

**MARKET DOMINANT PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2015 (July. 1, 2015-Sep. 30, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2014**  
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		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	2,257,419	2,363,792	(106,373)	(4.5)	4,451,512	4,697,506	(245,994)	(5.2)	134,686	142,097	(7,411)	(5.2)
Single-Piece Cards	75,855	75,964	(109)	(0.1)	209,816	217,430	(7,614)	(3.5)	1,341	1,390	(50)	(3.6)
Total Single-Piece Letters and Cards	2,333,275	2,439,756	(106,482)	(4.4)	4,661,328	4,914,936	(253,608)	(5.2)	136,027	143,488	(7,461)	(5.2)
Presort Letters	3,683,319	3,606,975	76,344	2.1	9,204,337	9,219,596	(15,259)	(0.2)	532,533	526,073	6,461	1.2
Presort Cards	145,378	141,387	3,991	2.8	542,315	544,820	(2,506)	(0.5)	4,428	4,448	(20)	(0.4)
Total Presort Letters and Cards	3,828,697	3,748,363	80,335	2.1	9,746,652	9,764,417	(17,765)	(0.2)	536,962	530,521	6,441	1.2
Flats	541,816	585,944	(44,129)	(7.5)	376,544	415,978	(39,434)	(9.5)	76,302	85,092	(8,790)	(10.3)
Parcels	132,194	137,613	(5,419)	(3.9)	46,424	52,655	(6,231)	(11.8)	14,206	15,952	(1,746)	(10.9)
Domestic Negotiated Serv. Agreement Mail	0	0	0	-	0	0	0	-	0	0	0	-
Outbound First-Class Mail International	68,528	76,869	(8,341)	(10.9)	43,281	52,030	(8,749)	(16.8)	2,495	2,840	(345)	(12.1)
Inbound Intl. Letter-Post Single-Piece & NSA Mail	104,864	86,695	18,169	21.0	116,595	84,621	31,974	37.8	39,236	28,685	10,551	36.8
First-Class Mail Fees	33,310	38,820	(5,510)	(14.2)	-	-	-	-	-	-	-	-
First-Class Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total First-Class Mail	7,042,684	7,114,060	(71,377)	(1.0)	14,990,823	15,284,635	(293,812)	(1.9)	805,228	806,577	(1,348)	(0.2)
<b>Standard Mail:</b>												
High Density and Saturation Letters	253,340	227,167	26,173	11.5	1,634,056	1,508,094	125,962	8.4	66,902	62,856	4,046	6.4
High Density and Saturation Flats & Parcels	495,301	508,689	(13,387)	(2.6)	2,676,098	2,801,753	(125,655)	(4.5)	509,138	511,876	(2,738)	(0.5)
Carrier Route	430,265	558,784	(128,520)	(23.0)	1,554,914	2,064,140	(509,226)	(24.7)	355,306	450,186	(94,880)	(21.1)
Letters	2,477,227	2,498,133	(20,905)	(0.8)	11,657,130	11,915,888	(258,759)	(2.2)	584,407	601,242	(16,835)	(2.8)
Flats	616,562	511,247	105,314	20.6	1,608,013	1,245,073	362,940	29.2	419,196	326,094	93,102	28.6
Parcels	14,310	17,820	(3,510)	(19.7)	12,332	17,401	(5,069)	(29.1)	4,494	6,236	(1,742)	(27.9)
Every Door Direct Mail Retail	35,266	34,748	518	1.5	192,710	198,557	(5,848)	(2.9)	24,443	25,185	(742)	(2.9)
Domestic Negotiated Serv. Agreement Mail	11,544	15,941	(4,397)	(27.6)	46,314	66,401	(20,087)	(30.3)	9,462	13,498	(4,035)	(29.9)
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	-	0	0	0	-	0	0	0	-
Standard Mail Fees	10,081	12,241	(2,160)	(17.6)	-	-	-	-	-	-	-	-
Standard Mail Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total Standard Mail	4,343,897	4,384,770	(40,873)	(0.9)	19,381,566	19,817,308	(435,742)	(2.2)	1,973,349	1,997,173	(23,823)	(1.2)
<b>Periodicals Mail:</b>												
In-County	16,437	16,525	(88)	(0.5)	141,267	144,949	(3,682)	(2.5)	39,262	41,457	(2,195)	(5.3)
Outside County	368,063	385,513	(17,451)	(4.5)	1,258,445	1,320,741	(62,296)	(4.7)	486,638	518,408	(31,770)	(6.1)
Periodicals Mail Fees	2,630	3,005	(374)	(12.5)	-	-	-	-	-	-	-	-
Total Periodicals Mail	387,130	405,043	(17,913)	(4.4)	1,399,712	1,465,690	(65,978)	(4.5)	525,900	559,865	(33,966)	(6.1)
<b>Package Services Mail:</b>												
Parcel Post / Alaska Bypass	8,873	9,007	(134)	(1.5)	331	345	(13)	(3.8)	22,372	23,256	(884)	(3.8)
Inbound Intl. Surface Parcel Post (at UPU Rates)	0	5,027	(5,027)	(100.0)	0	211	(211)	(100.0)	0	4,291	(4,291)	(100.0)
Inbound Intl. Negotiated Service Agreement Mail	0	0	-	-	0	0	-	-	0	0	-	-
Bound Printed Matter Flats	52,198	50,204	1,995	4.0	63,840	61,662	2,178	3.5	96,146	96,082	64	0.1
Bound Printed Matter Parcels	78,207	76,117	2,090	2.7	62,539	57,790	4,749	8.2	147,198	142,194	5,004	3.5
Media and Library Mail	69,738	76,684	(6,946)	(9.1)	19,050	20,567	(1,517)	(7.4)	47,590	53,255	(5,666)	(10.6)
Package Services Mail Fees	517	701	(184)	(26.2)	-	-	-	-	-	-	-	-
Total Package Services Mail	209,534	217,739	(8,206)	(3.8)	145,760	140,575	5,185	3.7	313,305	319,078	(5,773)	(1.8)



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

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		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	189,623	178,696	10,927	6.1	8,624	8,832	(209)	(2.4)	9,045	8,966	79	0.9
First-Class Package Service:												
Total First Class Package Service	432,238	358,171	74,068	20.7	176,265	152,569	23,696	15.5	61,971	52,976	8,995	17.0
Standard Post Mail:												
Total Standard Post	94,911	104,913	(10,003)	(9.5)	5,419	7,324	(1,905)	(26.0)	35,972	45,027	(9,055)	(20.1)
Priority Mail:												
Total Priority Mail	1,698,190	1,592,395	105,796	6.6	232,889	214,719	18,169	8.5	533,017	480,888	52,129	10.8
Parcel Select Mail:												
Total Parcel Select Mail	858,907	625,624	233,283	37.3	475,017	365,735	109,282	29.9	932,387	621,699	310,688	50.0
Parcel Return Service Mail:												
Total Parcel Return Service Mail	37,795	33,923	3,873	11.4	14,661	13,631	1,030	7.6	41,057	41,431	(374)	(0.9)
International Mail:												
Outbound Priority Mail International	141,778	173,660	(31,882)	(18.4)	2,513	3,391	(878)	(25.9)	17,339	22,311	(4,972)	(22.3)
Outbound International Expedited Services	55,472	65,742	(10,270)	(15.6)	874	1,083	(209)	(19.3)	5,066	6,248	(1,182)	(18.9)
Other Outbound International Mail	184,860	210,184	(25,324)	(12.0)	49,972	55,741	(5,769)	(10.3)	17,586	20,716	(3,130)	(15.1)
Inbound International 3/	57,894	49,257	8,638	17.5	3,568	3,099	469	15.1	25,064	19,123	5,941	31.1
International Mail Fees	14	12	3	24.2	-	-	-	-	-	-	-	-
Total International Mail	440,018	498,853	(58,835)	(11.8)	56,927	63,315	(6,388)	(10.1)	65,055	68,398	(3,343)	(4.9)
Total Competitive Mail	3,751,684	3,392,575	359,109	10.6	969,801	826,125	143,677	17.4	1,678,505	1,319,385	359,120	27.2



