

MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2014 (Jul. 1, 2014-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent
First-Class Mail:												
Single-Piece Letters	2,346,174	2,256,495	89,679	4.0	4,658,063	4,732,006	(73,944)	(1.6)	141,617	146,644	(5,027)	(3.4)
Single-Piece Cards	77,049	85,971	(8,923)	(10.4)	220,658	254,315	(33,657)	(13.2)	1,411	1,624	(213)	(13.1)
Total Single-Piece Letters and Cards	2,423,223	2,342,467	80,756	3.4	4,878,721	4,986,321	(107,600)	(2.2)	143,027	148,268	(5,241)	(3.5)
Presort Letters	3,606,975	3,483,034	123,942	3.6	9,219,596	9,349,391	(129,795)	(1.4)	526,073	518,113	7,960	1.5
Presort Cards	141,387	138,044	3,343	2.4	544,820	566,544	(21,724)	(3.8)	4,448	4,625	(177)	(3.8)
Total Presort Letters and Cards	3,748,363	3,621,078	127,285	3.5	9,764,417	9,915,936	(151,519)	(1.5)	530,521	522,738	7,783	1.5
Flats	593,563	571,645	21,917	3.8	420,455	428,376	(7,921)	(1.8)	86,135	87,080	(945)	(1.1)
Parcels	138,865	132,480	6,384	4.8	53,140	55,752	(2,612)	(4.7)	16,106	17,428	(1,322)	(7.6)
Domestic Negotiated Serv. Agreement Mail	0	14,986	(14,986)	(100.0)	0	50,849	(50,849)	(100.0)	0	3,194	(3,194)	(100.0)
Outbound First-Class Mail International	77,623	66,918	10,705	16.0	52,336	46,643	5,694	12.2	2,873	2,555	319	12.5
Inbound Intl. Letter-Post Single-Piece & NSA Mail	86,695	65,638	21,056	32.1	84,621	74,243	10,378	14.0	28,685	24,208	4,477	18.5
First-Class Mail Fees	38,909	31,122	7,787	25.0	-	-	-	-	-	-	-	-
First-Class Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total First-Class Mail	7,107,239	6,846,336	260,903	3.8	15,253,689	15,558,119	(304,430)	(2.0)	807,347	805,471	1,876	0.2
Standard Mail:												
High Density and Saturation Letters	227,167	207,977	19,190	9.2	1,508,094	1,470,524	37,571	2.6	62,856	78,435	(15,579)	(19.9)
High Density and Saturation Flats & Parcels	508,689	485,273	23,416	4.8	2,801,753	2,798,510	3,243	0.1	511,876	524,498	(12,622)	(2.4)
Carrier Route	558,784	559,568	(783)	(0.1)	2,064,140	2,166,760	(102,620)	(4.7)	450,186	495,380	(45,194)	(9.1)
Letters	2,498,133	2,346,505	151,628	6.5	11,915,888	11,707,275	208,613	1.8	601,242	625,590	(24,348)	(3.9)
Flats	511,247	525,032	(13,785)	(2.6)	1,245,073	1,361,302	(116,229)	(8.5)	326,094	348,777	(22,683)	(6.5)
Parcels	17,820	16,870	950	5.6	17,401	17,509	(108)	(0.6)	6,236	5,769	467	8.1
Every Door Direct Mail Retail	34,748	34,100	647	1.9	198,557	213,127	(14,570)	(6.8)	25,185	27,033	(1,848)	(6.8)
Domestic Negotiated Serv. Agreement Mail	15,941	52,757	(36,816)	(69.8)	66,401	269,517	(203,116)	(75.4)	13,498	11,543	1,954	16.9
Inbound Intl. Negotiated Serv. Agreement Mail	0	33	(33)	(100.0)	0	49	(49)	(100.0)	0	18	(18)	(100.0)
Standard Mail Fees	12,301	11,975	326	2.7	-	-	-	-	-	-	-	-
Standard Mail Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total Standard Mail	4,384,830	4,240,090	144,740	3.4	19,817,308	20,004,574	(187,265)	(0.9)	1,997,173	2,117,044	(119,871)	(5.7)
Periodicals Mail:												
In-County	16,525	16,111	414	2.6	144,949	149,143	(4,194)	(2.8)	41,457	42,858	(1,401)	(3.3)
Outside County	385,513	380,821	4,693	1.2	1,320,741	1,353,037	(32,296)	(2.4)	518,408	551,447	(33,039)	(6.0)
Periodicals Mail Fees	3,009	1,116	1,893	169.5	-	-	-	-	-	-	-	-
Total Periodicals Mail	405,048	398,048	6,999	1.8	1,465,690	1,502,180	(36,490)	(2.4)	559,865	594,305	(34,440)	(5.8)
Package Services Mail:												
Parcel Post / Alaska Bypass	9,008	8,158	849	10.4	345	333	12	3.5	23,256	22,462	794	3.5
Inbound Intl. Surface Parcel Post (at UPU Rates) 2/	5,027	4,687	340	7.3	211	212	(1)	(0.4)	4,291	3,884	407	10.5
Inbound Intl. Negotiated Service Agreement Mail	0	0	-	-	0	0	-	-	0	0	-	-
Bound Printed Matter Flats	50,204	45,870	4,334	9.4	61,662	56,564	5,099	9.0	96,082	85,770	10,312	12.0
Bound Printed Matter Parcels	76,117	72,218	3,899	5.4	57,790	55,961	1,829	3.3	142,194	140,890	1,304	0.9
Media and Library Mail	77,877	85,020	(7,143)	(8.4)	20,893	24,654	(3,761)	(15.3)	53,996	62,902	(8,906)	(14.2)
Package Services Mail Fees	703	647	55	8.5	-	-	-	-	-	-	-	-
Total Package Services Mail	218,934	216,600	2,334	1.1	140,902	137,724	3,177	2.3	319,819	315,908	3,911	1.2

