

MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR FISCAL YEAR
FISCAL YEAR 2015 (Oct. 1, 2014-Sep. 30, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2014
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Fiscal Year		Change		Fiscal Year		Change		Fiscal Year		Change	
	FY 2015	FY 2014	Amount	Percent	FY 2015	FY 2014	Amount	Percent	FY 2015	FY 2014	Amount	Percent
First-Class Mail:												
Single-Piece Letters	9,958,138	10,243,261	(285,124)	(2.8)	19,737,174	20,860,427	(1,123,253)	(5.4)	602,259	636,422	(34,163)	(5.4)
Single-Piece Cards	296,549	318,654	(22,105)	(6.9)	838,954	923,418	(84,464)	(9.1)	5,358	5,901	(543)	(9.2)
Total Single-Piece Letters and Cards	10,254,687	10,561,916	(307,229)	(2.9)	20,576,128	21,783,845	(1,207,717)	(5.5)	607,617	642,324	(34,706)	(5.4)
Presort Letters	14,981,115	14,630,387	350,728	2.4	38,004,707	37,994,999	9,707	0.0	2,193,024	2,136,760	56,264	2.6
Presort Cards	569,486	558,757	10,729	1.9	2,169,537	2,198,318	(28,781)	(1.3)	17,715	17,946	(232)	(1.3)
Total Presort Letters and Cards	15,550,601	15,189,144	361,457	2.4	40,174,244	40,193,317	(19,074)	(0.0)	2,210,739	2,154,706	56,033	2.6
Flats	2,357,693	2,452,575	(94,882)	(3.9)	1,668,897	1,758,477	(89,580)	(5.1)	339,480	360,684	(21,203)	(5.9)
Parcels	544,684	584,647	(39,963)	(6.8)	200,100	230,525	(30,426)	(13.2)	61,725	70,468	(8,743)	(12.4)
Domestic Negotiated Serv. Agreement Mail	0	38,975	(38,975)	(100.0)	0	103,014	(103,014)	(100.0)	0	6,324	(6,324)	(100.0)
Outbound First-Class Mail International	314,797	305,318	9,479	3.1	212,184	214,128	(1,944)	(0.9)	11,394	11,256	138	1.2
Inbound Intl. Letter-Post Single-Piece & NSA Ma	426,462	337,639	88,823	26.3	473,600	400,500	73,100	18.3	154,926	117,790	37,136	31.5
First-Class Mail Fees	147,972	166,717	(18,746)	(11.2)	-	-	-	-	-	-	-	-
First-Class Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total First-Class Mail	29,596,896	29,636,932	(40,036)	(0.1)	63,305,152	64,683,808	(1,378,655)	(2.1)	3,385,881	3,363,551	22,330	0.7
Standard Mail:												
High Density and Saturation Letters	991,349	879,737	111,612	12.7	6,478,281	5,970,133	508,148	8.5	263,618	248,105	15,512	6.3
High Density and Saturation Flats & Parcels	2,036,738	2,005,555	31,183	1.6	11,232,313	11,278,630	(46,317)	(0.4)	2,024,632	2,036,896	(12,264)	(0.6)
Carrier Route	2,237,300	2,364,040	(126,740)	(5.4)	8,291,048	8,980,119	(689,071)	(7.7)	1,794,312	1,951,040	(156,728)	(8.0)
Letters	10,022,982	9,811,478	211,504	2.2	47,720,675	47,571,876	148,799	0.3	2,397,007	2,424,081	(27,074)	(1.1)
Flats	2,106,149	2,037,354	68,795	3.4	5,248,505	5,054,395	194,110	3.8	1,344,776	1,292,885	51,891	4.0
Parcels	65,093	67,967	(2,873)	(4.2)	60,420	65,846	(5,426)	(8.2)	22,646	23,062	(416)	(1.8)
Every Door Direct Mail Retail	148,385	147,089	1,297	0.9	832,566	886,857	(54,291)	(6.1)	105,602	111,514	(5,912)	(5.3)
Domestic Negotiated Serv. Agreement Mail	53,217	124,454	(71,237)	(57.2)	226,464	566,251	(339,786)	(60.0)	44,709	35,636	9,074	25.5
Inbound Intl. Negotiated Serv. Agreement Mail	0	83	(83)	(100.0)	0	154	(154)	(100.0)	0	42	(42)	(100.0)
Standard Mail Fees	50,006	56,713	(6,707)	(11.8)	-	-	-	-	-	-	-	-
Standard Mail Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total Standard Mail	17,711,220	17,494,470	216,750	1.2	80,090,273	80,374,260	(283,988)	(0.4)	7,997,302	8,123,261	(125,959)	(1.6)
Periodicals Mail:												
In-County	66,015	66,607	(592)	(0.9)	570,817	586,130	(15,313)	(2.6)	163,941	171,805	(7,865)	(4.6)
Outside County	1,515,354	1,552,223	(36,869)	(2.4)	5,267,358	5,458,584	(191,227)	(3.5)	2,003,821	2,103,172	(99,350)	(4.7)
Periodicals Mail Fees	7,852	6,496	1,355	20.9	-	-	-	-	-	-	-	-
Total Periodicals Mail	1,589,220	1,625,325	(36,105)	(2.2)	5,838,175	6,044,715	(206,540)	(3.4)	2,167,762	2,274,977	(107,215)	(4.7)
Package Services Mail:												
Parcel Post / Alaska Bypass	33,762	33,133	629	1.9	1,282	1,290	(8)	(0.6)	86,474	87,002	(528)	(0.6)
Inbound Intl. Surface Parcel Post (at UPU Rates)	0	19,449	(19,449)	(100.0)	0	980	(980)	(100.0)	0	15,455	(15,455)	(100.0)
Inbound Intl. Negotiated Service Agreement Mail	0	0	-	-	0	0	-	-	0	0	-	-
Bound Printed Matter Flats	212,356	201,907	10,449	5.2	260,492	249,745	10,747	4.3	411,428	392,471	18,957	4.8
Bound Printed Matter Parcels	283,462	272,313	11,149	4.1	227,911	211,977	15,935	7.5	553,967	523,594	30,374	5.8
Media and Library Mail	273,736	301,612	(27,876)	(9.2)	74,890	84,478	(9,588)	(11.3)	183,323	206,340	(23,018)	(11.2)
Package Services Mail Fees	2,761	2,661	100	3.7	-	-	-	-	-	-	-	-
Total Package Services Mail	806,077	831,074	(24,998)	(3.0)	564,576	548,470	16,106	2.9	1,235,191	1,224,861	10,330	0.8