**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS  
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4  
FISCAL YEAR 2015 (July. 1, 2015-Sep. 30, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2014  
(Data in Thousands)**

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2015	FY 2014	FY 2015 over FY 2014 Amount	Percent	FY 2015	FY 2014	FY 2015 over FY 2014 Amount	Percent	FY 2015	FY 2014	FY 2015 over FY 2014 Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	15,734,928	15,514,188	220,740	1.4	36,962,314	37,625,656	(663,342)	(1.8)	5,329,428	5,039,678	289,750	5.7
Total All Services	660,910	671,412	(10,502)	(1.6)	1,062,217	879,943	182,274	20.7				
Total All Mail and Services	16,395,839	16,185,600	210,238	1.3								
Total All Other Revenue	251,597	425,689	(174,092)	(40.9)								
Total All Revenue	16,647,436	16,611,290	36,146	0.2								

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 4 YTD**  
**FISCAL YEAR 2015 (Oct. 1, 2014-Sep. 30, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2014**  
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 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	9,958,138	10,243,261	(285,124)	(2.8)	19,737,174	20,860,427	(1,123,253)	(5.4)	602,259	636,422	(34,163)	(5.4)
Single-Piece Cards	296,549	318,654	(22,105)	(6.9)	838,954	923,418	(84,464)	(9.1)	5,358	5,901	(543)	(9.2)
Total Single-Piece Letters and Cards	10,254,687	10,561,916	(307,229)	(2.9)	20,576,128	21,783,845	(1,207,717)	(5.5)	607,617	642,324	(34,706)	(5.4)
Presort Letters	14,981,115	14,630,387	350,728	2.4	38,004,707	37,994,999	9,707	0.0	2,193,024	2,136,760	56,264	2.6
Presort Cards	569,486	558,757	10,729	1.9	2,169,537	2,198,318	(28,781)	(1.3)	17,715	17,946	(232)	(1.3)
Total Presort Letters and Cards	15,550,601	15,189,144	361,457	2.4	40,174,244	40,193,317	(19,074)	(0.0)	2,210,739	2,154,706	56,033	2.6
Flats	2,357,693	2,452,575	(94,882)	(3.9)	1,668,897	1,758,477	(89,580)	(5.1)	339,480	360,684	(21,203)	(5.9)
Parcels	544,684	584,647	(39,963)	(6.8)	200,100	230,525	(30,426)	(13.2)	61,725	70,468	(8,743)	(12.4)
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	314,797	305,318	9,479	3.1	212,184	214,128	(1,944)	(0.9)	11,394	11,256	138	1.2
Inbound Intl. Letter-Post Single-Piece & NSA Mail	426,462	337,639	88,823	26.3	473,600	400,500	73,100	18.3	154,926	117,790	37,136	31.5
First-Class Mail Fees	147,972	166,717	(18,746)	(11.2)	-	-	-	-	-	-	-	-
First-Class Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total First-Class Mail	29,596,896	29,636,932	(40,036)	(0.1)	63,305,152	64,683,808	(1,378,655)	(2.1)	3,385,881	3,363,551	22,330	0.7
<b>Standard Mail:</b>												
High Density and Saturation Letters	991,349	879,737	111,612	12.7	6,478,281	5,970,133	508,148	8.5	263,618	248,105	15,512	6.3
High Density and Saturation Flats & Parcels	2,036,738	2,005,555	31,183	1.6	11,232,313	11,278,630	(46,317)	(0.4)	2,024,632	2,036,896	(12,264)	(0.6)
Carrier Route	2,237,300	2,364,040	(126,740)	(5.4)	8,291,048	8,980,119	(689,071)	(7.7)	1,794,312	1,951,040	(156,728)	(8.0)
Letters	10,022,982	9,811,478	211,504	2.2	47,720,675	47,571,876	148,799	0.3	2,397,007	2,424,081	(27,074)	(1.1)
Flats	2,106,149	2,037,354	68,795	3.4	5,248,505	5,054,395	194,110	3.8	1,344,776	1,292,885	51,891	4.0
Parcels	65,093	67,967	(2,873)	(4.2)	60,420	65,846	(5,426)	(8.2)	22,646	23,062	(416)	(1.8)
Every Door Direct Mail Retail	148,385	147,089	1,297	0.9	832,566	886,857	(54,291)	(6.1)	105,602	111,514	(5,912)	(5.3)
Domestic Negotiated Serv. Agreement Mail	53,217	124,454	(71,237)	(57.2)	226,464	566,251	(339,786)	(60.0)	44,709	35,636	9,074	25.5
Inbound Intl. Negotiated Serv. Agreement Mail	0	83	(83)	(100.0)	0	154	(154)	(100.0)	0	42	(42)	(100.0)
Standard Mail Fees	50,006	56,713	(6,707)	(11.8)	-	-	-	-	-	-	-	-
Standard Mail Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total Standard Mail	17,711,220	17,494,470	216,750	1.2	80,090,273	80,374,260	(283,988)	(0.4)	7,997,302	8,123,261	(125,959)	(1.6)
<b>Periodicals Mail:</b>												
In-County	66,015	66,607	(592)	(0.9)	570,817	586,130	(15,313)	(2.6)	163,941	171,805	(7,865)	(4.6)
Outside County	1,515,354	1,552,223	(36,869)	(2.4)	5,267,358	5,458,584	(191,227)	(3.5)	2,003,821	2,103,172	(99,350)	(4.7)
Periodicals Mail Fees	7,852	6,496	1,355	20.9	-	-	-	-	-	-	-	-
Total Periodicals Mail	1,589,220	1,625,325	(36,105)	(2.2)	5,838,175	6,044,715	(206,540)	(3.4)	2,167,762	2,274,977	(107,215)	(4.7)
<b>Package Services Mail:</b>												
Parcel Post / Alaska Bypass	33,762	33,133	629	1.9	1,282	1,290	(8)	(0.6)	86,474	87,002	(528)	(0.6)
Inbound Intl. Surface Parcel Post (at UPU Rates)	0	19,449	(19,449)	(100.0)	0	980	(980)	(100.0)	0	15,455	(15,455)	(100.0)
Inbound Intl. Negotiated Service Agreement Mail	0	0	-	-	0	0	-	-	0	0	-	-
Bound Printed Matter Flats	212,356	201,907	10,449	5.2	260,492	249,745	10,747	4.3	411,428	392,471	18,957	4.8
Bound Printed Matter Parcels	283,462	272,313	11,149	4.1	227,911	211,977	15,935	7.5	553,967	523,594	30,374	5.8
Media and Library Mail	273,736	301,612	(27,876)	(9.2)	74,890	84,478	(9,588)	(11.3)	183,323	206,340	(23,018)	(11.2)
Package Services Mail Fees	2,761	2,661	100	3.7	-	-	-	-	-	-	-	-
Total Package Services Mail	806,077	831,074	(24,998)	(3.0)	564,576	548,470	16,106	2.9	1,235,191	1,224,861	10,330	0.8



