

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

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		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
First-Class Mail:												
Single-Piece Letters	2,808,683	2,882,016	(73,333)	(2.5)	5,557,169	5,757,437	(200,268)	(3.5)	173,414	179,065	(5,651)	(3.2)
Single-Piece Cards	77,667	77,047	620	0.8	215,621	220,096	(4,475)	(2.0)	1,375	1,405	(30)	(2.2)
Total Single-Piece Letters and Cards	2,886,350	2,959,063	(72,713)	(2.5)	5,772,790	5,977,532	(204,742)	(3.4)	174,789	180,470	(5,681)	(3.1)
Presort Letters	3,860,190	3,820,175	40,016	1.0	9,635,142	9,768,520	(133,377)	(1.4)	553,215	563,628	(10,413)	(1.8)
Presort Cards	153,194	146,022	7,171	4.9	572,505	563,074	9,431	1.7	4,676	4,598	78	1.7
Total Presort Letters and Cards	4,013,384	3,966,197	47,187	1.2	10,207,648	10,331,594	(123,947)	(1.2)	557,891	568,226	(10,335)	(1.8)
Flats	602,826	636,803	(33,977)	(5.3)	422,044	460,448	(38,404)	(8.3)	86,071	93,282	(7,211)	(7.7)
Parcels	153,231	146,688	6,544	4.5	53,205	55,261	(2,057)	(3.7)	16,610	17,273	(663)	(3.8)
Domestic Negotiated Serv. Agreement Mail	0	0	0	-	0	0	0	-	0	0	0	-
Outbound First-Class Mail International	96,553	101,767	(5,214)	(5.1)	65,735	73,551	(7,816)	(10.6)	3,297	3,588	(290)	(8.1)
Inbound Intl. Letter-Post Single-Piece & NSA Mail	157,957	118,787	39,170	33.0	170,813	126,744	44,070	34.8	56,661	42,871	13,791	32.2
First-Class Mail Fees	38,072	41,415	(3,343)	(8.1)	-	-	-	-	-	-	-	-
First-Class Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total First-Class Mail	7,948,372	7,970,719	(22,346)	(0.3)	16,692,235	17,025,131	(332,897)	(2.0)	895,320	905,709	(10,389)	(1.1)
Standard Mail:												
High Density and Saturation Letters	276,136	249,802	26,334	10.5	1,766,188	1,656,140	110,048	6.6	71,366	66,137	5,229	7.9
High Density and Saturation Flats & Parcels	541,863	571,160	(29,296)	(5.1)	2,931,011	3,153,129	(222,118)	(7.0)	537,951	560,890	(22,939)	(4.1)
Carrier Route	569,542	790,526	(220,984)	(28.0)	2,096,874	3,001,916	(905,042)	(30.1)	465,308	611,506	(146,197)	(23.9)
Letters	2,758,122	2,743,188	14,933	0.5	13,128,118	13,277,640	(149,522)	(1.1)	670,022	671,801	(1,780)	(0.3)
Flats	699,700	552,463	147,237	26.7	1,875,502	1,377,429	498,072	36.2	471,139	340,753	130,386	38.3
Parcels	14,535	18,365	(3,830)	(20.9)	12,142	17,259	(5,118)	(29.7)	4,551	6,328	(1,777)	(28.1)
Every Door Direct Mail Retail	37,304	38,224	(920)	(2.4)	203,847	218,424	(14,577)	(6.7)	25,856	27,705	(1,849)	(6.7)
Domestic Negotiated Serv. Agreement Mail	21,069	18,801	2,267	12.1	90,720	82,713	8,006	9.7	18,250	15,885	2,366	14.9
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	-	0	0	0	-	0	0	0	-
Standard Mail Fees	13,158	14,698	(1,539)	(10.5)	-	-	-	-	-	-	-	-
Standard Mail Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total Standard Mail	4,931,429	4,997,227	(65,798)	(1.3)	22,104,402	22,784,652	(680,250)	(3.0)	2,264,443	2,301,004	(36,561)	(1.6)
Periodicals Mail:												
In-County	16,928	17,942	(1,015)	(5.7)	140,536	149,875	(9,339)	(6.2)	42,650	47,333	(4,684)	(9.9)
Outside County	389,694	393,861	(4,168)	(1.1)	1,314,240	1,357,537	(43,297)	(3.2)	515,275	536,088	(20,812)	(3.9)
Periodicals Mail Fees	1,942	1,799	143	8.0	-	-	-	-	-	-	-	-
Total Periodicals Mail	408,563	413,602	(5,039)	(1.2)	1,454,776	1,507,412	(52,636)	(3.5)	557,925	583,421	(25,496)	(4.4)
Package Services Mail:												
Alaska Bypass	8,641	8,497	144	1.7	324	326	(2)	(0.6)	21,814	21,947	(133)	(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	67,574	60,546	7,028	11.6	87,455	76,031	11,424	15.0	139,174	121,925	17,249	14.1
Bound Printed Matter Parcels	79,680	76,880	2,800	3.6	66,810	61,433	5,377	8.8	154,657	151,852	2,805	1.8
Media and Library Mail	69,440	71,529	(2,089)	(2.9)	19,324	19,655	(331)	(1.7)	45,303	47,316	(2,013)	(4.3)
Package Services Mail Fees	618	865	(247)	(28.6)	-	-	-	-	-	-	-	-
Total Package Services Mail	225,952	218,317	7,636	3.5	173,913	157,446	16,468	10.5	360,949	343,040	17,909	5.2