COMPETITIVE PRODUCTS
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FISCAL YEAR 2014 (Jul. 1, 2014-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
Priority Mail Express:												
Total Priority Mail Express	178,696	187,397	(8,701)	(4.6)	8,832	9,195	(362)	(3.9)	8,966	8,389	577	6.9
First-Class Package Service:												
Total First Class Package Service	365,050	318,301	46,749	14.7	155,500	143,733	11,767	8.2	53,992	49,354	4,638	9.4
Standard Post Mail:												
Total Standard Post	102,861	124,444	(21,583)	(17.3)	7,260	8,769	(1,508)	(17.2)	44,021	61,515	(17,494)	(28.4)
Priority Mail:												
Total Priority Mail	1,621,675	1,530,898	90,776	5.9	218,901	209,658	9,243	4.4	491,055	437,099	53,957	12.3
Parcel Select Mail:												
Total Parcel Select Mail	625,631	520,213	105,418	20.3	365,737	316,480	49,257	15.6	621,699	509,492	112,207	22.0
Parcel Return Service Mail:												
Total Parcel Return Service Mail	33,923	30,419	3,504	11.5	13,631	12,424	1,207	9.7	41,431	37,644	3,787	10.1
International Mail:												
Outbound Priority Mail International	199,173	216,922	(17,749)	(8.2)	4,038	4,479	(441)	(9.8)	25,797	27,033	(1,236)	(4.6)
Outbound International Expedited Services	65,389	68,517	(3,128)	(4.6)	1,079	1,193	(114)	(9.5)	6,228	5,574	654	11.7
Other Outbound International Mail	217,122	213,376	3,746	1.8	56,431	59,273	(2,842)	(4.8)	21,257	20,772	485	2.3
Inbound International	49,204	45,772	3,433	7.5	3,088	3,169	(81)	(2.5)	19,116	18,821	295	1.6
International Mail Fees	12	10	2	18.3	-	-	-	-	-	-	-	-
Total International Mail	530,900	544,597	(13,697)	(2.5)	64,636	68,113	(3,477)	(5.1)	72,398	72,200	198	0.3
Total Competitive Mail	3,458,735	3,256,269	202,466	6.2	834,497	768,371	66,126	8.6	1,333,563	1,175,693	157,870	13.4

**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2014 (Jul. 1, 2014-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013
(Data in Thousands)**

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		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	15,574,785	14,957,343	617,443	4.1	37,605,539	38,229,138	(623,599)	(1.6)	5,056,242	5,056,570	(328)	(0.0)
Total All Services	664,930	683,959	(19,028)	(2.8)	876,442	795,154	81,288	10.2				
Total All Mail and Services	16,239,716	15,641,301	598,415	3.8								
Total All Other Revenue	371,574	181,385	190,189	104.9								
Total Deferred Revenue Change in Estimate 7/	0	1,315,689	(1,315,689)	(100.0)								
Total All Revenue	16,611,290	17,138,375	(527,085)	(3.1)								

RPW SUMMARY REPORT FOOTNOTES: MARKET DOMINANT PRODUCTS SECTION

1/ Not included elsewhere in this report.

2/ Inbound Intl. Surface Parcel Post (at UPU Rates) moved from market dominant to competitive product as of August 19, 2014. Due to the complexities involved in calculating activity for portions of a postal quarter, the RPW will not reflect this reporting change in Fiscal Year 2014.