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**(Data in Thousands)**

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 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	779,067	759,843	19,224	2.5	35,705	36,231	(525)	(1.5)	38,421	37,073	1,348	3.6
First-Class Package Service:												
Total First Class Package Service	1,689,112	1,417,618	271,494	19.2	708,423	616,280	92,143	15.0	248,779	212,672	36,106	17.0
Standard Post Mail:												
Total Standard Post	474,340	503,804	(29,464)	(5.8)	32,516	36,306	(3,789)	(10.4)	187,452	222,322	(34,871)	(15.7)
Priority Mail:												
Total Priority Mail	7,276,239	6,729,485	546,754	8.1	992,190	897,900	94,290	10.5	2,227,771	1,938,968	288,802	14.9
Parcel Select Mail:												
Total Parcel Select Mail	3,298,476	2,528,944	769,533	30.4	1,876,634	1,482,669	393,965	26.6	3,578,361	2,599,846	978,515	37.6
Parcel Return Service Mail:												
Total Parcel Return Service Mail	152,301	138,619	13,682	9.9	59,610	55,650	3,960	7.1	170,763	171,010	(247)	(0.1)
International Mail:												
Outbound Priority Mail International	642,760	768,269	(125,509)	(16.3)	11,748	14,960	(3,212)	(21.5)	82,331	97,110	(14,780)	(15.2)
Outbound International Expedited Services	245,460	291,341	(45,881)	(15.7)	3,895	4,834	(938)	(19.4)	23,762	24,949	(1,187)	(4.8)
Other Outbound International Mail	847,794	937,149	(89,355)	(9.5)	222,989	244,022	(21,034)	(8.6)	83,582	93,131	(9,549)	(10.3)
Inbound International 5/	234,295	214,549	19,745	9.2	15,331	13,937	1,394	10.0	103,445	83,181	20,264	24.4
International Mail Fees	155	51	104	205.9	-	-	-	-	-	-	-	-
Total International Mail	1,970,465	2,211,359	(240,895)	(10.9)	253,963	277,753	(23,790)	(8.6)	293,119	298,371	(5,252)	(1.8)
Total Competitive Mail	15,640,000	14,289,673	1,350,327	9.4	3,959,042	3,402,788	556,253	16.3	6,744,664	5,480,263	1,264,401	23.1



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**(Data in Thousands)**

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2015	FY 2014	FY 2015 over FY 2014	Percent	FY 2015	FY 2014	FY 2015 over FY 2014	Percent	FY 2015	FY 2014	FY 2015 over FY 2014	Percent
Total Market Dominant and Competitive												
Total All Mail	65,343,413	63,877,475	1,465,938	2.3	154,156,980	155,538,672	(1,381,692)	(0.9)	21,661,842	20,598,324	1,063,518	5.2
Total All Services	2,710,521	2,726,609	(16,088)	(0.6)	4,180,996	3,566,038	614,958	17.2				
Total All Mail and Services	68,053,934	66,604,084	1,449,850	2.2								
Total All Other Revenue	897,248	1,250,237	(352,989)	(28.2)								
Total All Revenue	68,951,181	67,854,320	1,096,861	1.6								

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.

**TABLE 2-A  
LETTER MAIL  
MARKET DOMINANT PRODUCTS  
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4  
FISCAL YEAR 2015 (Jul. 1, 2015-Sep. 30, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2014  
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		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
<b>First-Class Mail:</b>												
Single-Piece Letters	2,257,419	2,363,792	(106,373)	(4.5)	4,451,512	4,697,506	(245,994)	(5.2)	134,686	142,097	(7,411)	(5.2)
Single-Piece Cards	75,855	75,964	(109)	(0.1)	209,816	217,430	(7,614)	(3.5)	1,341	1,390	(50)	(3.6)
Total Single-Piece Letters and Cards	2,333,275	2,439,756	(106,482)	(4.4)	4,661,328	4,914,936	(253,608)	(5.2)	136,027	143,488	(7,461)	(5.2)
Presort Letters	3,683,319	3,606,975	76,344	2.1	9,204,337	9,219,596	(15,259)	(0.2)	532,533	526,073	6,461	1.2
Presort Cards	145,378	141,387	3,991	2.8	542,315	544,820	(2,506)	(0.5)	4,428	4,448	(20)	(0.4)
Total Presort Letters and Cards	3,828,697	3,748,363	80,335	2.1	9,746,652	9,764,417	(17,765)	(0.2)	536,962	530,521	6,441	1.2
Flats	4,544	5,657	(1,113)	(19.7)	2,504	3,961	(1,457)	(36.8)	739	1,209	(469)	(38.8)
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	6,166,516	6,193,776	(27,260)	(0.4)	14,410,484	14,683,314	(272,830)	(1.9)	673,728	675,217	(1,489)	(0.2)
<b>Standard Mail:</b>												
High Density and Saturation Letters	253,340	227,167	26,173	11.5	1,634,056	1,508,094	125,962	8.4	66,902	62,856	4,046	6.4
High Density and Saturation Flats & Parcels	14,621	16,675	(2,054)	(12.3)	91,110	106,971	(15,861)	(14.8)	3,806	4,762	(956)	(20.1)
Carrier Route	5,909	6,314	(405)	(6.4)	23,095	25,517	(2,422)	(9.5)	828	895	(67)	(7.5)
Letters	2,477,227	2,498,133	(20,906)	(0.8)	11,657,128	11,915,888	(258,761)	(2.2)	584,407	601,242	(16,835)	(2.8)
Flats	362	435	(73)	(16.9)	735	943	(207)	(22.0)	189	254	(65)	(25.4)
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	2,751,459	2,748,724	2,735	0.1	13,406,124	13,557,413	(151,289)	(1.1)	656,132	670,009	(13,876)	(2.1)
<b>Periodicals Mail:</b>												
In-County	275	289	(14)	(4.8)	3,349	3,514	(165)	(4.7)	167	187	(20)	(10.7)
Outside County	2,013	2,207	(193)	(8.8)	8,519	9,367	(848)	(9.1)	661	731	(70)	(9.5)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	2,288	2,495	(207)	(8.3)	11,867	12,881	(1,013)	(7.9)	828	918	(90)	(9.8)
<b>Package Services Mail:</b>												
Parcel Post / Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Surface Parcel Post (at UPU Rates)	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0



