

**MARKET DOMINANT PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3**  
**FISCAL YEAR 2015 (Apr. 1, 2015-Jun. 30, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2014**  
**(Data in Thousands)**

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2015	FY 2014	Amount	Percent	FY 2015	FY 2014	Amount	Percent	FY 2015	FY 2014	Amount	Percent
<b>First-Class Mail:</b>												
Single-Piece Letters	2,416,927	2,543,182	(126,255)	(5.0)	4,796,405	5,087,036	(290,632)	(5.7)	146,145	154,655	(8,510)	(5.5)
Single-Piece Cards	73,272	80,129	(6,857)	(8.6)	207,435	230,100	(22,664)	(9.8)	1,323	1,469	(146)	(9.9)
Total Single-Piece Letters and Cards	2,490,199	2,623,311	(133,112)	(5.1)	5,003,840	5,317,136	(313,296)	(5.9)	147,468	156,124	(8,655)	(5.5)
Presort Letters	3,613,106	3,611,010	2,096	0.1	9,156,940	9,226,121	(69,181)	(0.7)	529,680	521,762	7,918	1.5
Presort Cards	143,064	139,924	3,140	2.2	544,716	539,591	5,124	0.9	4,448	4,405	42	1.0
Total Presort Letters and Cards	3,756,170	3,750,934	5,236	0.1	9,701,655	9,765,712	(64,057)	(0.7)	534,127	526,168	7,960	1.5
Flats	576,640	618,341	(41,701)	(6.7)	405,756	434,720	(28,964)	(6.7)	82,109	88,528	(6,419)	(7.3)
Parcels	132,977	144,927	(11,950)	(8.2)	48,242	55,594	(7,351)	(13.2)	14,777	16,897	(2,121)	(12.5)
Domestic Negotiated Serv. Agreement Mail	0	0	0	-	0	0	0	-	0	0	0	-
Outbound First-Class Mail International	71,266	68,597	2,669	3.9	46,634	45,942	692	1.5	2,584	2,487	98	3.9
Inbound Intl. Letter-Post Single-Piece & NSA Ma	94,966	77,582	17,384	22.4	112,361	95,604	16,757	17.5	35,576	28,190	7,386	26.2
First-Class Mail Fees	33,716	39,473	(5,757)	(14.6)	-	-	-	-	-	-	-	-
First-Class Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total First-Class Mail	7,155,934	7,323,166	(167,232)	(2.3)	15,318,489	15,714,708	(396,219)	(2.5)	816,642	818,394	(1,751)	(0.2)
<b>Standard Mail:</b>												
High Density and Saturation Letters	247,432	214,720	32,712	15.2	1,601,069	1,443,890	157,179	10.9	64,850	60,185	4,665	7.8
High Density and Saturation Flats & Parcels	493,815	502,739	(8,924)	(1.8)	2,719,539	2,776,997	(57,459)	(2.1)	489,836	492,785	(2,949)	(0.6)
Carrier Route	470,546	534,390	(63,844)	(11.9)	1,736,958	2,006,354	(269,396)	(13.4)	376,125	405,653	(29,528)	(7.3)
Letters	2,405,484	2,448,437	(42,953)	(1.8)	11,341,401	11,611,707	(270,305)	(2.3)	560,278	583,174	(22,895)	(3.9)
Flats	458,929	465,534	(6,605)	(1.4)	1,125,652	1,126,124	(472)	(0.0)	286,430	284,236	2,194	0.8
Parcels	16,076	16,843	(767)	(4.6)	15,070	15,730	(661)	(4.2)	5,785	5,724	61	1.1
Every Door Direct Mail Retail	38,704	40,064	(1,360)	(3.4)	214,624	236,568	(21,944)	(9.3)	27,223	29,032	(1,809)	(6.2)
Domestic Negotiated Serv. Agreement Mail	12,555	0	-	-	50,669	0	-	-	10,150	0	-	-
Inbound Intl. Negotiated Serv. Agreement Mail	0	1	(1)	(100.0)	0	5	(5)	(100.0)	0	0	(0)	(100.0)
Standard Mail Fees	10,106	12,798	(2,691)	(21.0)	-	-	-	-	-	-	-	-
Standard Mail Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total Standard Mail	4,153,648	4,235,526	(81,878)	(1.9)	18,804,982	19,217,376	(412,395)	(2.1)	1,820,677	1,860,789	(40,112)	(2.2)
<b>Periodicals Mail:</b>												
In-County	16,740	17,540	(800)	(4.6)	145,949	150,725	(4,776)	(3.2)	41,598	44,955	(3,356)	(7.5)
Outside County	380,105	398,715	(18,610)	(4.7)	1,338,322	1,384,572	(46,249)	(3.3)	492,919	522,762	(29,843)	(5.7)
Periodicals Mail Fees	1,845	1,344	501	37.3	-	-	-	-	-	-	-	-
Total Periodicals Mail	398,690	417,599	(18,909)	(4.5)	1,484,271	1,535,297	(51,026)	(3.3)	534,517	567,717	(33,200)	(5.8)
<b>Package Services Mail:</b>												
Parcel Post / Alaska Bypass	8,234	8,391	(157)	(1.9)	313	322	(9)	(2.8)	21,128	21,730	(602)	(2.8)
Inbound Intl. Surface Parcel Post (at UPU Rates)	0	3,983	(3,983)	(100.0)	0	189	(189)	(100.0)	0	3,171	(3,171)	(100.0)
Inbound Intl. Negotiated Service Agreement Mail	0	0	-	-	0	0	-	-	0	0	-	-
Bound Printed Matter Flats	45,713	46,183	(470)	(1.0)	56,267	54,765	1,502	2.7	91,510	87,930	3,580	4.1
Bound Printed Matter Parcels	56,914	56,387	527	0.9	47,095	44,313	2,782	6.3	111,722	99,998	11,724	11.7
Media and Library Mail	63,298	71,629	(8,331)	(11.6)	17,105	19,626	(2,522)	(12.8)	43,466	47,939	(4,473)	(9.3)
Package Services Mail Fees	687	584	103	17.7	-	-	-	-	-	-	-	-
Total Package Services Mail	174,846	187,156	(12,311)	(6.6)	120,780	119,216	1,563	1.3	267,826	260,768	7,058	2.7



