

**MARKET DOMINANT PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR FISCAL YEAR**  
**FISCAL YEAR 2016 (Oct. 1, 2015-Sep. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015**  
**(Data in Thousands)**

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Fiscal Year		Change		Fiscal Year		Change		Fiscal Year		Change	
	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent
<b>First-Class Mail:</b>												
Single-Piece Letters	9,458,402	10,028,095	(569,693)	(5.7)	18,910,477	19,886,572	(976,095)	(4.9)	577,042	607,462	(30,419)	(5.0)
Single-Piece Cards	282,150	302,066	(19,916)	(6.6)	795,244	854,796	(59,552)	(7.0)	5,078	5,457	(379)	(7.0)
Total Single-Piece Letters and Cards	9,740,552	10,330,161	(589,609)	(5.7)	19,705,721	20,741,368	(1,035,647)	(5.0)	582,120	612,919	(30,799)	(5.0)
Presort Letters	14,839,781	14,981,115	(141,335)	(0.9)	37,745,771	38,004,707	(258,936)	(0.7)	2,141,254	2,193,024	(51,770)	(2.4)
Presort Cards	576,737	569,486	7,251	1.3	2,197,374	2,169,537	27,837	1.3	17,947	17,715	232	1.3
Total Presort Letters and Cards	15,416,517	15,550,601	(134,084)	(0.9)	39,943,145	40,174,244	(231,099)	(0.6)	2,159,201	2,210,739	(51,538)	(2.3)
Flats	2,201,933	2,382,494	(180,561)	(7.6)	1,570,219	1,683,178	(112,959)	(6.7)	315,936	342,925	(26,990)	(7.9)
Parcels	711,051	548,215	162,836	29.7	253,945	201,391	52,554	26.1	76,531	62,129	14,401	23.2
Domestic Negotiated Serv. Agreement Mail	0	0	0	-	0	0	0	-	0	0	0	-
Outbound First-Class Mail International	261,571	271,101	(9,530)	(3.5)	171,873	180,777	(8,904)	(4.9)	9,297	9,927	(631)	(6.4)
Inbound Intl. Letter-Post Single-Piece & NSA Mai	590,606	426,462	164,144	38.5	605,259	473,600	131,659	27.8	204,861	154,926	49,935	32.2
First-Class Mail Fees	136,880	148,050	(11,170)	(7.5)	-	-	-	-	-	-	-	-
First-Class Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total First-Class Mail	29,059,110	29,657,084	(597,974)	(2.0)	62,250,162	63,454,557	(1,204,395)	(1.9)	3,347,945	3,393,566	(45,621)	(1.3)
<b>Standard Mail:</b>												
High Density and Saturation Letters	1,075,265	991,352	83,914	8.5	6,991,880	6,478,281	513,599	7.9	256,572	263,618	(7,045)	(2.7)
High Density and Saturation Flats & Parcels	2,003,948	2,036,762	(32,814)	(1.6)	11,047,259	11,232,313	(185,054)	(1.6)	2,047,152	2,024,627	22,525	1.1
Carrier Route	1,792,839	2,237,300	(444,461)	(19.9)	6,642,331	8,291,048	(1,648,717)	(19.9)	1,462,877	1,794,312	(331,435)	(18.5)
Letters	10,134,361	10,022,982	111,379	1.1	48,858,797	47,720,675	1,138,122	2.4	2,451,814	2,397,007	54,807	2.3
Flats	2,367,719	2,106,149	261,570	12.4	6,306,794	5,248,505	1,058,289	20.2	1,592,546	1,344,776	247,770	18.4
Parcels	53,126	65,093	(11,967)	(18.4)	44,767	60,420	(15,653)	(25.9)	17,163	22,646	(5,483)	(24.2)
Every Door Direct Mail Retail	145,650	148,385	(2,735)	(1.8)	810,238	832,566	(22,328)	(2.7)	102,770	105,602	(2,832)	(2.7)
Domestic Negotiated Serv. Agreement Mail	54,136	53,217	919	1.7	227,868	226,464	1,404	0.6	46,828	44,709	2,119	4.7
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	-	0	0	0	-	0	0	0	-
Standard Mail Fees	48,023	50,094	(2,071)	(4.1)	-	-	-	-	-	-	-	-
Standard Mail Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total Standard Mail	17,675,066	17,711,333	(36,267)	(0.2)	80,929,933	80,090,273	839,661	1.0	7,977,723	7,997,298	(19,575)	(0.2)
<b>Periodicals Mail:</b>												
In-County	60,977	66,015	(5,038)	(7.6)	534,172	570,817	(36,645)	(6.4)	149,903	163,941	(14,038)	(8.6)
Outside County	1,437,838	1,515,438	(77,600)	(5.1)	5,052,010	5,267,358	(215,347)	(4.1)	1,907,762	2,003,821	(96,059)	(4.8)
Periodicals Mail Fees	7,898	7,856	42	0.5	-	-	-	-	-	-	-	-
Total Periodicals Mail	1,506,713	1,589,309	(82,596)	(5.2)	5,586,182	5,838,175	(251,993)	(4.3)	2,057,665	2,167,762	(110,097)	(5.1)
<b>Package Services Mail:</b>												
Alaska Bypass	33,523	33,762	(239)	(0.7)	1,282	1,282	(0)	(0.0)	86,407	86,474	(67)	(0.1)
Inbound Intl. Surface Parcel Post (at UPU Rates)	0	-	-	-	-	-	-	-	-	-	-	-
Inbound Intl. Negotiated Service Agreement Mail	0	0	-	-	0	0	-	-	0	0	-	-
Bound Printed Matter Flats	208,585	212,363	(3,778)	(1.8)	264,935	260,492	4,443	1.7	424,949	411,428	13,521	3.3
Bound Printed Matter Parcels	288,674	283,473	5,200	1.8	249,957	227,911	22,045	9.7	571,731	553,967	17,763	3.2
Media and Library Mail	266,382	277,929	(11,547)	(4.2)	74,999	75,853	(855)	(1.1)	179,996	187,174	(7,178)	(3.8)
Package Services Mail Fees	2,224	2,769	(545)	(19.7)	-	-	-	-	-	-	-	-
Total Package Services Mail	799,387	810,296	(10,909)	(1.3)	591,173	565,539	25,634	4.5	1,263,083	1,239,043	24,040	1.9