**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2015 (Jul. 1, 2015-Sep. 30, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2014**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		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												
First-Class Package Service:												
Total First Class Package Service	206	389	(184)	(47.2)	0	0	0	0.0	0	0	0	0.0
Standard Post Mail:												
Total Standard Post	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Priority Mail:												
Total Priority Mail	3,140	3,587	(447)	(12.5)	613	695	(82)	(11.8)	47	53	(6)	(11.3)
Parcel Select Mail:												
Total Parcel Select Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Parcel Return Service Mail:												
Total Parcel Return Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
International Mail:												
Outbound Priority Mail International												
Outbound International Expedited Services												
Other Outbound International Mail												
Inbound International												
International Mail Fees												
Total International Mail												
Total Competitive Mail	3,346	3,977	(631)	(15.9)	613	695	(82)	(11.8)	47	53	(6)	(11.3)

**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2015 (Jul. 1, 2015-Sep. 30, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2014**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2015	FY 2014	Amount	Percent	FY 2015	FY 2014	Amount	Percent	FY 2015	FY 2014	Amount	Percent
Ancillary Services:												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Premium Forwarding Service												
Intl. Money Orders & Money Transfer Service												
Other Domestic Special Services												
Other International Special Services												
Total Special Services												
Total Competitive Services												
Total Competitive Mail and Services	3,346	3,977	(631)	(15.9)	613	695	(82)	(11.8)	47	53	(6)	(11.3)
Other Competitive Revenue												
Total Competitive Revenue	3,346	3,977	(631)	(15.9)	613	695	(82)	(11.8)	47	53	(6)	(11.3)

**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2015 (Jul. 1, 2015-Sep. 30, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2014**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2015	FY 2014	FY 2015 over FY 2014 Amount	Percent	FY 2015	FY 2014	FY 2015 over FY 2014 Amount	Percent	FY 2015	FY 2014	FY 2015 over FY 2014 Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	8,923,609	8,948,972	(25,363)	(0.3)	27,886,935	28,325,643	(438,707)	(1.5)	1,333,548	1,348,701	(15,154)	(1.1)
Total All Services	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	8,923,609	8,948,972	(25,363)	(0.3)	27,886,935	28,325,643	(438,707)	(1.5)	1,333,548	1,348,701	(15,154)	(1.1)
Total All Other Revenue												
Total All Revenue	8,923,609	8,948,972	(25,363)	(0.3)								

**TABLE 2-A  
LETTER MAIL  
MARKET DOMINANT PRODUCTS  
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD  
FISCAL YEAR 2015 (Oct. 1, 2014-Sep. 30, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2014  
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2015	FY 2014	FY 2015 over FY 2014 Amount	Percent	FY 2015	FY 2014	FY 2015 over FY 2014 Amount	Percent	FY 2015	FY 2014	FY 2015 over FY 2014 Amount	Percent
<b>First-Class Mail:</b>												
Single-Piece Letters	9,958,138	10,243,261	(285,124)	(2.8)	19,737,174	20,860,427	(1,123,253)	(5.4)	602,259	636,422	(34,163)	(5.4)
Single-Piece Cards	296,549	318,654	(22,105)	(6.9)	838,954	923,418	(84,464)	(9.1)	5,358	5,901	(543)	(9.2)
Total Single-Piece Letters and Cards	10,254,687	10,561,916	(307,229)	(2.9)	20,576,128	21,783,845	(1,207,717)	(5.5)	607,617	642,324	(34,706)	(5.4)
Presort Letters	14,981,115	14,630,387	350,728	2.4	38,004,707	37,994,999	9,707	0.0	2,193,024	2,136,760	56,264	2.6
Presort Cards	569,486	558,757	10,729	1.9	2,169,537	2,198,318	(28,781)	(1.3)	17,715	17,946	(232)	(1.3)
Total Presort Letters and Cards	15,550,601	15,189,144	361,457	2.4	40,174,244	40,193,317	(19,074)	(0.0)	2,210,739	2,154,706	56,033	2.6
Flats	21,332	20,910	422	2.0	14,565	16,070	(1,505)	(9.4)	4,622	5,088	(467)	(9.2)
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
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	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	25,826,620	25,810,945	15,674	0.1	60,764,936	62,096,246	(1,331,310)	(2.1)	2,822,978	2,808,442	14,536	0.5
<b>Standard Mail:</b>												
High Density and Saturation Letters	991,349	879,737	111,612	12.7	6,478,281	5,970,133	508,148	8.5	263,618	248,105	15,512	6.3
High Density and Saturation Flats & Parcels	62,501	71,204	(8,703)	(12.2)	398,530	473,086	(74,557)	(15.8)	16,548	20,220	(3,672)	(18.2)
Carrier Route	22,947	25,829	(2,882)	(11.2)	91,135	105,619	(14,484)	(13.7)	3,303	4,009	(705)	(17.6)
Letters	10,022,981	9,811,478	211,503	2.2	47,720,673	47,571,876	148,797	0.3	2,397,007	2,424,081	(27,074)	(1.1)
Flats	1,248	1,772	(524)	(29.6)	2,447	3,537	(1,090)	(30.8)	658	943	(286)	(30.3)
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	108,512	(108,512)	(100.0)	0	499,850	(499,850)	(100.0)	0	22,138	(22,138)	(100.0)
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	11,101,027	10,898,533	202,494	1.9	54,691,066	54,624,101	66,964	0.1	2,681,133	2,719,496	(38,363)	(1.4)
<b>Periodicals Mail:</b>												
In-County	1,129	1,220	(91)	(7.4)	13,778	15,118	(1,340)	(8.9)	689	757	(67)	(8.9)
Outside County	8,156	8,529	(373)	(4.4)	34,595	36,753	(2,158)	(5.9)	2,652	2,863	(211)	(7.4)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	9,285	9,749	(464)	(4.8)	48,373	51,871	(3,498)	(6.7)	3,341	3,620	(279)	(7.7)
<b>Package Services Mail:</b>												
Parcel Post / Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Surface Parcel Post (at UPU Rates)	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0



**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2015 (Oct. 1, 2014-Sep. 30, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2014**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		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												
First-Class Package Service:												
Total First Class Package Service	993	890	103	11.6	0	0	0	0.0	0	0	0	0.0
Standard Post Mail:												
Total Standard Post	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Priority Mail:												
Total Priority Mail	11,107	14,264	(3,157)	(22.1)	2,216	2,776	(560)	(20.2)	180	230	(49)	(21.4)
Parcel Select Mail:												
Total Parcel Select Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Parcel Return Service Mail:												
Total Parcel Return Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
International Mail:												
Outbound Priority Mail International												
Outbound International Expedited Services												
Other Outbound International Mail												
Inbound International												
International Mail Fees												
Total International Mail												
Total Competitive Mail	12,100	15,154	(3,054)	(20.2)	2,216	2,776	(560)	(20.2)	180	230	(49)	(21.4)

