

MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2016 (Jan. 1, 2016-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent
First-Class Mail:												
Single-Piece Letters	2,380,637	2,418,143	(37,506)	(1.6)	4,713,127	4,801,569	(88,442)	(1.8)	141,127	145,140	(4,014)	(2.8)
Single-Piece Cards	70,470	73,308	(2,838)	(3.9)	196,853	210,117	(13,264)	(6.3)	1,257	1,342	(85)	(6.3)
Total Single-Piece Letters and Cards	2,451,107	2,491,451	(40,344)	(1.6)	4,909,980	5,011,686	(101,706)	(2.0)	142,384	146,482	(4,098)	(2.8)
Presort Letters	4,012,462	3,864,516	147,946	3.8	10,015,167	9,874,910	140,257	1.4	579,493	567,182	12,311	2.2
Presort Cards	149,530	135,020	14,510	10.7	559,037	519,432	39,605	7.6	4,566	4,241	325	7.7
Total Presort Letters and Cards	4,161,992	3,999,536	162,455	4.1	10,574,204	10,394,342	179,862	1.7	584,059	571,423	12,636	2.2
Flats	576,961	617,135	(40,174)	(6.5)	402,216	434,559	(32,342)	(7.4)	81,977	89,900	(7,924)	(8.8)
Parcels	165,940	134,608	31,332	23.3	58,772	50,825	7,948	15.6	16,553	15,684	869	5.5
Domestic Negotiated Serv. Agreement Mail	0	0	0	-	0	0	0	-	0	0	0	-
Outbound First-Class Mail International	66,829	62,733	4,096	6.5	41,948	41,405	544	1.3	2,345	2,380	(36)	(1.5)
Inbound Intl. Letter-Post Single-Piece & NSA Ma	145,350	107,845	37,505	34.8	143,387	117,900	25,487	21.6	50,452	37,243	13,209	35.5
First-Class Mail Fees	38,499	39,582	(1,083)	(2.7)	-	-	-	-	-	-	-	-
First-Class Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total First-Class Mail	7,606,677	7,452,890	153,787	2.1	16,130,507	16,050,716	79,792	0.5	877,769	863,112	14,657	1.7
Standard Mail:												
High Density and Saturation Letters	269,370	240,775	28,594	11.9	1,723,663	1,587,016	136,647	8.6	69,587	65,729	3,858	5.9
High Density and Saturation Flats & Parcels	473,627	476,472	(2,845)	(0.6)	2,592,684	2,683,547	(90,863)	(3.4)	466,872	464,767	2,105	0.5
Carrier Route	434,345	545,963	(111,618)	(20.4)	1,557,086	1,997,260	(440,174)	(22.0)	347,429	451,375	(103,946)	(23.0)
Letters	2,508,767	2,397,082	111,686	4.7	11,837,165	11,444,504	392,662	3.4	594,981	580,520	14,462	2.5
Flats	583,307	478,196	105,112	22.0	1,498,781	1,137,410	361,371	31.8	380,458	298,397	82,062	27.5
Parcels	13,599	16,343	(2,744)	(16.8)	11,235	15,760	(4,525)	(28.7)	4,532	6,039	(1,507)	(25.0)
Every Door Direct Mail Retail	38,017	36,192	1,825	5.0	207,741	206,809	932	0.5	26,350	26,232	118	0.5
Domestic Negotiated Serv. Agreement Mail	10,339	10,316	24	0.2	46,043	46,769	(726)	(1.6)	9,464	9,213	251	2.7
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	-	0	0	0	-	0	0	0	-
Standard Mail Fees	16,654	15,194	1,460	9.6	-	-	-	-	-	-	-	-
Standard Mail Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total Standard Mail	4,348,025	4,216,531	131,494	3.1	19,474,398	19,119,073	355,324	1.9	1,899,674	1,902,271	(2,597)	(0.1)
Periodicals Mail:												
In-County	14,505	14,895	(391)	(2.6)	127,860	133,727	(5,867)	(4.4)	33,529	35,747	(2,218)	(6.2)
Outside County	357,292	373,336	(16,044)	(4.3)	1,237,850	1,313,053	(75,203)	(5.7)	449,952	488,177	(38,225)	(7.8)
Periodicals Mail Fees	1,785	1,580	205	13.0	-	-	-	-	-	-	-	-
Total Periodicals Mail	373,582	389,811	(16,230)	(4.2)	1,365,710	1,446,780	(81,070)	(5.6)	483,481	523,924	(40,443)	(7.7)
Package Services Mail:												
Alaska Bypass	8,475	8,158	317	3.9	318	312	6	1.9	21,416	21,028	388	1.8
Inbound Intl. Surface Parcel Post (at UPU Rates)	-	-	-	-	-	-	-	-	-	-	-	-
Inbound Intl. Negotiated Service Agreement Mail	0	0	-	-	0	0	-	-	0	0	-	-
Bound Printed Matter Flats	47,831	53,899	(6,068)	(11.3)	56,660	64,354	(7,694)	(12.0)	92,304	101,847	(9,543)	(9.4)
Bound Printed Matter Parcels	74,724	71,463	3,261	4.6	61,947	56,844	5,103	9.0	148,954	143,195	5,759	4.0
Media and Library Mail	66,059	71,966	(5,907)	(8.2)	18,471	19,642	(1,172)	(6.0)	42,779	47,963	(5,184)	(10.8)
Package Services Mail Fees	569	701	(132)	(18.8)	-	-	-	-	-	-	-	-
Total Package Services Mail	197,658	206,188	(8,530)	(4.1)	137,396	141,153	(3,757)	(2.7)	305,453	314,033	(8,580)	(2.7)

