,203	159,583	620	0.4	46,323	48,778	(2,456)	(5.0)	109,419	114,234	(4,816)	(4.2)
Package Services Mail Fees	1,388	1,606	(218)	(13.6)	-	-	-	-	-	-	-	-
Total Package Services Mail	433,096	733,226	(300,130)	(40.9)	290,716	313,254	(22,538)	(7.2)	649,287	822,019	(172,732)	(21.0)

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

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent
U.S. Postal Service Mail	-	-	-	-	275,941	308,158	(32,216)	(10.5)	54,216	77,055	(22,839)	(29.6)
Free Mail	-	-	-	-	23,934	26,999	(3,065)	(11.4)	10,403	10,646	(243)	(2.3)
Total Market Dominant Mail	25,182,279	25,695,486	(513,207)	(2.0)	78,294,263	80,630,257	(2,335,995)	(2.9)	7,864,381	8,203,447	(339,066)	(4.1)
Ancillary Services:												
Certified Mail	350,582	338,192	12,391	3.7	110,454	112,390	(1,936)	(1.7)				
Collect on Delivery	1,953	2,260	(307)	(13.6)	201	254	(53)	(21.0)				
Delivery Confirmation	58,903	44,726	14,177	31.7	1,523,359	1,134,421	388,938	34.3				
Insurance	48,680	60,488	(11,808)	(19.5)	11,151	16,599	(5,449)	(32.8)				
Registered Mail	18,119	18,155	(36)	(0.2)	1,183	1,152	31	2.7				
Return Receipts	185,300	168,172	17,129	10.2	79,536	76,443	3,092	4.0				
Stamped Envelopes and Cards	6,491	7,034	(544)	(7.7)	-	-	-	-				
Other Domestic Ancillary Services	36,145	41,359	(5,215)	(12.6)	13,921	16,078	(2,157)	(13.4)				
International Ancillary Services	19,048	16,625	2,422	14.6	11,387	9,860	1,527	15.5				
Total Ancillary Services	725,220	697,012	28,209	4.0	1,751,192	1,367,198	383,993	28.1				
Special Services:												
Money Orders	80,893	77,423	3,471	4.5	49,267	51,922	(2,655)	(5.1)				
Post Office Box Service 3/	179,507	175,129	4,378	2.5	7,333	7,695	(361)	(4.7)				
Other Domestic Special Services	55,911	51,594	4,317	8.4	1,079	1,100	(21)	(2.0)				
Other International Special Services	2	14	(12)	(85.6)	195	253	(57)	(22.7)				
Total Additional Special Services	316,313	304,158	12,155	4.0	57,874	60,969	(3,095)	(5.1)				
Total Market Dominant Services	1,041,533	1,001,170	40,363	4.0	1,809,066	1,428,168	380,898	26.7				
Total Market Dominant Mail and Services	26,223,812	26,696,656	(472,843)	(1.8)								
Other Market Dominant Revenue	387,655	350,171	37,483	10.7								
Total Market Dominant Revenue	26,611,467	27,046,827	(435,360)	(1.6)								
										Service Transactions		
										U.S. Postal Service Mail		
										YTD, FY 2014 1/		
										Ancillary Services	6,390	
										Other Services	955	
										Total	7,345	

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

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		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
Express Mail:												
Total Express Mail	387,373	403,143	(15,770)	(3.9)	18,032	20,070	(2,038)	(10.2)	18,736	21,146	(2,410)	(11.4)
First-Class Package Service:												
Total First Class Package Service	744,679	586,323	158,356	27.0	329,232	271,225	58,007	21.4	113,445	91,723	21,722	23.7
Standard Post Mail:												
Total Standard Post 4/	289,524	98,962	190,562	192.6	21,547	7,673	13,874	180.8	130,222	45,342	84,880	187.2
Priority Mail:												
Total Priority Mail	3,697,676	3,332,439	365,237	11.0	488,599	453,887	34,712	7.6	1,050,700	958,295	92,405	9.6
Parcel Select Mail:												
Total Parcel Select Mail	1,298,606	986,678	311,929	31.6	762,454	669,684	92,770	13.9	1,388,237	1,109,352	278,885	25.1
Parcel Return Service Mail:												
Total Parcel Return Service Mail	68,929	60,771	8,158	13.4	27,555	24,874	2,680	10.8	87,782	76,842	10,940	14.2
International Mail:												
Outbound Priority Mail International	452,010	491,904	(39,894)	(8.1)	9,024	11,475	(2,451)	(21.4)	57,456	66,300	(8,844)	(13.3)
Outbound International Expedited Services	153,003	180,501	(27,498)	(15.2)	2,552	3,179	(627)	(19.7)	12,719	15,499	(2,779)	(17.9)
Other Outbound International Mail 5/	507,753	305,257	202,495	66.3	131,546	122,545	9,002	7.3	50,546	36,647	13,899	37.9
Inbound International	111,718	113,181	(1,463)	(1.3)	7,675	8,116	(441)	(5.4)	44,900	45,729	(829)	(1.8)
International Mail Fees	27	36	(8)	(23.9)	-	-	-	-	-	-	-	-
Total International Mail	1,224,510	1,090,879	133,631	12.2	150,797	145,314	5,483	3.8	165,622	164,174	1,448	0.9
Total Competitive Mail	7,711,297	6,559,194	1,152,103	17.6	1,798,216	1,592,728	205,488	12.9	2,954,744	2,466,875	487,869	19.8





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

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	32,893,576	32,254,680	638,896	2.0	80,092,478	82,222,985	(2,130,507)	(2.6)	10,819,125	10,670,322	148,803	1.4
Total All Services	1,400,991	1,357,121	43,870	3.2	1,859,788	1,477,695	382,093	25.9				
Total All Mail and Services	34,294,567	33,611,801	682,766	2.0								
Total All Other Revenue	438,161	408,934	29,227	7.1								
Total All Revenue	34,732,728	34,020,735	711,993	2.1								

RPW SUMMARY REPORT FOOTNOTES: MARKET DOMINANT PRODUCTS SECTION

1/ Not included elsewhere in this report.

3/ Year to Date Post Office Box volume is equal to the volume for the current time period. Adding Post Office Box volumes for any period is not a reflection of the number of boxes rented.

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

3/ Year to Date Post Office Box volume is equal to the volume for the current time period. Adding Post Office Box volumes for any period is not a reflection of the number of boxes rented.

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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