**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2015 (Oct. 1, 2014-Sep. 30, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2014**  
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2015	FY 2014	Amount	Percent	FY 2015	FY 2014	Amount	Percent	FY 2015	FY 2014	Amount	Percent
Ancillary Services:												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Premium Forwarding Service												
Intl. Money Orders & Money Transfer Service												
Other Domestic Special Services												
Other International Special Services												
Total Special Services												
Total Competitive Services												
Total Competitive Mail and Services	12,100	15,154	(3,054)	(20.2)	2,216	2,776	(560)	(20.2)	180	230	(49)	(21.4)
Other Competitive Revenue												
Total Competitive Revenue	12,100	15,154	(3,054)	(20.2)	2,216	2,776	(560)	(20.2)	180	230	(49)	(21.4)

**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2015 (Oct. 1, 2014-Sep. 30, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2014**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 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	36,949,031	36,734,382	214,649	0.6	115,835,881	117,181,174	(1,345,293)	(1.1)	5,519,633	5,543,660	(24,027)	(0.4)
Total All Services	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	36,949,031	36,734,382	214,649	0.6	115,835,881	117,181,174	(1,345,293)	(1.1)	5,519,633	5,543,660	(24,027)	(0.4)
Total All Other Revenue												
Total All Revenue	36,949,031	36,734,382	214,649	0.6								

**TABLE 2-B  
FLAT MAIL  
MARKET DOMINANT PRODUCTS  
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4  
FISCAL YEAR 2015 (Jul. 1, 2015-Sep. 30, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2014  
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		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
<b>First-Class Mail:</b>												
Single-Piece Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Single-Piece Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Single-Piece Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	537,272	580,287	(43,015)	(7.4)	374,040	412,016	(37,976)	(9.2)	75,563	83,883	(8,320)	(9.9)
Parcels	17,027	14,853	2,175	14.6	7,924	7,302	622	8.5	2,085	1,840	245	13.3
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	554,299	595,140	(40,841)	(6.9)	381,964	419,318	(37,354)	(8.9)	77,648	85,723	(8,076)	(9.4)
<b>Standard Mail:</b>												
High Density and Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density and Saturation Flats & Parcels	480,632	492,005	(11,373)	(2.3)	2,584,856	2,694,756	(109,900)	(4.1)	505,311	507,093	(1,782)	(0.4)
Carrier Route Letters	424,288	552,456	(128,168)	(23.2)	1,531,671	2,038,586	(506,915)	(24.9)	354,334	449,289	(94,955)	(21.1)
Flats	1	0	1	0.0	2	0	2	0.0	0	0	0	0.0
Parcels	615,679	510,277	105,402	20.7	1,606,129	1,242,956	363,173	29.2	418,958	325,785	93,173	28.6
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	35,266	34,748	518	1.5	192,710	198,557	(5,848)	(2.9)	24,443	25,185	(742)	(2.9)
Inbound Intl. Negotiated Serv. Agreement Mail	11,544	15,941	(4,397)	(27.6)	46,314	66,401	(20,087)	(30.3)	9,462	13,498	(4,035)	(29.9)
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	1,567,410	1,605,428	(38,017)	(2.4)	5,961,681	6,241,257	(279,576)	(4.5)	1,312,509	1,320,849	(8,341)	(0.6)
<b>Periodicals Mail:</b>												
In-County	16,136	16,204	(68)	(0.4)	137,758	141,238	(3,480)	(2.5)	39,019	41,166	(2,148)	(5.2)
Outside County	365,248	382,386	(17,138)	(4.5)	1,249,083	1,310,427	(61,343)	(4.7)	484,048	515,771	(31,723)	(6.2)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	381,384	398,591	(17,206)	(4.3)	1,386,841	1,451,665	(64,823)	(4.5)	523,066	556,937	(33,871)	(6.1)
<b>Package Services Mail:</b>												
Parcel Post / Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Surface Parcel Post (at UPU Rates)	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	52,198	50,204	1,995	4.0	63,840	61,662	2,178	3.5	96,146	96,082	64	0.1
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	4,982	4,153	829	20.0	1,701	1,410	291	20.6	1,756	1,522	234	15.4
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	57,181	54,356	2,824	5.2	65,541	63,072	2,468	3.9	97,902	97,604	298	0.3



**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2015 (Jul. 1, 2015-Sep. 30, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2014**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		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												
First-Class Package Service:												
Total First Class Package Service	20,938	10,790	10,148	94.1	9,962	4,810	5,152	107.1	1,785	934	851	91.0
Standard Post Mail:												
Total Standard Post	413	498	(85)	(17.1)	72	96	(24)	(24.7)	72	115	(43)	(37.4)
Priority Mail:												
Total Priority Mail	200,331	185,445	14,886	8.0	35,807	33,711	2,096	6.2	22,706	23,261	(554)	(2.4)
Parcel Select Mail:												
Total Parcel Select Mail	138	479	(341)	(71.2)	48	134	(86)	(64.2)	15	174	(159)	(91.1)
Parcel Return Service Mail:												
Total Parcel Return Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
International Mail:												
Outbound Priority Mail International												
Outbound International Expedited Services												
Other Outbound International Mail												
Inbound International												
International Mail Fees												
Total International Mail												
Total Competitive Mail	221,820	197,212	24,608	12.5	45,890	38,752	7,138	18.4	24,579	24,484	95	0.4

**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2015 (Jul. 1, 2015-Sep. 30, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2014**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2015	FY 2014	Amount	Percent	FY 2015	FY 2014	Amount	Percent	FY 2015	FY 2014	Amount	Percent
Ancillary Services:												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Premium Forwarding Service												
Intl. Money Orders & Money Transfer Service												
Other Domestic Special Services												
Other International Special Services												
Total Special Services												
Total Competitive Services												
Total Competitive Mail and Services	221,820	197,212	24,608	12.5	45,890	38,752	7,138	18.4	24,579	24,484	95	0.4
Other Competitive Revenue												
Total Competitive Revenue	221,820	197,212	24,608	12.5	45,890	38,752	7,138	18.4	24,579	24,484	95	0.4