**MARKET DOMINANT PRODUCTS**  
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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 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent
U.S. Postal Service Mail	-	-	-	-	421,035	356,679	64,356	18.0	117,327	113,828	3,500	3.1
Free Mail	-	-	-	-	45,316	46,080	(764)	(1.7)	18,539	18,743	(204)	(1.1)
Total Market Dominant Mail	49,040,277	49,768,022	(727,746)	(1.5)	149,823,801	150,351,302	(527,501)	(0.4)	14,782,282	14,930,239	(147,956)	(1.0)
Ancillary Services:												
Certified Mail	670,497	668,995	1,502	0.2	197,771	199,643	(1,872)	(0.9)				
Collect on Delivery	2,029	3,385	(1,356)	(40.1)	202	348	(147)	(42.1)				
Delivery Confirmation	569	40,591	(40,022)	(98.6)	4,318,277	3,550,053	768,224	21.6				
Insurance	76,946	89,542	(12,597)	(14.1)	15,347	18,594	(3,247)	(17.5)				
Registered Mail	31,637	37,429	(5,792)	(15.5)	2,013	2,403	(391)	(16.3)				
Return Receipts	358,732	373,916	(15,183)	(4.1)	153,606	157,617	(4,011)	(2.5)				
Stamped Envelopes and Cards	9,688	12,449	(2,761)	(22.2)	-	-	-	-				
Other Domestic Ancillary Services	88,160	79,790	8,370	10.5	32,775	30,447	2,328	7.6				
International Ancillary Services	42,074	42,241	(167)	(0.4)	28,552	29,046	(495)	(1.7)				
Total Ancillary Services	1,280,331	1,348,339	(68,008)	(5.0)	4,748,543	3,988,153	760,391	19.1				
Special Services:												
Money Orders	153,097	158,856	(5,759)	(3.6)	90,289	92,776	(2,487)	(2.7)				
Post Office Box Service	283,969	310,928	(26,959)	(8.7)	5,911	6,016	(104)	(1.7)				
Other Domestic Special Services	111,095	117,266	(6,172)	(5.3)	3,049	2,274	775	34.1				
Other International Special Services	1	9	(8)	(91.2)	81	914	(834)	(91.2)				
Total Additional Special Services	548,162	587,059	(38,898)	(6.6)	99,330	101,981	(2,650)	(2.6)				
Total Market Dominant Services	1,828,493	1,935,398	(106,905)	(5.5)	4,847,874	4,090,133	757,740	18.5				
Total Market Dominant Mail and Services	50,868,770	51,703,421	(834,651)	(1.6)								
Other Market Dominant Revenue 7/	1,106,383	770,645	335,738	43.6								
Deferred Revenue Change in Estimate 8/	948,500	0	-	-								
Total Market Dominant Revenue	52,923,653	52,474,066	449,587	0.9								