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/ In FY2013, this amount represented a decrease 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

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 4 YTD
FISCAL YEAR 2014 (Oct. 1, 2013-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent
First-Class Mail:												
Single-Piece Letters	10,128,812	10,127,756	1,055	0.0	20,599,377	21,452,191	(852,814)	(4.0)	631,655	665,789	(34,133)	(5.1)
Single-Piece Cards	319,123	350,840	(31,718)	(9.0)	924,941	1,049,318	(124,377)	(11.9)	5,911	6,700	(789)	(11.8)
Total Single-Piece Letters and Cards	10,447,934	10,478,596	(30,662)	(0.3)	21,524,319	22,501,509	(977,190)	(4.3)	637,566	672,488	(34,922)	(5.2)
Presort Letters	14,630,387	14,319,590	310,797	2.2	37,994,999	38,724,894	(729,895)	(1.9)	2,136,760	2,101,442	35,317	1.7
Presort Cards	558,757	586,936	(28,179)	(4.8)	2,198,318	2,419,290	(220,972)	(9.1)	17,946	19,750	(1,804)	(9.1)
Total Presort Letters and Cards	15,189,144	14,906,526	282,618	1.9	40,193,317	41,144,184	(950,867)	(2.3)	2,154,706	2,121,193	33,513	1.6
Flats	2,491,587	2,513,590	(22,003)	(0.9)	1,782,673	1,894,563	(111,890)	(5.9)	366,376	386,519	(20,143)	(5.2)
Parcels	590,871	578,772	12,099	2.1	233,115	247,203	(14,087)	(5.7)	71,316	77,210	(5,894)	(7.6)
Domestic Negotiated Serv. Agreement Mail	38,975	75,357	(36,381)	(48.3)	103,014	213,535	(110,521)	(51.8)	6,324	13,614	(7,290)	(53.5)
Outbound First-Class Mail International 5/	307,871	457,641	(149,771)	(32.7)	215,536	231,475	(15,939)	(6.9)	11,366	28,179	(16,813)	(59.7)
Inbound Intl. Letter-Post Single-Piece & NSA Mail	337,639	281,441	56,198	20.0	400,500	387,712	12,788	3.3	117,790	99,980	17,810	17.8
First-Class Mail Fees	167,255	136,163	31,091	22.8	-	-	-	-	-	-	-	-
First-Class Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total First-Class Mail	29,571,276	29,428,086	143,190	0.5	64,452,475	66,620,182	(2,167,707)	(3.3)	3,365,444	3,399,183	(33,739)	(1.0)
Standard Mail:												
High Density and Saturation Letters	879,737	805,189	74,548	9.3	5,970,133	5,711,635	258,499	4.5	248,105	252,744	(4,639)	(1.8)
High Density and Saturation Flats & Parcels	2,005,555	1,929,850	75,706	3.9	11,278,630	11,337,794	(59,164)	(0.5)	2,036,896	2,050,963	(14,067)	(0.7)
Carrier Route	2,364,040	2,372,735	(8,695)	(0.4)	8,980,119	9,507,627	(527,508)	(5.5)	1,951,040	2,026,806	(75,765)	(3.7)
Letters	9,811,478	9,263,676	547,802	5.9	47,571,876	46,754,273	817,603	1.7	2,424,081	2,410,834	13,247	0.5
Flats	2,037,354	2,134,129	(96,775)	(4.5)	5,054,395	5,568,019	(513,625)	(9.2)	1,292,885	1,398,222	(105,337)	(7.5)
Parcels	67,967	70,315	(2,348)	(3.3)	65,846	71,966	(6,120)	(8.5)	23,062	22,956	106	0.5
Every Door Direct Mail Retail	149,000	138,418	10,582	7.6	890,148	890,154	(6)	(0.0)	112,906	112,907	(1)	(0.0)
Domestic Negotiated Serv. Agreement Mail	124,454	214,643	(90,189)	(42.0)	566,251	1,036,466	(470,215)	(45.4)	35,636	45,289	(9,653)	(21.3)
Inbound Intl. Negotiated Serv. Agreement Mail	83	77	6	8.0	154	119	34	28.6	42	39	3	9.0
Standard Mail Fees	57,085	56,253	832	1.5	-	-	-	-	-	-	-	-
Standard Mail Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total Standard Mail	17,496,754	16,985,285	511,469	3.0	80,377,552	80,878,054	(500,502)	(0.6)	8,124,653	8,320,759	(196,105)	(2.4)
Periodicals Mail:												
In-County	66,607	65,380	1,226	1.9	586,130	603,254	(17,124)	(2.8)	171,805	176,250	(4,444)	(2.5)
Outside County	1,552,223	1,586,133	(33,911)	(2.1)	5,458,584	5,755,719	(297,135)	(5.2)	2,103,172	2,246,058	(142,886)	(6.4)
Periodicals Mail Fees	6,511	6,650	(139)	(2.1)	-	-	-	-	-	-	-	-
Total Periodicals Mail	1,625,340	1,658,164	(32,824)	(2.0)	6,044,715	6,358,973	(314,259)	(4.9)	2,274,977	2,422,307	(147,330)	(6.1)
Package Services Mail:												
Parcel Post / Alaska Bypass 4/	33,133	339,175	(306,041)	(90.2)	1,290	29,560	(28,270)	(95.6)	87,002	255,531	(168,530)	(66.0)
Inbound Intl. Surface Parcel Post (at UPU Rates) 2/	19,449	17,933	1,516	8.5	980	906	74	8.2	15,455	15,132	323	2.1
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	201,907	184,768	17,139	9.3	249,745	229,611	20,134	8.8	392,471	350,762	41,708	11.9
Bound Printed Matter Parcels	272,314	274,588	(2,273)	(0.8)	211,977	216,386	(4,410)	(2.0)	523,594	568,756	(45,162)	(7.9)
Media and Library Mail	307,788	316,478	(8,689)	(2.7)	86,304	94,536	(8,231)	(8.7)	210,209	229,428	(19,219)	(8.4)
Package Services Mail Fees	2,672	2,894	(222)	(7.7)	-	-	-	-	-	-	-	-
Total Package Services Mail	837,264	1,135,837	(298,574)	(26.3)	550,296	571,000	(20,704)	(3.6)	1,228,730	1,419,612	(190,882)	(13.4)

