

MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2012 (Jul. 1, 2012-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)

Service Category	REVENUE 5/				PIECES 5/				WEIGHT (Pounds) 5/			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2012	FY 2011	Amount	Percent	FY 2012	FY 2011	Amount	Percent	FY 2012	FY 2011	Amount	Percent
First-Class Mail:												
Single-Piece Letters	2,403,861	2,530,258	(126,397)	(5.0)	5,137,603	5,526,343	(388,741)	(7.0)	159,034	172,187	(13,153)	(7.6)
Single-Piece Cards	91,590	94,224	(2,634)	(2.8)	280,041	316,097	(36,056)	(11.4)	1,788	2,020	(233)	(11.5)
Total Single-Piece Letters and Cards	2,495,452	2,624,482	(129,031)	(4.9)	5,417,644	5,842,441	(424,797)	(7.3)	160,821	174,207	(13,386)	(7.7)
Presort Letters	3,468,088	3,610,573	(142,485)	(3.9)	9,539,354	10,027,322	(487,968)	(4.9)	510,712	537,672	(26,960)	(5.0)
Presort Cards	142,866	147,257	(4,390)	(3.0)	593,523	671,867	(78,344)	(11.7)	4,844	5,485	(640)	(11.7)
Total Presort Letters and Cards	3,610,954	3,757,830	(146,876)	(3.9)	10,132,877	10,699,189	(566,312)	(5.3)	515,557	543,157	(27,600)	(5.1)
Flats	618,582	648,048	(29,467)	(4.5)	473,460	501,278	(27,817)	(5.5)	96,876	101,854	(4,978)	(4.9)
Parcels 2/	136,079	176,052	(39,973)	(22.7)	59,633	84,159	(24,527)	(29.1)	18,510	26,562	(8,052)	(30.3)
Domestic Negotiated Serv. Agreement Mail	19,256	0	19,256	-	52,744	0	52,744	-	3,286	0	3,286	-
Outbound First-Class Mail International	150,097	147,538	2,559	1.7	53,077	66,601	(13,524)	(20.3)	11,735	11,145	590	5.3
Inbound Intl. Letter-Post Single-Piece & NSA Ma	58,944	50,757	8,186	16.1	78,524	87,315	(8,791)	(10.1)	21,422	16,967	4,455	26.3
First-Class Mail Fees	30,220	32,735	(2,515)	(7.7)	-	-	-	-	-	-	-	-
First-Class Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total First-Class Mail	7,119,583	7,437,442	(317,859)	(4.3)	16,267,959	17,280,982	(1,013,024)	(5.9)	828,206	873,891	(45,685)	(5.2)
Standard Mail:												
High Density and Saturation Letters	191,365	188,610	2,755	1.5	1,382,570	1,393,454	(10,883)	(0.8)	56,850	60,882	(4,033)	(6.6)
High Density and Saturation Flats & Parcels	497,062	461,305	35,757	7.8	2,999,089	2,809,538	189,552	6.7	542,214	531,334	10,880	2.0
Carrier Route	564,794	533,985	30,810	5.8	2,279,092	2,202,160	76,933	3.5	496,851	498,318	(1,467)	(0.3)
Letters	2,214,921	2,440,495	(225,574)	(9.2)	11,366,372	12,637,488	(1,271,116)	(10.1)	577,811	665,585	(87,774)	(13.2)
Flats	555,383	611,656	(56,273)	(9.2)	1,483,078	1,677,893	(194,815)	(11.6)	374,175	426,528	(52,353)	(12.3)
Parcels 3/	16,447	165,887	(149,440)	(90.1)	15,740	179,166	(163,426)	(91.2)	5,185	78,046	(72,861)	(93.4)
Domestic Negotiated Serv. Agreement Mail	55,736	1,000	54,736	5,474.1	270,043	4,778	265,265	5,551.6	12,058	201	11,857	5,893.3
Inbound Intl. Negotiated Serv. Agreement Mail	211	738	(528)	(71.5)	576	356	220	61.8	59	122	(64)	(52.1)
Standard Mail Fees	11,358	14,518	(3,161)	(21.8)	-	-	-	-	-	-	-	-
Standard Mail Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total Standard Mail	4,107,277	4,418,194	(310,917)	(7.0)	19,796,561	20,904,832	(1,108,271)	(5.3)	2,065,202	2,261,016	(195,814)	(8.7)
Periodicals Mail:												
In-County	16,157	16,737	(580)	(3.5)	154,383	162,372	(7,989)	(4.9)	43,728	45,914	(2,186)	(4.8)
Outside County	400,112	425,831	(25,719)	(6.0)	1,448,182	1,536,423	(88,241)	(5.7)	579,699	623,435	(43,735)	(7.0)
Periodicals Mail Fees	1,882	1,999	(117)	(5.9)	-	-	-	-	-	-	-	-
Total Periodicals Mail	418,152	444,568	(26,416)	(5.9)	1,602,566	1,698,795	(96,230)	(5.7)	623,427	669,348	(45,921)	(6.9)
Package Services Mail:												
Single-Piece Parcel Post	176,497	167,964	8,533	5.1	15,590	15,214	376	2.5	118,321	117,367	954	0.8
Inbound Intl. Surface Parcel Post (at UPU Rates)	4,906	3,310	1,597	48.2	152	172	(19)	(11.4)	3,258	4,323	(1,065)	(24.6)
Inbound Intl. Negotiated Service Agreement Mail	(5)	12	(17)	(144.8)	2	6	(3)	(62.8)	8	27	(19)	(70.5)
Bound Printed Matter Flats	47,142	58,415	(11,272)	(19.3)	58,086	73,305	(15,219)	(20.8)	85,495	110,575	(25,080)	(22.7)
Bound Printed Matter Parcels	82,569	78,337	4,232	5.4	66,035	61,902	4,133	6.7	187,370	166,558	20,812	12.5
Media and Library Mail	83,305	86,449	(3,144)	(3.6)	25,574	27,323	(1,748)	(6.4)	63,764	69,400	(5,636)	(8.1)
Package Services Mail Fees	754	725	29	4.1	-	-	-	-	-	-	-	-
Total Package Services Mail	395,168	395,212	(43)	(0.0)	165,439	177,921	(12,482)	(7.0)	458,216	468,251	(10,034)	(2.1)