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(Data in Thousands)**

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Fiscal Year		Change		Fiscal Year		Change		Fiscal Year		Change	
	FY 2015	FY 2014	FY 2015 over FY 2014 Amount	Percent	FY 2015	FY 2014	FY 2015 over FY 2014 Amount	Percent	FY 2015	FY 2014	FY 2015 over FY 2014 Amount	Percent
U.S. Postal Service Mail	-	-	-	-	354,628	438,643	(84,016)	(19.2)	112,726	110,529	2,196	2.0
Free Mail	-	-	-	-	45,135	45,989	(854)	(1.9)	18,315	20,880	(2,565)	(12.3)
Total Market Dominant Mail	49,703,413	49,587,802	115,611	0.2	150,197,938	152,135,884	(1,937,946)	(1.3)	14,917,177	15,118,060	(200,883)	(1.3)
Ancillary Services:												
Certified Mail	659,186	672,455	(13,269)	(2.0)	196,723	207,795	(11,072)	(5.3)				
Collect on Delivery	3,116	3,595	(479)	(13.3)	319	364	(44)	(12.1)				
Delivery Confirmation	40,591	83,809	(43,218)	(51.6)	3,550,053	2,930,584	619,469	21.1				
Insurance	89,116	91,613	(2,497)	(2.7)	22,748	19,634	3,114	15.9				
Registered Mail	37,892	36,717	1,176	3.2	2,446	2,333	113	4.8				
Return Receipts	369,116	361,900	7,216	2.0	155,866	153,920	1,946	1.3				
Stamped Envelopes and Cards	12,449	11,608	841	7.2	-	-	-	-				
Other Domestic Ancillary Services	83,121	70,636	12,485	17.7	31,905	26,935	4,971	18.5				
International Ancillary Services	43,084	40,570	2,514	6.2	29,108	24,925	4,183	16.8				
Total Ancillary Services	1,337,671	1,372,903	(35,232)	(2.6)	3,989,170	3,366,489	622,680	18.5				
Special Services:												
Money Orders	158,856	164,156	(5,300)	(3.2)	92,776	97,401	(4,624)	(4.7)				
Post Office Box Service	310,928	362,714	(51,787)	(14.3)	6,016	6,134	(119)	(1.9)				
Other Domestic Special Services	117,266	116,809	458	0.4	2,274	1,914	360	18.8				
Other International Special Services	9	9	0	4.9	914	871	43	0.0				
Total Additional Special Services	587,059	643,688	(56,628)	(8.8)	101,981	106,320	(4,339)	(4.1)				
Total Market Dominant Services	1,924,731	2,016,591	(91,860)	(4.6)	4,091,150	3,472,809	618,341	17.8				
Total Market Dominant Mail and Services	51,628,144	51,604,393	23,751	0.0								
Other Market Dominant Revenue	798,198	1,162,137	(363,938)	(31.3)								
Total Market Dominant Revenue	52,426,342	52,766,529	(340,187)	(0.6)								
										Service Transactions U.S. Postal Service Mail Quarter 7, FY 2015 1/		
										=====		
										Ancillary Services		14,770
										Other Services		1,685
										Total		16,455