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2016 (Jan. 1, 2016-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2015 Percent
Priority Mail Express:												
Total Priority Mail Express Mail	202,717	189,037	13,680	7.2	8,118	8,781	(664)	(7.6)	8,489	9,154	(666)	(7.3)
First-Class Package Service:												
Total First Class Package Service	526,915	423,839	103,076	24.3	193,437	181,070	12,368	6.8	75,442	63,304	12,138	19.2
Retail Ground / Standard Post Mail:												
Total Retail Ground / Standard Post	99,889	116,945	(17,056)	(14.6)	5,847	8,499	(2,652)	(31.2)	33,034	46,109	(13,075)	(28.4)
Priority Mail:												
Total Priority Mail	1,894,686	1,751,134	143,553	8.2	240,492	240,021	471	0.2	548,919	521,888	27,031	5.2
Parcel Select Mail:												
Total Parcel Select Mail	1,084,914	760,945	323,970	42.6	558,588	442,104	116,484	26.3	1,133,973	803,878	330,096	41.1
Parcel Return Service Mail:												
Total Parcel Return Service Mail	42,817	37,766	5,050	13.4	16,259	14,782	1,477	10.0	48,516	42,584	5,932	13.9
International Mail:												
Outbound Priority Mail International	129,593	147,459	(17,865)	(12.1)	2,295	3,027	(732)	(24.2)	14,928	19,476	(4,548)	(23.4)
Outbound International Expedited Services	44,976	56,259	(11,283)	(20.1)	643	891	(248)	(27.8)	3,431	4,968	(1,537)	(30.9)
Other Outbound International Mail	210,286	211,123	(837)	(0.4)	51,806	57,740	(5,934)	(10.3)	20,110	21,202	(1,091)	(5.1)
Inbound International	55,072	56,401	(1,329)	(2.4)	3,879	3,689	190	5.2	25,540	24,505	1,035	4.2
International Mail Fees	12	11	1	12.4	-	-	-	-	-	-	-	-
Total International Mail	439,940	471,253	(31,313)	(6.6)	58,624	65,348	(6,724)	(10.3)	64,009	70,150	(6,142)	(8.8)
Total Competitive Mail	4,291,879	3,750,919	540,960	14.4	1,081,365	960,605	120,760	12.6	1,912,381	1,557,067	355,314	22.8

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2016 (Jan. 1, 2016-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2015 Percent
Total Market Dominant and Competitive												
Total All Mail	16,817,821	16,016,339	801,482	5.0	38,263,408	37,794,567	468,841	1.2	5,512,117	5,192,293	319,824	6.2
Total All Services	671,620	682,037	(10,417)	(1.5)	1,209,613	1,023,264	186,349	18.2				
Total All Mail and Services	17,489,441	16,698,376	791,065	4.7								
Total All Other Revenue	286,135	277,164	8,971	3.2								
Total All Revenue	17,775,577	16,975,540	800,037	4.7								

RPW SUMMARY REPORT FOOTNOTES: MARKET DOMINANT PRODUCTS SECTION

1/ Not included elsewhere in this report.

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

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.