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2012 (Jul. 1, 2012-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)

Service Category	REVENUE 5/				PIECES 5/				WEIGHT (Pounds) 5/			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent
Express Mail:												
Total Express Mail	189,434	193,301	(3,866)	(2.0)	9,438	9,828	(390)	(4.0)	9,867	9,294	573	6.2
First-Class Package Service												
Total First Class Package Service 2/	241,673	148,344	93,329	62.9	112,291	72,795	39,496	54.3	37,831	24,649	13,182	53.5
Priority Mail:												
Total Priority Mail	1,392,521	1,312,205	80,316	6.1	195,689	185,829	9,859	5.3	395,544	398,297	(2,753)	(0.7)
Parcel Select Mail:												
Total Parcel Select Mail 3/	388,216	158,542	229,673	144.9	278,476	84,238	194,238	230.6	412,349	318,034	94,315	29.7
Parcel Return Service Mail:												
Total Parcel Return Service Mail	26,786	23,840	2,945	12.4	11,309	9,820	1,489	15.2	33,289	29,903	3,387	11.3
International Mail:												
Outbound Priority Mail International	173,109	215,304	(42,196)	(19.6)	4,083	5,857	(1,774)	(30.3)	24,800	32,312	(7,512)	(23.2)
Outbound International Expedited Services	73,059	81,474	(8,415)	(10.3)	1,404	1,678	(274)	(16.3)	5,944	6,744	(800)	(11.9)
Other Outbound International Mail	113,333	67,599	45,734	67.7	49,318	58,509	(9,191)	(15.7)	16,376	12,091	4,285	35.4
Inbound International	49,087	47,795	1,292	2.7	3,572	3,669	(97)	(2.7)	19,898	23,240	(3,341)	(14.4)
International Mail Fees	14	9	5	53.4	-	-	-	-	-	-	-	-
Total International Mail	408,602	412,181	(3,579)	(0.9)	58,377	69,713	(11,336)	(16.3)	67,018	74,386	(7,368)	(9.9)
Total Competitive Mail	2,647,231	2,248,413	398,818	17.7	665,580	432,223	233,357	54.0	955,898	854,563	101,335	11.9

**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2012 (Jul. 1, 2012-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)**

Service Category	REVENUE 5/				PIECES 5/				WEIGHT (Pounds) 5/			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	14,687,411	14,943,829	(256,418)	(1.7)	38,606,608	40,605,386	(1,998,778)	(4.9)	4,971,739	5,171,632	(199,894)	(3.9)
Total All Services	676,325	708,609	(32,284)	(4.6)	573,186	528,145	45,041	8.5				
Total All Mail and Services	15,363,736	15,652,438	(288,702)	(1.8)								
Total All Other Revenue	348,558	190,551	158,007	82.9								
Total All Revenue	15,712,294	15,842,989	(130,695)	(0.8)								

RPW SUMMARY REPORT FOOTNOTES: MARKET DOMINANT PRODUCTS SECTION

1/ Not included elsewhere in this report.