**COMPETITIVE PRODUCTS**  
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**FISCAL YEAR 2015 (Apr. 1, 2015-Jun. 30, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2014**  
**(Data in Thousands)**

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2015	FY 2014	FY 2015 over FY 2014 Amount	FY 2015 over FY 2014 Percent	FY 2015	FY 2014	FY 2015 over FY 2014 Amount	FY 2015 over FY 2014 Percent	FY 2015	FY 2014	FY 2015 over FY 2014 Amount	FY 2015 over FY 2014 Percent
Priority Mail Express:												
Total Priority Mail Express Mail	201,298	193,774	7,524	3.9	9,398	9,366	32	0.3	9,369	9,371	(2)	(0.0)
First-Class Package Service:												
Total First Class Package Service	427,429	364,780	62,648	17.2	179,545	155,282	24,263	15.6	63,064	54,264	8,800	16.2
Standard Post Mail:												
Total Standard Post	100,556	102,911	(2,355)	(2.3)	6,652	7,371	(719)	(9.8)	40,451	44,147	(3,696)	(8.4)
Priority Mail:												
Total Priority Mail	1,709,232	1,587,678	121,554	7.7	236,932	216,129	20,804	9.6	521,667	452,080	69,587	15.4
Parcel Select Mail:												
Total Parcel Select Mail	771,109	605,232	165,878	27.4	443,659	355,743	87,916	24.7	820,796	590,030	230,766	39.1
Parcel Return Service Mail:												
Total Parcel Return Service Mail	39,333	35,767	3,565	10.0	15,469	14,465	1,005	6.9	40,910	41,797	(887)	(2.1)
International Mail:												
Outbound Priority Mail International	146,207	182,925	(36,717)	(20.1)	2,655	3,571	(916)	(25.6)	18,799	23,083	(4,284)	(18.6)
Outbound International Expedited Services	58,561	72,103	(13,542)	(18.8)	928	1,184	(256)	(21.6)	5,403	5,937	(534)	(9.0)
Other Outbound International Mail	200,809	221,249	(20,440)	(9.2)	52,177	57,136	(4,959)	(8.7)	20,093	22,052	(1,959)	(8.9)
Inbound International 3/	52,864	53,483	(619)	(1.2)	3,619	3,141	478	15.2	23,695	19,147	4,548	23.8
International Mail Fees	119	12	106	854.6	-	-	-	-	-	-	-	-
Total International Mail	458,560	529,772	(71,212)	(13.4)	59,379	65,032	(5,653)	(8.7)	67,990	70,219	(2,229)	(3.2)
Total Competitive Mail	3,707,517	3,419,914	287,603	8.4	951,034	823,388	127,646	15.5	1,564,248	1,261,909	302,339	24.0