**TABLE 2-B  
FLAT MAIL  
MARKET DOMINANT PRODUCTS  
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD  
FISCAL YEAR 2015 (Oct. 1, 2014-Sep. 30, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2014  
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2015	FY 2014	FY 2015 over FY 2014 Amount	Percent	FY 2015	FY 2014	FY 2015 over FY 2014 Amount	Percent	FY 2015	FY 2014	FY 2015 over FY 2014 Amount	Percent
<b>First-Class Mail:</b>												
Single-Piece Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Single-Piece Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Single-Piece Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	2,336,361	2,431,665	(95,304)	(3.9)	1,654,333	1,742,408	(88,075)	(5.1)	334,859	355,596	(20,737)	(5.8)
Parcels	65,559	67,102	(1,543)	(2.3)	31,363	33,695	(2,332)	(6.9)	8,099	8,638	(539)	(6.2)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	2,401,920	2,498,767	(96,847)	(3.9)	1,685,696	1,776,103	(90,407)	(5.1)	342,958	364,233	(21,275)	(5.8)
<b>Standard Mail:</b>												
High Density and Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density and Saturation Flats & Parcels	1,974,152	1,934,330	39,822	2.1	10,833,586	10,805,490	28,096	0.3	2,008,053	2,016,650	(8,597)	(0.4)
Carrier Route	2,214,228	2,337,916	(123,688)	(5.3)	8,199,623	8,873,717	(674,094)	(7.6)	1,790,799	1,946,855	(156,056)	(8.0)
Letters	1	0	1	0.0	2	0	2	0.0	0	0	0	0.0
Flats	2,103,244	2,033,452	69,792	3.4	5,242,397	5,046,178	196,219	3.9	1,343,953	1,291,730	52,223	4.0
Parcels	1	1	(0)	(15.2)	0	0	(0)	(17.8)	0	0	0	4.2
Every Door Direct Mail Retail	148,385	147,089	1,297	0.9	832,566	886,857	(54,291)	(6.1)	105,602	111,514	(5,912)	(5.3)
Domestic Negotiated Serv. Agreement Mail	53,217	15,941	37,275	233.8	226,464	66,401	160,064	241.1	44,709	13,498	31,212	231.2
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	6,493,228	6,468,730	24,498	0.4	25,334,638	25,678,644	(344,005)	(1.3)	5,293,117	5,380,248	(87,131)	(1.6)
<b>Periodicals Mail:</b>												
In-County	64,756	65,255	(499)	(0.8)	556,337	570,269	(13,932)	(2.4)	162,836	170,606	(7,770)	(4.6)
Outside County	1,503,860	1,539,957	(36,097)	(2.3)	5,229,392	5,417,836	(188,445)	(3.5)	1,993,679	2,092,228	(98,549)	(4.7)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	1,568,616	1,605,212	(36,596)	(2.3)	5,785,729	5,988,105	(202,376)	(3.4)	2,156,515	2,262,834	(106,319)	(4.7)
<b>Package Services Mail:</b>												
Parcel Post / Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Surface Parcel Post (at UPU Rates	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	212,354	201,907	10,447	5.2	260,491	249,745	10,746	4.3	411,426	392,471	18,955	4.8
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	17,863	17,750	112	0.6	6,147	6,198	(51)	(0.8)	6,384	6,444	(60)	(0.9)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	230,217	219,657	10,559	4.8	266,638	255,943	10,695	4.2	417,810	398,914	18,895	4.7



**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2015 (Oct. 1, 2014-Sep. 30, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2014**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2015	FY 2014	FY 2015 over FY 2014 Amount	Percent	FY 2015	FY 2014	FY 2015 over FY 2014 Amount	Percent	FY 2015	FY 2014	FY 2015 over FY 2014 Amount	Percent
Priority Mail Express:												
Total Priority Mail Express												
First-Class Package Service:												
Total First Class Package Service	58,023	46,625	11,398	24.4	26,403	21,750	4,653	21.4	4,750	4,281	469	10.9
Standard Post Mail:												
Total Standard Post	2,222	2,447	(225)	(9.2)	456	468	(12)	(2.6)	491	520	(30)	(5.7)
Priority Mail:												
Total Priority Mail	794,910	873,845	(78,935)	(9.0)	142,924	153,432	(10,508)	(6.8)	92,084	123,998	(31,914)	(25.7)
Parcel Select Mail:												
Total Parcel Select Mail	4,180	2,406	1,773	73.7	613	507	106	21.0	642	416	226	54.3
Parcel Return Service Mail:												
Total Parcel Return Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
International Mail:												
Outbound Priority Mail International												
Outbound International Expedited Services												
Other Outbound International Mail												
Inbound International												
International Mail Fees												
Total International Mail												
Total Competitive Mail	859,334	925,322	(65,988)	(7.1)	170,396	176,156	(5,761)	(3.3)	97,967	129,216	(31,249)	(24.2)

**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2015 (Oct. 1, 2014-Sep. 30, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2014**  
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2015	FY 2014	Amount	Percent	FY 2015	FY 2014	Amount	Percent	FY 2015	FY 2014	Amount	Percent
Ancillary Services:												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Premium Forwarding Service												
Intl. Money Orders & Money Transfer Service												
Other Domestic Special Services												
Other International Special Services												
Total Special Services												
Total Competitive Services												
Total Competitive Mail and Services	859,334	925,322	(65,988)	(7.1)	170,396	176,156	(5,761)	(3.3)	97,967	129,216	(31,249)	(24.2)
Other Competitive Revenue												
Total Competitive Revenue	859,334	925,322	(65,988)	(7.1)	170,396	176,156	(5,761)	(3.3)	97,967	129,216	(31,249)	(24.2)



**TABLE 2-C  
PARCEL MAIL  
MARKET DOMINANT PRODUCTS  
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4  
FISCAL YEAR 2015 (Jul. 1, 2015-Sep. 30, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2014  
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		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
<b>First-Class Mail:</b>												
Single-Piece Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Single-Piece Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Single-Piece Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Parcels	115,167	122,761	(7,594)	(6.2)	38,500	45,352	(6,852)	(15.1)	12,121	14,112	(1,990)	(14.1)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	115,167	122,761	(7,594)	(6.2)	38,500	45,352	(6,852)	(15.1)	12,121	14,112	(1,990)	(14.1)
<b>Standard Mail:</b>												
High Density and Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density and Saturation Flats & Parcels	48	8	40	471.0	133	26	106	405.9	20	21	(0)	(1.6)
Carrier Route	68	14	53	381.4	148	37	111	302.1	144	3	142	5,416.0
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	521	535	(14)	(2.7)	1,149	1,174	(25)	(2.2)	49	55	(6)	(11.3)
Parcels	14,310	17,820	(3,510)	(19.7)	12,332	17,401	(5,069)	(29.1)	4,494	6,236	(1,742)	(27.9)
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	14,946	18,377	(3,431)	(18.7)	13,761	18,638	(4,877)	(26.2)	4,708	6,315	(1,606)	(25.4)
<b>Periodicals Mail:</b>												
In-County	26	33	(6)	(18.7)	160	196	(37)	(18.6)	76	104	(27)	(26.4)
Outside County	801	920	(119)	(12.9)	843	948	(105)	(11.1)	1,929	1,907	22	1.2
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	828	953	(125)	(13.1)	1,003	1,145	(141)	(12.4)	2,005	2,010	(5)	(0.3)
<b>Package Services Mail:</b>												
Parcel Post / Alaska Bypass	8,869	9,002	(133)	(1.5)	331	345	(13)	(3.8)	22,372	23,256	(884)	(3.8)
Inbound Intl. Surface Parcel Post (at UPU Rates)	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	78,205	76,117	2,088	2.7	62,539	57,790	4,749	8.2	147,198	142,194	5,004	3.5
Media and Library Mail	64,745	72,511	(7,766)	(10.7)	17,349	19,157	(1,808)	(9.4)	45,833	51,733	(5,899)	(11.4)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	151,819	157,630	(5,811)	(3.7)	80,220	77,292	2,928	3.8	215,403	217,183	(1,780)	(0.8)