2/ Commercial parcels within this category have been shifted to the new First-Class Package Service competitive product category as of October 1, 2011.

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

4/ Approximately 5.9 million PO Boxes were shifted from Market Dominant to Competitive on January 22, 2012. The revenue from these boxes was taken out of the Market Dominant Post Office Box Service line and moved to the Competitive Post Office Box Service beginning with the Q2 RPW report.

5/ 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.

6/ Total revenues were increased by 43.3 million dollars for changes in deferred revenue estimates of stamp usage.

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 4 YTD
FISCAL YEAR 2012 (Oct. 1, 2011-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)

Service Category	REVENUE 5/				PIECES 5/				WEIGHT (Pounds) 5/			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2012	FY 2011	Amount	Percent	FY 2012	FY 2011	Amount	Percent	FY 2012	FY 2011	Amount	Percent
First-Class Mail:												
Single-Piece Letters	10,533,828	11,282,712	(748,884)	(6.6)	22,755,205	24,722,159	(1,966,955)	(8.0)	710,600	776,357	(65,757)	(8.5)
Single-Piece Cards	367,781	383,985	(16,204)	(4.2)	1,158,305	1,312,911	(154,606)	(11.8)	7,404	8,386	(982)	(11.7)
Total Single-Piece Letters and Cards	10,901,609	11,666,697	(765,088)	(6.6)	23,913,510	26,035,071	(2,121,561)	(8.1)	718,004	784,743	(66,739)	(8.5)
Presort Letters	14,479,339	14,814,411	(335,072)	(2.3)	39,935,898	41,516,422	(1,580,524)	(3.8)	2,125,137	2,197,955	(72,818)	(3.3)
Presort Cards	604,602	597,327	7,275	1.2	2,588,140	2,752,430	(164,290)	(6.0)	21,129	22,468	(1,338)	(6.0)
Total Presort Letters and Cards	15,083,941	15,411,738	(327,797)	(2.1)	42,524,039	44,268,852	(1,744,813)	(3.9)	2,146,267	2,220,423	(74,157)	(3.3)
Flats	2,668,414	2,805,230	(136,816)	(4.9)	2,049,176	2,217,950	(168,774)	(7.6)	418,597	453,901	(35,303)	(7.8)
Parcels 2/	648,733	1,021,716	(372,983)	(36.5)	293,413	508,522	(215,109)	(42.3)	91,243	165,049	(73,806)	(44.7)
Domestic Negotiated Serv. Agreement Mail	73,731	0	-	-	209,577	0	-	-	13,170	0	-	-
Outbound First-Class Mail International	664,958	647,664	17,294	2.7	263,548	310,335	(46,787)	(15.1)	51,122	50,546	577	1.1
Inbound Intl. Letter-Post Single-Piece & NSA Ma	252,388	233,939	18,449	7.9	386,307	397,701	(11,394)	(2.9)	90,869	80,682	10,187	12.6
First-Class Mail Fees	139,693	146,046	(6,352)	(4.3)	-	-	-	-	-	-	-	-
First-Class Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total First-Class Mail	30,433,468	31,933,030	(1,499,562)	(4.7)	69,639,569	73,738,431	(4,098,861)	(5.6)	3,529,273	3,755,344	(226,071)	(6.0)
