

## FY 2011 REVENUE, PIECES, AND WEIGHT REPORT PUBLIC VERSION

### I. PREFACE

#### A. Purpose and Content

USPS-FY11-42 contains the U.S. Postal Service Revenue, Pieces, and Weight (RPW) Report for FY 2011.

#### B. Predecessor Document

Previously, for many years, the RPW materials have been provided to the Commission as part of periodic reporting. (Quarterly RPW reports will continue to be provided as part of periodic reporting.) The most recent quarterly RPW report (for Quarter 4 of FY 2011) and the most recent annual RPW report (FY2011) were filed on November 25, 2011. Revised Quarters 1, 2, and 3 FY2011 were also provided in the November 25, 2011 periodic filing.

#### C. Nonpublic Version

The nonpublic version of the RPW material, which contains information on individual competitive products, is presented in USPS-FY11-NP30.

#### D. Methodology

USPS-FY11-42 generally uses the same methodologies to produce previous RPW reports, but also reflects the following specific changes in methodology and format for FY 2011:

1. POS: Under Proposal Fifteen in Docket No, RM2009-10, the Postal Service asked the Commission to allow the use of all POS data to replace statistical sampling estimates of these pieces paid by the application of a Postal Validation Imprint (PVI) label at a retail counter using a POS terminal. The Commission approved this request in Order No. 339. Mail entered at a retail POS unit includes many mail products in the Market Dominant and Competitive categories. Using these data, the RPW reports for Quarters 1, 2, and 3 were revised, including their SPLY references from FY 2010. The Quarter 4 and FY2011 reports use this newly-approved methodology.
2. PIHOP: Under Proposal Three of Docket No. RM2011-11, the Postal Service asked that stamp PIHOP be allocated to mail products using the ODIS-RPW stamp indicia distribution key, and that the meter PIHOP likewise be allocated using the meter indicia key. Order No. 816 approved

this proposal. Using this methodology, the RPW reports for Quarters 1, 2, and 3 of FY 2011 were revised, including their SPLY references from FY 2010. The Quarter 4 and FY2011 reports use this newly-approved methodology.

3. Express Mail and Express Mail International Insurance: The revised Quarters 1, 2, and 3 (as well as the Quarter 4 and FY2011) reports now include these insurance fees in the "Insurance" line for Express Mail insurance, and in the "Outbound International Insurance Services" line for Express Mail International Insurance. Previously, these small amounts were not assigned specifically to the insurance services.

4. Miscellaneous: Several minor corrections are also included for the revised Quarters 1, 2, and 3 FY2011 RPW reports. For example, Critical Mail had been incorrectly reported in Quarter 2 of FY2011. Other corrections/updates are made to products/services where errors occurred in the preliminary RPW reports.

## **E. Input/Output**

USPS-FY11-42 does not rely on input from any other set of material presented as part of the FY 2011 ACR. The revenue, pieces, and weight data by product provided in USPS-FY11-42, however, are used as inputs for many portions of the ACR, as well as several other Postal Service reports.

## **II. ORGANIZATION**

In addition to this Preface, USPS-FY11-42 consists of five Excel files containing annual and quarterly FY 2011 RPW data. The following is a list of those files:

Fy2011Q1\_RPWsummaryreport\_public.xls (revised)  
Fy2011Q2\_RPWsummaryreport\_public.xls (revised)  
Fy2011Q3\_RPWsummaryreport\_public.xls (revised)  
Fy2011Q4\_RPWsummaryreport\_public.xls  
Fy2011\_RPWsummaryreport\_public.xls