

MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2013 (Jan. 1, 2013-Mar. 31, 2013) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2012
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2013	FY 2012	Amount	Percent	FY 2013	FY 2012	Amount	Percent	FY 2013	FY 2012	Amount	Percent
First-Class Mail:												
Single-Piece Letters	2,449,100	2,562,550	(113,450)	(4.4)	5,197,974	5,526,386	(328,413)	(5.9)	159,162	171,817	(12,655)	(7.4)
Single-Piece Cards	85,655	93,284	(7,629)	(8.2)	256,078	292,727	(36,649)	(12.5)	1,636	1,874	(238)	(12.7)
Total Single-Piece Letters and Cards	2,534,755	2,655,834	(121,079)	(4.6)	5,454,051	5,819,113	(365,062)	(6.3)	160,799	173,691	(12,893)	(7.4)
Presort Letters	3,742,479	3,775,843	(33,364)	(0.9)	10,114,838	10,392,421	(277,583)	(2.7)	547,027	556,710	(9,683)	(1.7)
Presort Cards	146,731	152,385	(5,654)	(3.7)	603,409	647,499	(44,090)	(6.8)	4,925	5,286	(361)	(6.8)
Total Presort Letters and Cards	3,889,209	3,928,228	(39,018)	(1.0)	10,718,248	11,039,920	(321,672)	(2.9)	551,952	561,996	(10,044)	(1.8)
Flats	656,162	701,461	(45,299)	(6.5)	491,139	533,405	(42,266)	(7.9)	100,484	109,915	(9,431)	(8.6)
Parcels	150,151	172,015	(21,864)	(12.7)	63,964	76,766	(12,802)	(16.7)	19,931	23,850	(3,919)	(16.4)
Domestic Negotiated Serv. Agreement Mail	20,365	19,206	1,159	6.0	54,410	52,673	1,737	3.3	3,634	3,306	328	9.9
Outbound First-Class Mail International 5/	105,938	161,601	(55,663)	(34.4)	54,661	61,403	(6,742)	(11.0)	6,161	12,522	(6,361)	(50.8)
Inbound Intl. Letter-Post Single-Piece & NSA Ma	69,033	59,960	9,072	15.1	96,771	91,665	5,106	5.6	22,464	21,033	1,432	6.8
First-Class Mail Fees	35,857	36,364	(507)	(1.4)	-	-	-	-	-	-	-	-
First-Class Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total First-Class Mail	7,461,470	7,734,669	(273,198)	(3.5)	16,933,245	17,674,946	(741,701)	(4.2)	865,424	906,312	(40,888)	(4.5)
Standard Mail:												
High Density and Saturation Letters	196,388	194,380	2,009	1.0	1,392,260	1,408,001	(15,741)	(1.1)	56,869	59,769	(2,900)	(4.9)
High Density and Saturation Flats & Parcels	438,235	442,455	(4,220)	(1.0)	2,609,868	2,684,620	(74,753)	(2.8)	458,412	480,686	(22,274)	(4.6)
Carrier Route	529,617	509,514	20,103	3.9	2,085,896	2,040,228	45,668	2.2	464,378	463,745	632	0.1
Letters	2,252,312	2,178,122	74,190	3.4	11,316,499	11,179,749	136,751	1.2	580,483	583,498	(3,015)	(0.5)
Flats	525,045	545,373	(20,328)	(3.7)	1,341,204	1,422,343	(81,140)	(5.7)	341,924	364,272	(22,348)	(6.1)
Parcels	16,681	55,656	(38,975)	(70.0)	17,195	59,087	(41,892)	(70.9)	5,480	23,719	(18,239)	(76.9)
Every Door Direct Mail Retail	34,747	11,195	23,552	210.4	244,697	78,839	165,858	210.4	31,037	10,000	21,037	210.4
Domestic Negotiated Serv. Agreement Mail	47,541	46,504	1,037	2.2	225,241	220,741	4,500	2.0	10,491	9,861	630	6.4
Inbound Intl. Negotiated Serv. Agreement Mail	20	53	(33)	(62.9)	32	(12)	44	(368.5)	9	(1)	10	(1,212.7)
Standard Mail Fees	17,016	17,123	(106)	(0.6)	-	-	-	-	-	-	-	-
Standard Mail Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total Standard Mail	4,057,602	4,000,374	57,228	1.4	19,232,891	19,093,597	139,295	0.7	1,949,083	1,995,549	(46,466)	(2.3)
Periodicals Mail:												
In-County	15,268	15,748	(479)	(3.0)	145,333	154,239	(8,906)	(5.8)	38,963	40,864	(1,901)	(4.7)
Outside County	398,575	413,456	(14,881)	(3.6)	1,458,982	1,527,361	(68,379)	(4.5)	557,043	580,725	(23,682)	(4.1)
Periodicals Mail Fees	2,180	2,112	69	3.3	-	-	-	-	-	-	-	-
Total Periodicals Mail	416,024	431,316	(15,292)	(3.5)	1,604,315	1,681,599	(77,284)	(4.6)	596,006	621,589	(25,583)	(4.1)
Package Services Mail:												
Parcel Post / Alaska Bypass 4/	73,950	187,712	(113,761)	(60.6)	6,265	17,472	(11,207)	(64.1)	57,918	119,307	(61,390)	(51.5)
Inbound Intl. Surface Parcel Post (at UPU Rates)	3,362	8,410	(5,048)	(60.0)	167	446	(280)	(62.7)	2,816	8,407	(5,592)	(66.5)
Inbound Intl. Negotiated Service Agreement Mail	0	13	(13)	(100.0)	0	1	(1)	(100.0)	0	5	(5)	(100.0)
Bound Printed Matter Flats	46,083	46,988	(905)	(1.9)	55,910	56,445	(536)	(0.9)	85,302	81,713	3,589	4.4
Bound Printed Matter Parcels	71,979	85,583	(13,604)	(15.9)	56,119	67,010	(10,891)	(16.3)	149,622	195,624	(46,002)	(23.5)
Media and Library Mail	82,129	81,304	825	1.0	24,853	25,747	(894)	(3.5)	57,810	59,566	(1,756)	(2.9)
Package Services Mail Fees	815	841	(26)	(3.1)	-	-	-	-	-	-	-	-
Total Package Services Mail	278,319	410,851	(132,533)	(32.3)	143,314	167,122	(23,809)	(14.2)	353,468	464,623	(111,155)	(23.9)