**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3**  
**FISCAL YEAR 2015 (Apr. 1, 2015-Jun. 30, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2014**  
**(Data in Thousands)**

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2015	FY 2014	FY 2015 over FY 2014 Amount	FY 2015 over FY 2014 Percent	FY 2015	FY 2014	FY 2015 over FY 2014 Amount	FY 2015 over FY 2014 Percent	FY 2015	FY 2014	FY 2015 over FY 2014 Amount	FY 2015 over FY 2014 Percent
Total Market Dominant and Competitive												
Total All Mail	15,590,635	15,583,362	7,273	0.0	36,776,556	37,522,185	(745,629)	(2.0)	5,036,946	4,802,783	234,163	4.9
Total All Services	698,396	682,454	15,942	2.3	1,012,444	862,052	150,392	17.4				
Total All Mail and Services	16,289,031	16,265,816	23,215	0.1								
Total All Other Revenue	272,076	244,487	27,589	11.3								
Total All Revenue	16,561,107	16,510,303	50,804	0.3								

RPW SUMMARY REPORT FOOTNOTES: MARKET DOMINANT PRODUCTS SECTION

1/ Not included elsewhere in this report.

3/ International Inbound Surface Parcel Post within this category have been shifted to the new Inbound International competitive product category.

6/ The figures presented for both the current and prior year reflect a change in methodology approved by the Postal Regulatory Commission in Order 2728 issued on September 24, 2015.

In general, 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

3/ International Inbound Surface Parcel Post within this category have been shifted to the new Inbound International competitive product category.

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- Report totals may not sum due to rounding.

**MARKET DOMINANT PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD**  
**FISCAL YEAR 2015 (Oct. 1, 2014-Jun. 30, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2014**  
**(Data in Thousands)**