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	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent
Priority Mail Express:												
Total Priority Mail Express	759,843	794,090	(34,246)	(4.3)	36,231	39,116	(2,886)	(7.4)	37,073	38,233	(1,160)	(3.0)
First-Class Package Service:												
Total First Class Package Service	1,461,842	1,191,900	269,942	22.6	634,615	544,409	90,206	16.6	219,824	185,502	34,322	18.5
Standard Post Mail:												
Total Standard Post 4/	492,374	343,932	148,442	43.2	36,024	25,192	10,831	43.0	216,979	165,433	51,546	31.2
Priority Mail:												
Total Priority Mail	6,883,898	6,374,820	509,077	8.0	920,083	871,440	48,643	5.6	1,989,049	1,816,018	173,031	9.5
Parcel Select Mail:												
Total Parcel Select Mail	2,529,344	2,001,727	527,617	26.4	1,483,922	1,294,838	189,084	14.6	2,599,938	2,093,124	506,815	24.2
Parcel Return Service Mail:												
Total Parcel Return Service Mail	138,619	123,688	14,931	12.1	55,650	50,805	4,845	9.5	171,010	153,043	17,967	11.7
International Mail:												
Outbound Priority Mail International	853,036	931,202	(78,166)	(8.4)	17,133	20,542	(3,410)	(16.6)	108,977	121,582	(12,605)	(10.4)
Outbound International Expedited Services	290,495	330,853	(40,358)	(12.2)	4,815	5,691	(876)	(15.4)	24,884	27,095	(2,210)	(8.2)
Other Outbound International Mail 5/	952,050	742,253	209,797	28.3	245,684	241,269	4,415	1.8	94,294	78,882	15,413	19.5
Inbound International	214,359	209,302	5,057	2.4	13,893	14,700	(807)	(5.5)	83,157	84,352	(1,194)	(1.4)
International Mail Fees	51	440	(389)	(88.4)	-	-	-	-	-	-	-	-
Total International Mail	2,309,991	2,214,050	95,940	4.3	281,525	282,202	(677)	(0.2)	311,313	311,910	(597)	(0.2)
Total Competitive Mail	14,575,911	13,044,208	1,531,703	11.7	3,448,050	3,108,003	340,047	10.9	5,545,186	4,763,263	781,923	16.4

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(Data in Thousands)**

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	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 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	64,106,544	62,251,580	1,854,964	3.0	155,374,732	158,222,147	(2,847,415)	(1.8)	20,674,150	20,498,352	175,799	0.9
Total All Services	2,744,477	2,744,012	465	0.0	3,571,703	3,032,126	539,578	17.8				
Total All Mail and Services	66,851,022	64,995,592	1,855,429	2.9								
Total All Other Revenue	1,003,299	1,030,491	(27,192)	(2.6)								
Total Deferred Revenue Change in Estimate 7/	0	1,315,689	(1,315,689)	(100.0)								
Total All Revenue	67,854,320	67,341,772	512,548	0.8								

RPW SUMMARY REPORT FOOTNOTES: MARKET DOMINANT PRODUCTS SECTION

1/ Not included elsewhere in this report.

2/ Inbound Intl. Surface Parcel Post (at UPU Rates) moved from market dominant to competitive product as of August 19, 2014. Due to the complexities involved in calculating activity for portions of a postal quarter, the RPW will not reflect this reporting change in Fiscal Year 2014.

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.

7/ In FY2013, this amount represented a decrease 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

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.