**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2015 (Jul. 1, 2015-Sep. 30, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2014**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		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												
First-Class Package Service: Total First Class Package Service	411,095	346,992	64,104	18.5	166,303	147,759	18,544	12.6	60,186	52,041	8,145	15.7
Standard Post Mail: Total Standard Post	94,497	104,414	(9,917)	(9.5)	5,346	7,227	(1,881)	(26.0)	35,900	44,912	(9,012)	(20.1)
Priority Mail: Total Priority Mail	1,494,288	1,402,996	91,293	6.5	196,468	180,312	16,156	9.0	510,263	457,574	52,689	11.5
Parcel Select Mail: Total Parcel Select Mail	858,555	625,014	233,540	37.4	474,730	365,601	109,129	29.8	932,372	621,525	310,847	50.0
Parcel Return Service Mail: Total Parcel Return Service Mail	37,795	33,923	3,873	11.4	14,661	13,631	1,030	7.6	41,057	41,431	(374)	(0.9)
International Mail: Outbound Priority Mail International Outbound International Expedited Services Other Outbound International Mail Inbound International International Mail Fees Total International Mail												
Total Competitive Mail	2,896,230	2,513,338	382,892	15.2	857,508	714,530	142,979	20.0	1,579,778	1,217,483	362,295	29.8

**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2015 (Jul. 1, 2015-Sep. 30, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2014**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2015	FY 2014	Amount	Percent	FY 2015	FY 2014	Amount	Percent	FY 2015	FY 2014	Amount	Percent
Ancillary Services:												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Premium Forwarding Service												
Intl. Money Orders & Money Transfer Service												
Other Domestic Special Services												
Other International Special Services												
Total Special Services												
Total Competitive Services												
Total Competitive Mail and Services	2,896,230	2,513,338	382,892	15.2	857,508	714,530	142,979	20.0	1,579,778	1,217,483	362,295	29.8
Other Competitive Revenue												
Total Competitive Revenue	2,896,230	2,513,338	382,892	15.2	857,508	714,530	142,979	20.0	1,579,778	1,217,483	362,295	29.8

**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2015 (Jul. 1, 2015-Sep. 30, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2014**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2015	FY 2014	FY 2015 over FY 2014 Amount	Percent	FY 2015	FY 2014	FY 2015 over FY 2014 Amount	Percent	FY 2015	FY 2014	FY 2015 over FY 2014 Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	3,178,990	2,813,059	365,931	13.0	1,002,843	869,775	133,069	15.3	1,843,330	1,490,592	352,738	23.7
Total All Services	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	3,178,990	2,813,059	365,931	13.0	1,002,843	869,775	133,069	15.3	1,843,330	1,490,592	352,738	23.7
Total All Other Revenue												
Total All Revenue	3,178,990	2,813,059	365,931	13.0								

**TABLE 2-C  
PARCEL MAIL  
MARKET DOMINANT PRODUCTS  
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD  
FISCAL YEAR 2015 (Oct. 1, 2014-Sep. 30, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2014  
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2015	FY 2014	FY 2015 over FY 2014 Amount	Percent	FY 2015	FY 2014	FY 2015 over FY 2014 Amount	Percent	FY 2015	FY 2014	FY 2015 over FY 2014 Amount	Percent
<b>First-Class Mail:</b>												
Single-Piece Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Single-Piece Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Single-Piece Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Parcels	479,125	517,545	(38,419)	(7.4)	168,736	196,830	(28,094)	(14.3)	53,626	61,830	(8,204)	(13.3)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	479,125	517,545	(38,419)	(7.4)	168,736	196,830	(28,094)	(14.3)	53,626	61,830	(8,204)	(13.3)
<b>Standard Mail:</b>												
High Density and Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density and Saturation Flats & Parcels	85	21	64	306.3	197	54	144	266.9	31	27	5	17.6
Carrier Route	125	295	(170)	(57.6)	290	783	(493)	(62.9)	210	176	34	19.1
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	1,657	2,130	(473)	(22.2)	3,661	4,680	(1,019)	(21.8)	165	211	(46)	(21.7)
Parcels	65,092	67,966	(2,873)	(4.2)	60,420	65,846	(5,426)	(8.2)	22,646	23,062	(416)	(1.8)
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	66,959	70,411	(3,452)	(4.9)	64,568	71,362	(6,793)	(9.5)	23,052	23,476	(423)	(1.8)
<b>Periodicals Mail:</b>												
In-County	130	131	(2)	(1.4)	702	743	(41)	(5.5)	416	443	(27)	(6.1)
Outside County	3,338	3,736	(398)	(10.7)	3,371	3,995	(624)	(15.6)	7,491	8,081	(590)	(7.3)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	3,468	3,868	(400)	(10.3)	4,073	4,738	(665)	(14.0)	7,906	8,523	(617)	(7.2)
<b>Package Services Mail:</b>												
Parcel Post / Alaska Bypass	33,737	33,107	630	1.9	1,282	1,290	(8)	(0.6)	86,474	87,002	(528)	(0.6)
Inbound Intl. Surface Parcel Post (at UPU Rates)	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	2	0	2	0.0	1	0	1	0.0	2	0	2	0.0
Bound Printed Matter Parcels	283,460	272,298	11,161	4.1	227,911	211,977	15,935	7.5	553,967	523,594	30,374	5.8
Media and Library Mail	255,789	283,754	(27,965)	(9.9)	68,743	78,280	(9,537)	(12.2)	176,939	199,897	(22,957)	(11.5)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	572,988	589,159	(16,172)	(2.7)	297,938	291,547	6,391	2.2	817,382	810,492	6,890	0.9



**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2015 (Oct. 1, 2014-Sep. 30, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2014**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2015	FY 2014	FY 2015 over FY 2014 Amount	Percent	FY 2015	FY 2014	FY 2015 over FY 2014 Amount	Percent	FY 2015	FY 2014	FY 2015 over FY 2014 Amount	Percent
Priority Mail Express: Total Priority Mail Express												
First-Class Package Service: Total First Class Package Service	1,630,096	1,370,104	259,992	19.0	682,020	594,530	87,490	14.7	244,029	208,391	35,637	17.1
Standard Post Mail: Total Standard Post	472,113	501,352	(29,238)	(5.8)	32,061	35,838	(3,777)	(10.5)	186,961	221,802	(34,841)	(15.7)
Priority Mail: Total Priority Mail	6,468,531	5,840,049	628,482	10.8	847,050	741,686	105,365	14.2	2,135,506	1,814,740	320,766	17.7
Parcel Select Mail: Total Parcel Select Mail	3,293,588	2,525,035	768,553	30.4	1,875,772	1,482,162	393,610	26.6	3,577,718	2,599,429	978,289	37.6
Parcel Return Service Mail: Total Parcel Return Service Mail	152,301	138,619	13,682	9.9	59,610	55,650	3,960	7.1	170,763	171,010	(247)	(0.1)
International Mail: Outbound Priority Mail International Outbound International Expedited Services Other Outbound International Mail Inbound International International Mail Fees Total International Mail												
Total Competitive Mail	12,016,629	10,375,159	1,641,470	15.8	3,496,513	2,909,865	586,647	20.2	6,314,976	5,015,373	1,299,604	25.9

**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2015 (Oct. 1, 2014-Sep. 30, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2014**  
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2015	FY 2014	Amount	Percent	FY 2015	FY 2014	Amount	Percent	FY 2015	FY 2014	Amount	Percent
Ancillary Services:												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Premium Forwarding Service												
Intl. Money Orders & Money Transfer Service												
Other Domestic Special Services												
Other International Special Services												
Total Special Services												
Total Competitive Services												
Total Competitive Mail and Services	12,016,629	10,375,159	1,641,470	15.8	3,496,513	2,909,865	586,647	20.2	6,314,976	5,015,373	1,299,604	25.9
Other Competitive Revenue												
Total Competitive Revenue	12,016,629	10,375,159	1,641,470	15.8	3,496,513	2,909,865	586,647	20.2	6,314,976	5,015,373	1,299,604	25.9