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2015	FY 2014	Amount	Percent	FY 2015	FY 2014	Amount	Percent	FY 2015	FY 2014	Amount	Percent
<b>First-Class Mail:</b>												
Single-Piece Letters	7,700,718	7,879,469	(178,751)	(2.3)	15,285,662	16,162,921	(877,259)	(5.4)	467,573	494,325	(26,752)	(5.4)
Single-Piece Cards	220,694	242,690	(21,996)	(9.1)	629,138	705,988	(76,850)	(10.9)	4,018	4,511	(493)	(10.9)
Total Single-Piece Letters and Cards	7,921,412	8,122,159	(200,747)	(2.5)	15,914,800	16,868,909	(954,109)	(5.7)	471,591	498,836	(27,245)	(5.5)
Presort Letters	11,297,796	11,023,412	274,385	2.5	28,800,369	28,775,403	24,966	0.1	1,660,490	1,610,687	49,803	3.1
Presort Cards	424,107	417,370	6,738	1.6	1,627,222	1,653,498	(26,276)	(1.6)	13,286	13,498	(212)	(1.6)
Total Presort Letters and Cards	11,721,903	11,440,781	281,122	2.5	30,427,592	30,428,901	(1,309)	(0.0)	1,673,777	1,624,185	49,592	3.1
Flats	1,815,877	1,866,631	(50,754)	(2.7)	1,292,354	1,342,500	(50,146)	(3.7)	263,178	275,592	(12,414)	(4.5)
Parcels	412,490	447,034	(34,543)	(7.7)	153,676	177,871	(24,195)	(13.6)	47,519	54,516	(6,997)	(12.8)
Domestic Negotiated Serv. Agreement Mail	0	38,975	(38,975)	(100.0)	0	103,014	(103,014)	(100.0)	0	6,324	(6,324)	(100.0)
Outbound First-Class Mail International	246,269	228,449	17,820	7.8	168,903	162,098	6,805	4.2	8,898	8,416	483	5.7
Inbound Intl. Letter-Post Single-Piece & NSA Ma	321,598	250,945	70,654	28.2	357,005	315,879	41,126	13.0	115,690	89,105	26,584	29.8
First-Class Mail Fees	114,661	127,897	(13,235)	(10.3)	-	-	-	-	-	-	-	-
First-Class Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total First-Class Mail	22,554,212	22,522,872	31,341	0.1	48,314,329	49,399,172	(1,084,843)	(2.2)	2,580,653	2,556,975	23,678	0.9
<b>Standard Mail:</b>												
High Density and Saturation Letters	738,009	652,570	85,439	13.1	4,844,225	4,462,039	382,186	8.6	196,715	185,249	11,466	6.2
High Density and Saturation Flats & Parcels	1,541,437	1,496,866	44,570	3.0	8,556,215	8,476,877	79,337	0.9	1,515,494	1,525,020	(9,527)	(0.6)
Carrier Route	1,807,035	1,805,256	1,779	0.1	6,736,134	6,915,979	(179,845)	(2.6)	1,439,006	1,500,854	(61,848)	(4.1)
Letters	7,545,754	7,313,345	232,409	3.2	36,063,546	35,655,988	407,558	1.1	1,812,600	1,822,839	(10,240)	(0.6)
Flats	1,489,587	1,526,107	(36,520)	(2.4)	3,640,492	3,809,322	(168,830)	(4.4)	925,580	966,791	(41,211)	(4.3)
Parcels	50,784	50,147	637	1.3	48,089	48,445	(356)	(0.7)	18,152	16,826	1,326	7.9
Every Door Direct Mail Retail	113,120	112,341	779	0.7	639,856	688,299	(48,443)	(7.0)	81,159	86,329	(5,170)	(6.0)
Domestic Negotiated Serv. Agreement Mail	41,672	108,512	(66,840)	(61.6)	180,151	499,850	(319,699)	(64.0)	35,247	22,138	13,109	59.2
Inbound Intl. Negotiated Serv. Agreement Mail	0	83	(83)	(100.0)	0	154	(154)	(100.0)	0	42	(42)	(100.0)
Standard Mail Fees	39,925	44,472	(4,547)	(10.2)	-	-	-	-	-	-	-	-
Standard Mail Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total Standard Mail	13,367,323	13,109,700	257,623	2.0	60,708,707	60,556,952	151,755	0.3	6,023,953	6,126,089	(102,136)	(1.7)
<b>Periodicals Mail:</b>												
In-County	49,578	50,081	(504)	(1.0)	429,550	441,182	(11,631)	(2.6)	124,679	130,348	(5,669)	(4.3)
Outside County	1,147,291	1,166,709	(19,418)	(1.7)	4,008,913	4,137,843	(128,930)	(3.1)	1,517,183	1,584,763	(67,580)	(4.3)
Periodicals Mail Fees	5,222	3,492	1,730	49.5	-	-	-	-	-	-	-	-
Total Periodicals Mail	1,202,090	1,220,282	(18,192)	(1.5)	4,438,463	4,579,025	(140,562)	(3.1)	1,641,862	1,715,112	(73,249)	(4.3)
<b>Package Services Mail:</b>												
Parcel Post / Alaska Bypass	24,889	24,125	763	3.2	951	945	5	0.6	64,102	63,745	357	0.6
Inbound Intl. Surface Parcel Post (at UPU Rates)	0	14,422	(14,422)	(100.0)	0	768	(768)	(100.0)	0	11,164	(11,164)	(100.0)
Inbound Intl. Negotiated Service Agreement Mail	0	0	-	-	0	0	-	-	0	0	-	-
Bound Printed Matter Flats	160,157	151,703	8,454	5.6	196,652	188,083	8,569	4.6	315,282	296,389	18,893	6.4
Bound Printed Matter Parcels	205,256	196,197	9,059	4.6	165,373	154,187	11,186	7.3	406,769	381,400	25,370	6.7
Media and Library Mail	203,998	224,928	(20,930)	(9.3)	55,840	63,911	(8,071)	(12.6)	135,733	153,085	(17,352)	(11.3)
Package Services Mail Fees	2,244	1,960	283	14.4	-	-	-	-	-	-	-	-
Total Package Services Mail	596,543	613,335	(16,792)	(2.7)	418,816	407,894	10,922	2.7	921,886	905,783	16,103	1.8