Standard Mail:												
High Density and Saturation Letters	766,911	767,935	(1,024)	(0.1)	5,563,559	5,653,875	(90,316)	(1.6)	233,650	237,736	(4,087)	(1.7)
High Density and Saturation Flats & Parcels	1,951,069	1,880,644	70,425	3.7	11,770,275	11,424,568	345,707	3.0	2,147,582	2,144,023	3,559	0.2
Carrier Route	2,244,293	2,222,005	22,287	1.0	9,119,946	9,335,928	(215,982)	(2.3)	2,002,721	1,993,085	9,635	0.5
Letters	8,979,271	9,707,634	(728,362)	(7.5)	46,149,847	50,584,190	(4,434,343)	(8.8)	2,378,429	2,666,837	(288,408)	(10.8)
Flats	2,229,588	2,491,079	(261,491)	(10.5)	5,939,635	6,783,185	(843,551)	(12.4)	1,495,809	1,710,267	(214,458)	(12.5)
Parcels 3/	284,858	650,674	(365,816)	(56.2)	303,559	733,770	(430,211)	(58.6)	126,286	321,571	(195,285)	(60.7)
Domestic Negotiated Serv. Agreement Mail	194,773	38,102	156,671	411.2	952,844	175,742	777,102	442.2	42,200	18,419	23,781	129.1
Inbound Intl. Negotiated Serv. Agreement Mail	702	765	(63)	(8.2)	1,345	400	945	236.0	117	149	(32)	(21.7)
Standard Mail Fees	61,805	68,085	(6,279)	(9.2)	-	-	-	-	-	-	-	-
Standard Mail Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total Standard Mail	16,713,271	17,826,922	(1,113,651)	(6.2)	79,801,009	84,691,659	(4,890,650)	(5.8)	8,426,793	9,092,087	(665,294)	(7.3)
Periodicals Mail:												
In-County	66,496	69,181	(2,685)	(3.9)	631,286	661,561	(30,275)	(4.6)	181,788	192,370	(10,582)	(5.5)
Outside County	1,656,732	1,743,551	(86,819)	(5.0)	6,110,064	6,415,178	(305,114)	(4.8)	2,353,700	2,533,036	(179,336)	(7.1)
Periodicals Mail Fees	8,258	8,402	(144)	(1.7)	-	-	-	-	-	-	-	-
Total Periodicals Mail	1,731,486	1,821,134	(89,648)	(4.9)	6,741,351	7,076,739	(335,389)	(4.7)	2,535,488	2,725,406	(189,918)	(7.0)
Package Services Mail:												
Single-Piece Parcel Post	774,046	732,187	41,859	5.7	70,971	70,181	790	1.1	500,018	487,178	12,841	2.6
Inbound Intl. Surface Parcel Post (at UPU Rates)	20,908	19,809	1,100	5.6	1,115	1,080	35	3.2	19,246	18,403	843	4.6
Inbound Intl. Negotiated Service Agreement Mail	18	26	(8)	(31.2)	8	26	(18)	(69.1)	22	44	(22)	(50.6)
Bound Printed Matter Flats	185,790	204,173	(18,383)	(9.0)	230,522	251,831	(21,310)	(8.5)	341,024	368,728	(27,704)	(7.5)
Bound Printed Matter Parcels	305,492	309,673	(4,181)	(1.4)	243,308	245,279	(1,971)	(0.8)	673,444	668,224	5,220	0.8
Media and Library Mail	320,645	331,869	(11,224)	(3.4)	100,422	107,795	(7,373)	(6.8)	242,752	259,603	(16,850)	(6.5)
Package Services Mail Fees	3,249	3,039	210	6.9	-	-	-	-	-	-	-	-
Total Package Services Mail	1,610,147	1,600,775	9,372	0.6	646,345	676,191	(29,846)	(4.4)	1,776,505	1,802,178	(25,673)	(1.4)

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(Data in Thousands)