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MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Mar. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(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 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent
First-Class Mail:												
Single-Piece Letters	5,200,656	5,316,374	(115,718)	(2.2)	10,290,305	10,593,638	(303,333)	(2.9)	315,251	325,046	(9,795)	(3.0)
Single-Piece Cards	148,809	151,437	(2,628)	(1.7)	414,373	433,391	(19,018)	(4.4)	2,644	2,767	(123)	(4.4)
Total Single-Piece Letters and Cards	5,349,465	5,467,811	(118,346)	(2.2)	10,704,678	11,027,029	(322,351)	(2.9)	317,895	327,813	(9,918)	(3.0)
Presort Letters	7,872,652	7,684,691	187,961	2.4	19,650,309	19,643,430	6,880	0.0	1,132,708	1,130,811	1,897	0.2
Presort Cards	302,724	281,043	21,681	7.7	1,131,543	1,082,507	49,036	4.5	9,242	8,839	404	4.6
Total Presort Letters and Cards	8,175,376	7,965,733	209,642	2.6	20,781,852	20,725,936	55,915	0.3	1,141,950	1,139,649	2,301	0.2
Flats	1,183,507	1,256,732	(73,225)	(5.8)	826,358	896,704	(70,347)	(7.8)	168,524	183,562	(15,039)	(8.2)
Parcels	320,242	281,744	38,498	13.7	112,306	106,258	6,048	5.7	33,262	33,002	259	0.8
Domestic Negotiated Serv. Agreement Mail	0	0	-	-	0	0	-	-	0	0	-	-
Outbound First-Class Mail International	156,526	150,793	5,732	3.8	103,109	103,423	(313)	(0.3)	5,398	5,531	(133)	(2.4)
Inbound Intl. Letter-Post Single-Piece & NSA Ma	303,307	226,632	76,675	33.8	314,544	244,644	69,900	28.6	107,113	80,113	27,000	33.7
First-Class Mail Fees	76,021	81,010	(4,989)	(6.2)	-	-	-	-	-	-	-	-
First-Class Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total First-Class Mail	15,564,443	15,430,456	133,988	0.9	32,842,846	33,103,994	(261,148)	(0.8)	1,774,141	1,769,672	4,469	0.3
Standard Mail:												
High Density and Saturation Letters	545,506	490,579	54,927	11.2	3,489,851	3,243,156	246,695	7.6	140,971	131,866	9,106	6.9
High Density and Saturation Flats & Parcels	1,015,490	1,047,640	(32,150)	(3.1)	5,519,615	5,836,676	(317,061)	(5.4)	1,004,914	1,025,657	(20,744)	(2.0)
Carrier Route	1,003,887	1,336,489	(332,601)	(24.9)	3,644,066	4,999,175	(1,355,109)	(27.1)	812,692	1,062,881	(250,189)	(23.5)
Letters	5,266,889	5,140,270	126,619	2.5	24,965,284	24,722,144	243,139	1.0	1,266,070	1,252,321	13,749	1.1
Flats	1,283,007	1,030,659	252,349	24.5	3,371,050	2,514,840	856,210	34.0	851,053	639,150	211,903	33.2
Parcels	28,134	34,708	(6,574)	(18.9)	23,376	33,019	(9,643)	(29.2)	9,002	12,367	(3,364)	(27.2)
Every Door Direct Mail Retail	75,321	74,416	905	1.2	411,588	425,233	(13,645)	(3.2)	52,206	53,936	(1,731)	(3.2)
Domestic Negotiated Serv. Agreement Mail	31,408	29,117	2,291	7.9	136,763	129,482	7,280	5.6	27,714	25,097	2,617	10.4
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	-	-	0	0	-	-	0	0	-	-
Standard Mail Fees	30,237	29,898	339	1.1	-	-	-	-	-	-	-	-
Standard Mail Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total Standard Mail	9,279,880	9,213,776	66,104	0.7	41,561,591	41,903,725	(342,134)	(0.8)	4,164,623	4,203,275	(38,653)	(0.9)
Periodicals Mail:												
In-County	31,562	32,837	(1,276)	(3.9)	269,435	283,602	(14,167)	(5.0)	76,494	83,081	(6,587)	(7.9)
Outside County	746,966	767,213	(20,247)	(2.6)	2,561,806	2,670,590	(108,785)	(4.1)	969,037	1,024,265	(55,228)	(5.4)
Periodicals Mail Fees	3,813	3,379	434	12.8	-	-	-	-	-	-	-	-
Total Periodicals Mail	782,341	803,430	(21,089)	(2.6)	2,831,240	2,954,192	(122,952)	(4.2)	1,045,531	1,107,345	(61,815)	(5.6)
Package Services Mail:												
Alaska Bypass	17,116	16,655	461	2.8	641	637	4	0.6	43,230	42,974	256	0.6
Inbound Intl. Surface Parcel Post (at UPU Rates)	-	-	-	-	-	-	-	-	-	-	-	-
Inbound Intl. Negotiated Service Agreement Mail	0	0	-	-	0	0	-	-	0	0	-	-
Bound Printed Matter Flats	115,605	114,447	1,158	1.0	144,116	140,386	3,730	2.7	231,478	223,772	7,707	3.4
Bound Printed Matter Parcels	154,646	148,346	6,299	4.2	128,757	118,278	10,479	8.9	303,611	295,047	8,564	2.9
Media and Library Mail	136,089	143,845	(7,756)	(5.4)	37,917	39,398	(1,480)	(3.8)	88,332	95,478	(7,146)	(7.5)
Package Services Mail Fees	1,315	1,566	(251)	(16.0)	-	-	-	-	-	-	-	-
Total Package Services Mail	424,770	424,859	(89)	(0.0)	311,431	298,698	12,733	4.3	666,652	657,271	9,381	1.4