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	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2015	FY 2014	FY 2015 over FY 2014 Amount	FY 2014 Percent	FY 2015	FY 2014	FY 2015 over FY 2014 Amount	FY 2014 Percent	FY 2015	FY 2014	FY 2015 over FY 2014 Amount	FY 2014 Percent
Priority Mail Express:												
Total Priority Mail Express Mail	589,444	581,147	8,297	1.4	27,081	27,398	(317)	(1.2)	29,375	28,107	1,268	4.5
First-Class Package Service:												
Total First Class Package Service	1,256,873	1,059,448	197,426	18.6	532,159	463,711	68,448	14.8	186,808	159,697	27,111	17.0
Standard Post Mail:												
Total Standard Post	379,429	398,890	(19,461)	(4.9)	27,097	28,982	(1,885)	(6.5)	151,480	177,295	(25,816)	(14.6)
Priority Mail:												
Total Priority Mail	5,578,048	5,137,090	440,958	8.6	759,301	683,181	76,120	11.1	1,694,754	1,458,080	236,674	16.2
Parcel Select Mail:												
Total Parcel Select Mail	2,439,569	1,903,319	536,250	28.2	1,401,617	1,116,934	284,683	25.5	2,645,974	1,978,147	667,827	33.8
Parcel Return Service Mail:												
Total Parcel Return Service Mail	114,505	104,696	9,809	9.4	44,950	42,019	2,930	7.0	129,705	129,579	126	0.1
International Mail:												
Outbound Priority Mail International	500,983	594,609	(93,627)	(15.7)	9,235	11,569	(2,334)	(20.2)	64,991	74,800	(9,808)	(13.1)
Outbound International Expedited Services	189,989	225,600	(35,611)	(15.8)	3,021	3,750	(730)	(19.5)	18,695	18,701	(6)	(0.0)
Other Outbound International Mail	662,934	726,965	(64,031)	(8.8)	173,017	188,281	(15,265)	(8.1)	65,996	72,415	(6,419)	(8.9)
Inbound International 5/	176,401	165,293	11,108	6.7	11,763	10,837	925	8.5	78,381	64,058	14,323	22.4
International Mail Fees	140	39	101	259.5	-	-	-	-	-	-	-	-
Total International Mail	1,530,446	1,712,506	(182,060)	(10.6)	197,036	214,438	(17,403)	(8.1)	228,064	229,973	(1,910)	(0.8)
Total Competitive Mail	11,888,316	10,897,098	991,218	9.1	2,989,240	2,576,663	412,577	16.0	5,066,159	4,160,878	905,281	21.8



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	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2015	FY 2014	Amount	Percent	FY 2015	FY 2014	Amount	Percent	FY 2015	FY 2014	Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	49,608,485	48,363,287	1,245,198	2.6	117,194,666	117,913,016	(718,350)	(0.6)	16,332,413	15,558,646	773,767	5.0
Total All Services	2,049,611	2,055,197	(5,586)	(0.3)	3,131,505	2,699,056	432,448	16.0				
Total All Mail and Services	51,658,095	50,418,483	1,239,612	2.5								
Total All Other Revenue	645,650	824,547	(178,897)	(21.7)								
Total All Revenue	52,303,746	51,243,031	1,060,715	2.1								

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/ In Q1 FY15, there was an increase in deferred liability due to a change in accounting estimate.

5/ International Inbound Surface Parcel Post within this category have been shifted to the new Inbound International competitive product category.

6/ The figures presented for both the current and prior year reflect a change in methodology approved by the Postal Regulatory Commission in Order 2728 issued on September 24, 2015. In general, 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

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.

5/ International Inbound Surface Parcel Post within this category have been shifted to the new Inbound International competitive product category.

6/ The figures presented for both the current and prior year reflect a change in methodology approved by the Postal Regulatory Commission in Order 2728 issued on September 24, 2015. In general, 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.