

MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR FISCAL YEAR
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/			
	Fiscal Year		Change		Fiscal Year		Change		Fiscal Year		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 Letters	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)	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)

MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR FISCAL YEAR
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/			
	Fiscal Year		Change		Fiscal Year		Change		Fiscal Year		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	FY 2014 over FY 2013 Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	FY 2014 over FY 2013 Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	FY 2014 over FY 2013 Percent
U.S. Postal Service Mail	-	-	-	-	454,258	631,347	(177,089)	(28.0)	113,679	150,186	(36,506)	(24.3)
Free Mail	-	-	-	-	47,386	54,588	(7,202)	(13.2)	21,482	23,043	(1,561)	(6.8)
Total Market Dominant Mail	49,530,633	49,207,372	323,261	0.7	151,926,682	155,114,144	(3,187,462)	(2.1)	15,128,965	15,735,089	(606,124)	(3.9)
Ancillary Services:												
Certified Mail	687,317	715,043	(27,726)	(3.9)	212,519	233,963	(21,444)	(9.2)				
Collect on Delivery	3,598	4,432	(834)	(18.8)	364	486	(123)	(25.2)				
USPS Tracking	83,809	68,097	15,712	23.1	2,930,584	2,352,251	578,334	24.6				
Insurance	91,613	108,437	(16,824)	(15.5)	19,633	28,080	(8,447)	(30.1)				
Registered Mail	34,933	35,465	(532)	(1.5)	2,186	2,238	(53)	(2.4)				
Return Receipts	369,405	356,130	13,274	3.7	156,840	157,222	(382)	(0.2)				
Stamped Envelopes and Cards	11,608	12,295	(687)	(5.6)	-	-	-	-				
Other Domestic Ancillary Services	72,016	87,227	(15,211)	(17.4)	27,447	32,951	(5,505)	(16.7)				
International Ancillary Services	40,577	35,552	5,025	14.1	24,926	22,711	2,215	9.8				
Total Ancillary Services	1,394,876	1,422,679	(27,802)	(2.0)	3,374,498	2,829,902	544,595	19.2				
Special Services:												
Money Orders	164,156	154,965	9,191	5.9	96,963	102,507	(5,544)	(5.4)				
Post Office Box Service	365,287	358,500	6,787	1.9	7,333	7,610	(277)	(3.6)				
Other Domestic Special Services	116,809	110,036	6,773	6.2	1,914	1,970	(55)	(2.8)				
Other International Special Services	9	15	(6)	(40.9)	871	372	499	0.0				
Total Additional Special Services	646,260	623,515	22,744	3.6	107,081	112,459	(5,378)	(4.8)				
Total Market Dominant Services	2,041,136	2,046,194	(5,058)	(0.2)	3,481,579	2,942,361	539,218	18.3				
Total Market Dominant Mail and Services	51,571,769	51,253,566	318,203	0.6								
Other Market Dominant Revenue	916,012	914,276	1,736	0.2								
Deferred Revenue Prepaid Postage Change in Es	0	1,315,689	(1,315,689)	(100.0)								
Total Market Dominant Revenue	52,487,781	53,483,532	(995,750)	(1.9)								

Service Transactions
U.S. Postal Service Mail
Fiscal Year, FY 2014 1/
=====

Ancillary Services	12,355
Other Services	1,600
Total	13,955

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR FISCAL YEAR
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/			
	Fiscal Year		Change		Fiscal Year		Change		Fiscal Year		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	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

**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR FISCAL YEAR
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/			
	Fiscal Year		Change		Fiscal Year		Change		Fiscal Year		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
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 from the latest 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 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

3/ Year to Date Post Office Box volume is equal to the volume from the latest 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.