COMPETITIVE PRODUCTS
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(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 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2015 Percent
Priority Mail Express:												
Total Priority Mail Express Mail	404,316	388,146	16,170	4.2	16,983	17,683	(700)	(4.0)	18,733	20,007	(1,274)	(6.4)
First-Class Package Service:												
Total First Class Package Service	1,063,934	877,250	186,684	21.3	410,210	373,893	36,317	9.7	153,533	131,784	21,749	16.5
Retail Ground / Standard Post Mail:												
Total Retail Ground / Standard Post	240,470	279,424	(38,953)	(13.9)	14,374	20,469	(6,095)	(29.8)	83,165	111,202	(28,037)	(25.2)
Priority Mail:												
Total Priority Mail	4,080,077	3,802,957	277,120	7.3	530,960	511,070	19,891	3.9	1,233,152	1,146,199	86,953	7.6
Parcel Select Mail:												
Total Parcel Select Mail	2,338,315	1,668,494	669,821	40.1	1,226,496	957,958	268,537	28.0	2,574,062	1,825,177	748,884	41.0
Parcel Return Service Mail:												
Total Parcel Return Service Mail	83,533	75,172	8,360	11.1	31,806	29,480	2,325	7.9	96,154	88,795	7,359	8.3
International Mail:												
Outbound Priority Mail International	304,296	345,416	(41,120)	(11.9)	5,573	6,971	(1,398)	(20.1)	37,329	46,040	(8,711)	(18.9)
Outbound International Expedited Services	100,628	125,910	(25,282)	(20.1)	1,494	1,982	(488)	(24.6)	8,319	12,316	(3,997)	(32.5)
Other Outbound International Mail	446,161	472,335	(26,174)	(5.5)	108,456	122,627	(14,171)	(11.6)	43,234	47,038	(3,804)	(8.1)
Inbound International	120,841	123,536	(2,695)	(2.2)	8,582	8,144	438	5.4	57,346	54,686	2,660	4.9
International Mail Fees	21	22	(1)	(2.4)	-	-	-	-	-	-	-	-
Total International Mail	971,947	1,067,219	(95,272)	(8.9)	124,105	139,724	(15,619)	(11.2)	146,228	160,080	(13,852)	(8.7)
Total Competitive Mail	9,182,592	8,158,662	1,023,930	12.6	2,354,933	2,050,277	304,656	14.9	4,305,027	3,483,245	821,783	23.6

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
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(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 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	35,234,027	34,031,183	1,202,844	3.5	80,167,406	80,545,594	(378,188)	(0.5)	12,029,529	11,287,538	741,991	6.6
Total All Services	1,349,535	1,355,935	(6,400)	(0.5)	2,555,338	2,132,446	422,892	19.8				
Total All Mail and Services	36,583,562	35,387,118	1,196,444	3.4								
Total All Other Revenue	557,142	355,521	201,621	56.7								
Total All Revenue	37,140,704	35,742,639	1,398,065	3.9								

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

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

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.