COMPETITIVE PRODUCTS
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	Fiscal Year		Change		Fiscal Year		Change		Fiscal Year		Change	
	FY 2015	FY 2014	FY 2015 over FY 2014 Amount	FY 2015 over FY 2014 Percent	FY 2015	FY 2014	FY 2015 over FY 2014 Amount	FY 2015 over FY 2014 Percent	FY 2015	FY 2014	FY 2015 over FY 2014 Amount	FY 2015 over FY 2014 Percent
Priority Mail Express:												
Total Priority Mail Express Mail	779,067	759,843	19,224	2.5	35,705	36,231	(525)	(1.5)	38,421	37,073	1,348	3.6
First-Class Package Service:												
Total First Class Package Service	1,689,112	1,417,618	271,494	19.2	708,423	616,280	92,143	15.0	248,779	212,672	36,106	17.0
Standard Post Mail:												
Total Standard Post	474,340	503,804	(29,464)	(5.8)	32,516	36,306	(3,789)	(10.4)	187,452	222,322	(34,871)	(15.7)
Priority Mail:												
Total Priority Mail	7,276,239	6,729,485	546,754	8.1	992,190	897,900	94,290	10.5	2,227,771	1,938,968	288,803	14.9
Parcel Select Mail:												
Total Parcel Select Mail	3,298,476	2,528,944	769,533	30.4	1,876,634	1,482,669	393,965	26.6	3,578,361	2,599,846	978,515	37.6
Parcel Return Service Mail:												
Total Parcel Return Service Mail	152,301	138,619	13,682	9.9	59,610	55,650	3,960	7.1	170,763	171,010	(247)	(0.1)
International Mail:												
Outbound Priority Mail International	642,760	768,269	(125,509)	(16.3)	11,748	14,960	(3,212)	(21.5)	82,331	97,110	(14,780)	(15.2)
Outbound International Expedited Services	245,460	291,341	(45,881)	(15.7)	3,895	4,834	(938)	(19.4)	23,762	24,949	(1,187)	(4.8)
Other Outbound International Mail	847,794	937,149	(89,355)	(9.5)	222,989	244,022	(21,034)	(8.6)	83,582	93,131	(9,549)	(10.3)
Inbound International 3/	234,295	214,549	19,745	9.2	15,331	13,937	1,394	10.0	103,445	83,181	20,264	24.4
International Mail Fees	155	51	104	205.9	-	-	-	-	-	-	-	-
Total International Mail	1,970,465	2,211,359	(240,895)	(10.9)	253,963	277,753	(23,790)	(8.6)	293,119	298,371	(5,252)	(1.8)
Total Competitive Mail	15,640,000	14,289,673	1,350,327	9.4	3,959,042	3,402,788	556,253	16.3	6,744,664	5,480,263	1,264,401	23.1

**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
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	Fiscal Year		Change		Fiscal Year		Change		Fiscal Year		Change	
	FY 2015	FY 2014	FY 2015 over FY 2014 Amount	Percent	FY 2015	FY 2014	FY 2015 over FY 2014 Amount	Percent	FY 2015	FY 2014	FY 2015 over FY 2014 Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	65,343,413	63,877,475	1,465,938	2.3	154,156,980	155,538,672	(1,381,692)	(0.9)	21,661,842	20,598,324	1,063,518	5.2
Total All Services	2,710,521	2,726,609	(16,088)	(0.6)	4,180,996	3,566,038	614,958	17.2				
Total All Mail and Services	68,053,934	66,604,084	1,449,850	2.2								
Total All Other Revenue	897,248	1,250,237	(352,989)	(28.2)								
Total All Revenue	68,951,181	67,854,320	1,096,861	1.6								

RPW SUMMARY REPORT FOOTNOTES: MARKET DOMINANT PRODUCTS SECTION

1/ Not included elsewhere in this report.

3/ International Inbound Surface Parcel Post within this category have been shifted to the new Inbound International competitive product category.

6/ The figures presented for both the current and prior year reflect a change in methodology approved by the Postal Regulatory Commission in Order 2728 issued on September 24, 2015.

In general, 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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