COMPETITIVE PRODUCTS
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FISCAL YEAR 2013 (Jan. 1, 2013-Mar. 31, 2013) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2012
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2013	FY 2012	FY 2013 over FY 2012 Amount	FY 2013 over FY 2012 Percent	FY 2013	FY 2012	FY 2013 over FY 2012 Amount	FY 2013 over FY 2012 Percent	FY 2013	FY 2012	FY 2013 over FY 2012 Amount	FY 2013 over FY 2012 Percent
Priority Mail Express:												
Total Priority Mail Express	195,625	202,516	(6,891)	(3.4)	10,035	9,938	97	1.0	9,442	9,986	(544)	(5.4)
First-Class Package Service:												
Total First Class Package Service	294,049	207,872	86,177	41.5	134,540	98,155	36,385	37.1	45,344	32,471	12,874	39.6
Standard Post Mail:												
Total Standard Post 4/	99,026	0	99,026	-	7,680	0	7,680	-	45,369	0	45,369	-
Priority Mail:												
Total Priority Mail	1,606,930	1,451,458	155,472	10.7	220,134	202,757	17,377	8.6	452,431	407,011	45,420	11.2
Parcel Select Mail:												
Total Parcel Select Mail	449,123	338,785	110,338	32.6	308,855	241,339	67,516	28.0	469,034	393,283	75,751	19.3
Parcel Return Service Mail:												
Total Parcel Return Service Mail	31,940	30,607	1,333	4.4	13,045	12,144	901	7.4	39,518	36,531	2,987	8.2
International Mail:												
Outbound Priority Mail International	228,923	234,065	(5,142)	(2.2)	5,062	6,040	(977)	(16.2)	29,520	32,516	(2,996)	(9.2)
Outbound International Expedited Services	85,351	95,001	(9,651)	(10.2)	1,429	1,793	(364)	(20.3)	6,923	7,350	(427)	(5.8)
Other Outbound International Mail 5/	203,914	81,776	122,137	149.4	63,662	57,873	5,789	10.0	20,925	13,065	7,860	60.2
Inbound International	53,781	64,287	(10,507)	(16.3)	3,511	4,553	(1,042)	(22.9)	20,459	25,696	(5,238)	(20.4)
International Mail Fees	10	13	(3)	(24.7)	-	-	-	-	-	-	-	-
Total International Mail	571,978	475,143	96,835	20.4	73,665	70,259	3,406	4.8	77,826	78,627	(801)	(1.0)
Total Competitive Mail	3,248,671	2,706,381	542,289	20.0	767,955	634,592	133,363	21.0	1,138,964	957,909	181,055	18.9