Service Transactions  
U.S. Postal Service Mail  
Quarter , FY 2016 1/  
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Ancillary Services	15,313
Other Services	812
Total	16,125

**COMPETITIVE PRODUCTS**  
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	Fiscal Year		Change		Fiscal Year		Change		Fiscal Year		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	809,413	779,067	30,346	3.9	33,043	35,705	(2,662)	(7.5)	35,275	38,421	(3,146)	(8.2)
First-Class Package Service:												
Total First Class Package Service	2,075,729	1,743,401	332,328	19.1	776,203	732,353	43,850	6.0	300,217	257,754	42,462	16.5
Standard Post Mail:												
Total Standard Post	414,955	475,151	(60,195)	(12.7)	24,093	32,558	(8,465)	(26.0)	144,712	187,709	(42,996)	(22.9)
Priority Mail:												
Total Priority Mail	7,784,881	7,188,815	596,066	8.3	1,004,246	974,390	29,856	3.1	2,321,006	2,181,898	139,108	6.4
Parcel Select Mail:												
Total Parcel Select Mail	4,608,093	3,298,540	1,309,553	39.7	2,369,358	1,876,634	492,724	26.3	4,997,114	3,578,361	1,418,753	39.6
Parcel Return Service Mail:												
Total Parcel Return Service Mail	168,532	152,301	16,231	10.7	64,037	59,610	4,427	7.4	187,651	170,763	16,889	9.9
International Mail:												
Outbound Priority Mail International	541,504	617,354	(75,850)	(12.3)	9,724	12,331	(2,606)	(21.1)	65,183	82,090	(16,907)	(20.6)
Outbound International Expedited Services	177,693	234,677	(56,984)	(24.3)	2,634	3,680	(1,046)	(28.4)	15,095	21,954	(6,859)	(31.2)
Other Outbound International Mail	842,564	863,799	(21,235)	(2.5)	200,088	227,383	(27,295)	(12.0)	81,894	86,290	(4,396)	(5.1)
Inbound International	230,564	234,295	(3,730)	(1.6)	16,099	15,331	769	5.0	107,553	103,445	4,108	4.0
International Mail Fees	81	154	(72)	(47.2)	-	-	-	-	-	-	-	-
Total International Mail	1,792,407	1,950,278	(157,872)	(8.1)	228,545	258,724	(30,179)	(11.7)	269,725	293,779	(24,054)	(8.2)
Total Competitive Mail	17,654,009	15,587,552	2,066,457	13.3	4,499,527	3,969,975	529,552	13.3	8,255,700	6,708,684	1,547,015	23.1



**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS  
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	Fiscal Year		Change		Fiscal Year		Change		Fiscal Year		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	66,694,286	65,355,574	1,338,711	2.0	154,323,327	154,321,277	2,051	0.0	23,037,982	21,638,923	1,399,059	6.5
Total All Services	2,670,277	2,725,913	(55,635)	(2.0)	4,939,154	4,180,364	758,790	18.2				
Total All Mail and Services	69,364,563	68,081,487	1,283,076	1.9								
Total All Other Revenue 7/	1,217,362	869,694	347,668	40.0								
Total Deferred Revenue Change in Estimate 8/	948,500	0	-	-								
Total All Revenue	71,530,425	68,951,181	2,579,244	3.7								

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.

7/ This amount includes the revenue recognized for the current year due to a change in accounting estimation for Forever Stamps. See form 10-Q filed August 9, 2016.

8/ This amount represents the reduction in Forever Stamp deferred liability for prior years due to a change in accounting estimate. See form 10-Q filed August 9, 2016.

- Report totals may not sum due to rounding.

RPW SUMMARY REPORT FOOTNOTES: COMPETITIVE PRODUCTS SECTION

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