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

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		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
Express Mail:												
Total Express Mail	197,751	199,109	(1,358)	(0.7)	8,641	8,902	(261)	(2.9)	11,914	10,853	1,061	9.8
First-Class Package Service:												
Total First Class Package Service	533,371	451,822	81,550	18.0	215,280	192,114	23,166	12.1	77,549	68,246	9,303	13.6
Standard Post Mail:												
Total Standard Post	140,402	162,408	(22,006)	(13.6)	8,513	11,961	(3,448)	(28.8)	50,067	65,052	(14,985)	(23.0)
Priority Mail:												
Total Priority Mail	2,203,160	2,054,109	149,051	7.3	292,281	271,327	20,954	7.7	689,284	625,354	63,931	10.2
Parcel Select Mail:												
Total Parcel Select Mail	1,253,348	907,525	345,823	38.1	667,904	515,854	152,050	29.5	1,440,082	1,021,300	418,782	41.0
Parcel Return Service Mail:												
Total Parcel Return Service Mail	40,716	37,406	3,310	8.8	15,547	14,698	849	5.8	47,637	46,212	1,426	3.1
International Mail:												
Outbound Priority Mail International	171,442	203,229	(31,787)	(15.6)	3,019	3,743	(724)	(19.4)	20,882	26,828	(5,946)	(22.2)
Outbound International Expedited Services	58,702	73,273	(14,571)	(19.9)	909	1,162	(252)	(21.7)	5,329	8,003	(2,674)	(33.4)
Other Outbound International Mail	245,297	252,837	(7,540)	(3.0)	56,443	63,651	(7,209)	(11.3)	23,173	25,169	(1,997)	(7.9)
Inbound International	65,768	67,135	(1,368)	(2.0)	4,702	4,455	247	5.6	31,806	30,181	1,626	5.4
International Mail Fees	9	11	(2)	(18.3)	-	-	-	-	-	-	-	-
Total International Mail	541,217	596,485	(55,268)	(9.3)	65,073	73,011	(7,938)	(10.9)	81,190	90,181	(8,991)	(10.0)
Total Competitive Mail	4,909,965	4,408,864	501,101	11.4	1,273,237	1,087,866	185,372	17.0	2,397,723	1,927,197	470,526	24.4

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

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		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
Ancillary Services:												
Other Domestic Ancillary Services	988	823	165	20.1	167	144	23	16.2				
International Ancillary Services	2,316	2,879	(563)	(19.6)	547	490	57	11.6				
Total Ancillary Services	3,304	3,702	(398)	(10.8)	714	634	80	12.7				
Special Services:												
Premium Forwarding Service	10,212	9,783	429	4.4	555	531	24	4.4				
Intl. Money Orders & Money Transfer Service	248	271	(23)	(8.4)	37	42	(5)	(12.4)				
Other Domestic Special Services	203,709	182,767	20,942	11.5	27,480	28,464	(984)	(3.5)				
Other International Special Services	-	-	-	-	-	-	-	-				
Total Special Services	214,169	192,821	21,348	11.1	28,072	29,037	(966)	(3.3)				
Total Competitive Services	217,473	196,523	20,950	10.7	28,786	29,671	(885)	(3.0)				
Total Competitive Mail and Services	5,127,438	4,605,387	522,051	11.3								
Other Competitive Revenue	20,965	21,644	(679)	(3.1)								
Total Competitive Revenue	5,148,403	4,627,030	521,372	11.3								

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

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		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	18,424,282	18,008,729	415,553	2.3	41,888,141	42,720,464	(832,323)	(1.9)	6,516,565	6,095,032	421,533	6.9
Total All Services	673,638	670,860	2,779	0.4	1,357,255	1,121,194	236,060	21.1				
Total All Mail and Services	19,097,920	18,679,588	418,332	2.2								
Total All Other Revenue	267,207	87,510	179,697	205.3								
Total All Revenue	19,365,127	18,767,099	598,029	3.2								

RPW SUMMARY REPORT FOOTNOTES: MARKET DOMINANT PRODUCTS SECTION

1/ Not included elsewhere in this report.

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.