**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2013 (Jan. 1, 2013-Mar. 31, 2013) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2012
(Data in Thousands)**

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2013	FY 2012	Amount	Percent	FY 2013	FY 2012	Amount	Percent	FY 2013	FY 2012	Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	15,462,086	15,283,591	178,495	1.2	38,784,373	39,358,286	(573,913)	(1.5)	4,943,743	4,988,105	(44,362)	(0.9)
Total All Services	694,776	720,075	(25,299)	(3.5)	627,830	601,384	26,446	4.4				
Total All Mail and Services	16,156,862	16,003,666	153,196	1.0								
Total All Other Revenue	198,408	230,015	(31,607)	(13.7)								
Total All Revenue	16,355,270	16,233,681	121,589	0.7								

RPW SUMMARY REPORT FOOTNOTES: MARKET DOMINANT PRODUCTS SECTION

1/ Not included elsewhere in this report.

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.

RPW SUMMARY REPORT FOOTNOTES: COMPETITIVE PRODUCTS SECTION

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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 2013 (Oct. 1, 2012-Mar. 31, 2013) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2012
(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 2013	FY 2012	Amount	Percent	FY 2013	FY 2012	Amount	Percent	FY 2013	FY 2012	Amount	Percent
First-Class Mail:												
Single-Piece Letters	5,371,539	5,617,438	(245,899)	(4.4)	11,481,217	12,233,317	(752,100)	(6.1)	356,816	384,000	(27,184)	(7.1)
Single-Piece Cards	175,636	183,795	(8,158)	(4.4)	531,171	596,046	(64,874)	(10.9)	3,393	3,812	(419)	(11.0)
Total Single-Piece Letters and Cards	5,547,175	5,801,233	(254,058)	(4.4)	12,012,389	12,829,363	(816,974)	(6.4)	360,208	387,812	(27,604)	(7.1)
Presort Letters	7,352,182	7,474,149	(121,967)	(1.6)	20,036,461	20,674,730	(638,268)	(3.1)	1,073,247	1,100,365	(27,118)	(2.5)
Presort Cards	301,537	299,592	1,945	0.6	1,247,822	1,318,266	(70,444)	(5.3)	10,185	10,762	(576)	(5.4)
Total Presort Letters and Cards	7,653,718	7,773,741	(120,023)	(1.5)	21,284,283	21,992,996	(708,713)	(3.2)	1,083,433	1,111,127	(27,695)	(2.5)
Flats	1,318,851	1,397,163	(78,312)	(5.6)	1,001,169	1,075,216	(74,046)	(6.9)	204,640	220,335	(15,695)	(7.1)
Parcels	305,535	360,131	(54,596)	(15.2)	131,693	166,029	(34,336)	(20.7)	41,435	52,339	(10,904)	(20.8)
Domestic Negotiated Serv. Agreement Mail	41,239	38,096	3,143	8.2	111,639	105,060	6,579	6.3	7,169	6,621	548	8.3
Outbound First-Class Mail International 5/	326,796	358,196	(31,400)	(8.8)	141,357	150,245	(8,888)	(5.9)	23,017	27,423	(4,406)	(16.1)
Inbound Intl. Letter-Post Single-Piece & NSA Ma	144,452	137,787	6,664	4.8	207,433	216,713	(9,280)	(4.3)	50,258	47,725	2,532	5.3
First-Class Mail Fees	70,763	75,036	(4,273)	(5.7)	-	-	-	-	-	-	-	-