Service Category	REVENUE 5/				PIECES 5/				WEIGHT (Pounds) 5/			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	Percent
Express Mail:												
Total Express Mail	801,561	799,500	2,061	0.3	39,823	40,492	(669)	(1.7)	40,971	38,659	2,313	6.0
First-Class Package Service												
Total First Class Package Service 2/	875,654	262,367	613,287	233.8	411,424	129,176	282,248	218.5	139,396	43,650	95,746	219.3
Priority Mail:												
Total Priority Mail	5,939,726	5,636,434	303,292	5.4	824,202	790,257	33,945	4.3	1,693,667	1,693,024	643	0.0
Parcel Select Mail:												
Total Parcel Select Mail 3/	1,341,443	626,102	715,341	114.3	937,631	342,970	594,661	173.4	1,742,123	1,297,727	444,396	34.2
Parcel Return Service Mail:												
Total Parcel Return Service Mail	114,773	92,320	22,453	24.3	46,571	37,867	8,704	23.0	139,626	118,252	21,373	18.1
International Mail:												
Outbound Priority Mail International	813,358	887,455	(74,097)	(8.3)	19,808	23,789	(3,980)	(16.7)	117,665	133,278	(15,613)	(11.7)
Outbound International Expedited Services	339,075	322,111	16,963	5.3	6,437	6,717	(280)	(4.2)	27,348	27,818	(469)	(1.7)
Other Outbound International Mail	467,076	251,347	215,729	85.8	231,039	231,025	14	0.0	67,298	44,084	23,214	52.7
Inbound International	217,671	181,335	36,335	20.0	16,242	16,140	102	0.6	88,950	89,992	(1,042)	(1.2)
International Mail Fees	138	85	52	61.3	-	-	-	-	-	-	-	-
Total International Mail	1,837,317	1,642,334	194,982	11.9	273,525	277,670	(4,145)	(1.5)	301,261	295,172	6,090	2.1
Total Competitive Mail	10,910,474	9,059,058	1,851,416	20.4	2,533,176	1,618,432	914,744	56.5	4,057,045	3,486,485	570,561	16.4

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(Data in Thousands)

Service Category	REVENUE 5/				PIECES 5/				WEIGHT (Pounds) 5/			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	Percent
Ancillary Services:												
Other Domestic Ancillary Services	1,033	387	645	166.5	212	109	103	94.6				
International Ancillary Services	9,092	9,708	(616)	(6.3)	1,899	1,891	8	0.4				
Total Ancillary Services	10,124	10,095	29	0.3	2,111	2,000	111	5.5				
Special Services:												
Premium Forwarding Service	19,387	18,756	631	3.4	1,166	1,207	(40)	(3.3)				
Intl. Money Orders & Money Transfer Service	1,486	1,981	(495)	(25.0)	163	184	(21)	(11.4)				
Other Domestic Special Services 4/	484,302	127,890	356,412	278.7	90,309	82,200	8,109	9.9				
Other International Special Services	-	-	-	-	-	-	-	-				
Total Special Services	505,175	148,627	356,548	239.9	91,639	83,591	8,047	9.6				
Total Competitive Services	515,299	158,722	356,577	224.7	93,750	85,591	8,158	9.5				
Total Competitive Mail and Services	11,425,773	9,217,780	2,207,993	24.0								
Other Competitive Revenue	106,111	136,153	(30,042)	(22.1)								
Total Competitive Revenue	11,531,884	9,353,933	2,177,951	23.3								

**TOTAL MARKET DOMINANT AND COMPETITIVE
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2012 (Oct. 1, 2011-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)**

Service Category	REVENUE 5/				PIECES 5/				WEIGHT (Pounds) 5/			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2012	FY 2011	Amount	Percent	FY 2012	FY 2011	Amount	Percent	FY 2012	FY 2011	Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	61,398,845	62,240,919	(842,074)	(1.4)	159,858,854	168,297,342	(8,438,487)	(5.0)	20,494,787	21,040,946	(546,159)	(2.6)
Total All Services	2,832,772	2,930,720	(97,948)	(3.3)	2,499,316	2,206,584	292,733	13.3				
Total All Mail and Services	64,231,617	65,171,639	(940,021)	(1.4)								
Total All Other Revenue	1,015,613	567,373	448,240	79.0								
Total All Revenue	65,247,230	65,739,011	(491,781)	(0.7)								

RPW SUMMARY REPORT FOOTNOTES: MARKET DOMINANT PRODUCTS SECTION

1/ Not included elsewhere in this report.

2/ Commercial parcels within this category have been shifted to the new First-Class Package Service competitive product category as of October 1, 2011.

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

4/ Approximately 5.9 million PO Boxes were shifted from Market Dominant to Competitive on January 22, 2012. The revenue from these boxes was taken out of the Market Dominant Post Office Box Service line and moved to the Competitive Post Office Box Service beginning with the Q2 RPW report.

5/ 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.

RPW SUMMARY REPORT FOOTNOTES: COMPETITIVE PRODUCTS SECTION

2/ Commercial parcels within this category have been shifted to the new First-Class Package Service competitive product category as of October 1, 2011.

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

4/ Approximately 5.9 million PO Boxes were shifted from Market Dominant to Competitive on January 22, 2012. The revenue from these boxes was taken out of the Market Dominant Post Office Box Service line and moved to the Competitive Post Office Box Service beginning with the Q2 RPW report.

5/ 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.