First-Class Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total First-Class Mail	15,408,529	15,941,384	(532,855)	(3.3)	34,889,964	36,535,621	(1,645,657)	(4.5)	1,770,159	1,853,383	(83,223)	(4.5)
Standard Mail:												
High Density and Saturation Letters	401,084	379,983	21,101	5.6	2,861,700	2,767,896	93,804	3.4	115,511	116,300	(789)	(0.7)
High Density and Saturation Flats & Parcels	971,407	950,840	20,567	2.2	5,774,442	5,713,982	60,460	1.1	1,033,995	1,059,246	(25,251)	(2.4)
Carrier Route	1,320,942	1,186,534	134,408	11.3	5,399,896	4,838,162	561,734	11.6	1,112,371	1,085,277	27,094	2.5
Letters	4,651,029	4,601,035	49,994	1.1	23,865,615	23,835,800	29,815	0.1	1,201,567	1,248,777	(47,210)	(3.8)
Flats	1,128,802	1,170,217	(41,415)	(3.5)	2,978,328	3,130,290	(151,963)	(4.9)	741,489	791,154	(49,666)	(6.3)
Parcels 2/	37,253	252,570	(215,316)	(85.3)	37,965	273,197	(235,232)	(86.1)	12,022	116,200	(104,178)	(89.7)
Every Door Direct Mail Retail	66,355	19,328	47,027	243.3	467,291	136,116	331,175	243.3	59,271	17,265	42,006	243.3
Domestic Negotiated Serv. Agreement Mail	102,588	93,992	8,596	9.1	490,128	450,871	39,257	8.7	21,833	20,533	1,301	6.3
Inbound Intl. Negotiated Serv. Agreement Mail	24	119	(95)	(80.0)	37	116	(79)	(67.8)	11	23	(12)	(51.6)
Standard Mail Fees	32,495	35,006	(2,511)	(7.2)	-	-	-	-	-	-	-	-
Standard Mail Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total Standard Mail	8,711,979	8,689,624	22,356	0.3	41,875,401	41,146,430	728,971	1.8	4,298,070	4,454,775	(156,705)	(3.5)
Periodicals Mail:												
In-County	32,425	33,240	(815)	(2.5)	300,564	316,167	(15,604)	(4.9)	88,238	91,461	(3,223)	(3.5)
Outside County	805,637	837,625	(31,988)	(3.8)	2,944,300	3,093,068	(148,768)	(4.8)	1,140,796	1,188,354	(47,558)	(4.0)
Periodicals Mail Fees	4,357	4,400	(43)	(1.0)	-	-	-	-	-	-	-	-
Total Periodicals Mail	842,419	875,266	(32,846)	(3.8)	3,244,863	3,409,235	(164,372)	(4.8)	1,229,034	1,279,815	(50,781)	(4.0)
Package Services Mail:												
Parcel Post / Alaska Bypass 4/	323,139	426,902	(103,763)	(24.3)	28,898	40,180	(11,282)	(28.1)	211,552	268,160	(56,608)	(21.1)
Inbound Intl. Surface Parcel Post (at UPU Rates)	9,149	13,066	(3,917)	(30.0)	487	793	(306)	(38.6)	7,595	13,189	(5,594)	(42.4)
Inbound Intl. Negotiated Service Agreement Mail	2	18	(16)	(88.0)	1	3	(2)	(71.6)	3	9	(6)	(71.3)
Bound Printed Matter Flats	96,416	98,766	(2,351)	(2.4)	121,474	123,690	(2,217)	(1.8)	185,252	182,684	2,568	1.4
Bound Printed Matter Parcels	143,231	162,360	(19,129)	(11.8)	113,605	128,783	(15,178)	(11.8)	303,337	366,454	(63,117)	(17.2)
Media and Library Mail	155,993	162,876	(6,883)	(4.2)	47,552	51,954	(4,403)	(8.5)	111,883	122,072	(10,189)	(8.3)
Package Services Mail Fees	1,606	1,714	(108)	(6.3)	-	-	-	-	-	-	-	-
Total Package Services Mail	729,536	865,703	(136,167)	(15.7)	312,016	345,404	(33,387)	(9.7)	819,621	952,568	(132,947)	(14.0)

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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 2013	FY 2012	FY 2013 over FY 2012 Amount	FY 2013 over FY 2012 Percent	FY 2013	FY 2012	FY 2013 over FY 2012 Amount	FY 2013 over FY 2012 Percent	FY 2013	FY 2012	FY 2013 over FY 2012 Amount	FY 2013 over FY 2012 Percent
Priority Mail Express:												
Total Priority Mail Express	403,143	405,090	(1,947)	(0.5)	20,070	20,147	(77)	(0.4)	21,146	21,206	(59)	(0.3)
First-Class Package Service:												
Total First Class Package Service	586,461	414,457	172,005	41.5	271,284	197,943	73,342	37.1	91,742	66,599	25,143	37.8
Standard Post Mail:												
Total Standard Post 4/	99,026	0	99,026	-	7,680	0	7,680	-	45,369	0	45,369	-
Priority Mail:												
Total Priority Mail	3,332,879	3,171,764	161,115	5.1	453,951	436,110	17,841	4.1	958,401	915,655	42,746	4.7
Parcel Select Mail:												
Total Parcel Select Mail 2/	970,772	593,792	376,980	63.5	668,366	376,256	292,110	77.6	1,102,195	937,572	164,624	17.6
Parcel Return Service Mail:												
Total Parcel Return Service Mail	60,771	57,187	3,583	6.3	24,874	22,849	2,026	8.9	76,842	71,946	4,896	6.8
International Mail:												
Outbound Priority Mail International	491,904	508,240	(16,336)	(3.2)	11,475	13,471	(1,996)	(14.8)	66,300	71,903	(5,603)	(7.8)
Outbound International Expedited Services	180,499	194,853	(14,354)	(7.4)	3,179	3,862	(684)	(17.7)	15,499	15,739	(241)	(1.5)
Other Outbound International Mail 5/	305,047	165,726	139,321	84.1	122,548	122,416	132	0.1	36,699	27,158	9,541	35.1
Inbound International	113,181	124,333	(11,152)	(9.0)	8,116	9,260	(1,144)	(12.4)	45,729	53,186	(7,457)	(14.0)
International Mail Fees	35	32	4	11.9	-	-	-	-	-	-	-	-
Total International Mail	1,090,667	993,184	97,483	9.8	145,317	149,010	(3,692)	(2.5)	164,226	167,986	(3,760)	(2.2)
Total Competitive Mail	6,543,718	5,635,474	908,244	16.1	1,591,542	1,202,314	389,228	32.4	2,459,922	2,180,964	278,958	12.8

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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 2013	FY 2012	Amount	Percent	FY 2013	FY 2012	Amount	Percent	FY 2013	FY 2012	Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	32,236,181	32,007,450	228,731	0.7	82,248,761	82,919,688	(670,928)	(0.8)	10,664,517	10,811,122	(146,606)	(1.4)
Total All Services	1,375,620	1,457,979	(82,359)	(5.6)	1,263,943	1,277,819	(13,876)	(1.1)				
Total All Mail and Services	33,611,801	33,465,428	146,373	0.4								
Total All Other Revenue	408,934	451,080	(42,145)	(9.3)								
Total All Revenue	34,020,735	33,916,508	104,227	0.3								

RPW SUMMARY REPORT FOOTNOTES: MARKET DOMINANT PRODUCTS SECTION

1/ Not included elsewhere in this report.

2/ Machinable and irregular parcels within this category have been shifted to a Lightweight category under Parcel Select as of January 22, 2012.

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.

RPW SUMMARY REPORT FOOTNOTES: COMPETITIVE PRODUCTS SECTION

2/ Machinable and irregular parcels within this category have been shifted to a Lightweight category under Parcel Select as of January 22, 2012.

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.