**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2015 (Oct. 1, 2014-Sep. 30, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2014**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 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	13,139,169	11,556,141	1,583,027	13.7	4,079,960	3,522,306	557,654	15.8	7,331,089	6,032,651	1,298,438	21.5
Total All Services	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	13,139,169	11,556,141	1,583,027	13.7	4,079,960	3,522,306	557,654	15.8	7,331,089	6,032,651	1,298,438	21.5
Total All Other Revenue												
Total All Revenue	13,139,169	11,556,141	1,583,027	13.7								

**TABLE 3-A  
STAMPED MAIL  
MARKET DOMINANT PRODUCTS  
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4  
FISCAL YEAR 2015 (Jul. 1, 2015-Sep. 30, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2014  
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		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	1,247,705	1,296,256	(48,550)	(3.7)	2,481,723	2,618,329	(136,606)	(5.2)	63,912	67,460	(3,548)	(5.3)
Single-Piece Cards	43,121	42,258	864	2.0	118,089	119,422	(1,332)	(1.1)	738	746	(8)	(1.1)
Total Single-Piece Letters and Cards	1,290,827	1,338,513	(47,687)	(3.6)	2,599,813	2,737,751	(137,938)	(5.0)	64,650	68,206	(3,556)	(5.2)
Presort Letters	45,968	46,547	(580)	(1.2)	111,294	114,754	(3,461)	(3.0)	6,580	6,355	226	3.5
Presort Cards	565	636	(71)	(11.2)	2,061	2,396	(335)	(14.0)	14	17	(3)	(18.1)
Total Presort Letters and Cards	46,532	47,183	(651)	(1.4)	113,355	117,150	(3,795)	(3.2)	6,594	6,372	222	3.5
Flats	42,775	53,923	(11,148)	(20.7)	27,661	39,801	(12,140)	(30.5)	5,290	7,037	(1,747)	(24.8)
Parcels	10,708	9,601	1,106	11.5	4,845	4,382	463	10.6	1,109	1,046	63	6.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M.	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	13	(13)	(100.0)	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	1,390,842	1,449,234	(58,392)	(4.0)	2,745,674	2,899,084	(153,410)	(5.3)	77,643	82,662	(5,018)	(6.1)
<b>Standard Mail:</b>												
High Density and Saturation Letters	2,949	2,933	16	0.6	18,087	18,627	(539)	(2.9)	643	587	56	9.6
High Density and Saturation Flats & Parcels	212	42	170	405.3	1,049	205	844	411.4	48	15	33	222.8
Carrier Route	756	250	506	202.6	2,770	890	1,880	211.4	612	108	504	465.0
Letters	130,492	134,212	(3,720)	(2.8)	754,476	781,497	(27,021)	(3.5)	38,733	40,020	(1,286)	(3.2)
Flats	8,290	6,517	1,773	27.2	24,382	19,821	4,561	23.0	4,662	3,311	1,351	40.8
Parcels	35	43	(9)	(20.0)	23	27	(4)	(16.0)	3	11	(9)	(76.1)
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	13	(13)	(100.0)	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	142,734	144,010	(1,277)	(0.9)	800,787	821,067	(20,280)	(2.5)	44,701	44,051	650	1.5
<b>Periodicals Mail:</b>												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
<b>Package Services Mail:</b>												
Parcel Post / Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Surface Parcel Post (at UPU Rate:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	927	970	(43)	(4.4)	264	294	(30)	(10.3)	512	477	35	7.4
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	927	970	(43)	(4.4)	264	294	(30)	(10.3)	512	477	35	7.4



**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2015 (Jul. 1, 2015-Sep. 30, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2014**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		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												
First-Class Package Service: Total First Class Package Service	175	216	(41)	(19.0)	75	104	(28)	(27.2)	20	19	1	3.6
Standard Post Mail: Total Standard Post	864	854	10	1.2	87	111	(24)	(22.0)	348	335	13	3.9
Priority Mail: Total Priority Mail	18,038	18,848	(810)	(4.3)	2,684	2,894	(210)	(7.3)	3,149	3,443	(294)	(8.5)
Parcel Select Mail: Total Parcel Select Mail	5	0	5	0.0	2	0	2	0.0	1	0	1	0.0
Parcel Return Service Mail: Total Parcel Return Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
International Mail: Outbound Priority Mail International Outbound International Expedited Services Other Outbound International Mail Inbound International International Mail Fees Total International Mail												
Total Competitive Mail	19,082	19,919	(836)	(4.2)	2,848	3,108	(260)	(8.4)	3,517	3,797	(280)	(7.4)

**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2015 (Jul. 1, 2015-Sep. 30, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2014**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		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
Ancillary Services:												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Premium Forwarding Service												
Intl. Money Orders & Money Transfer Service												
Other Domestic Special Services												
Other International Special Services												
Total Special Services												
Total Competitive Services												
Total Competitive Mail and Services	19,082	19,919	(836)	(4.2)	2,848	3,108	(260)	(8.4)	3,517	3,797	(280)	(7.4)
Other Competitive Revenue												
Total Competitive Revenue	19,082	19,919	(836)	(4.2)	2,848	3,108	(260)	(8.4)	3,517	3,797	(280)	(7.4)



**TABLE 3-A  
STAMPED MAIL  
MARKET DOMINANT PRODUCTS  
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD  
FISCAL YEAR 2015 (Oct. 1, 2014-Sep. 30, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2014  
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 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	5,774,772	5,746,561	28,211	0.5	11,520,716	11,912,051	(391,336)	(3.3)	309,048	318,647	(9,599)	(3.0)
Single-Piece Cards	171,150	180,579	(9,430)	(5.2)	479,163	517,777	(38,613)	(7.5)	2,995	3,236	(241)	(7.5)
Total Single-Piece Letters and Cards	5,945,921	5,927,140	18,781	0.3	11,999,879	12,429,828	(429,949)	(3.5)	312,043	321,884	(9,840)	(3.1)
Presort Letters	201,850	200,474	1,377	0.7	494,625	502,434	(7,808)	(1.6)	28,782	28,132	650	2.3
Presort Cards	2,606	2,578	28	1.1	9,668	9,806	(139)	(1.4)	71	73	(2)	(2.6)
Total Presort Letters and Cards	204,457	203,052	1,405	0.7	504,293	512,240	(7,947)	(1.6)	28,853	28,205	648	2.3
Flats	201,249	225,943	(24,694)	(10.9)	133,926	156,436	(22,510)	(14.4)	25,763	29,749	(3,985)	(13.4)
Parcels	43,970	45,021	(1,052)	(2.3)	19,904	21,058	(1,155)	(5.5)	4,726	5,082	(355)	(7.0)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M.	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	185	(185)	(100.0)	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	6,395,597	6,401,342	(5,745)	(0.1)	12,658,002	13,119,562	(461,560)	(3.5)	371,385	384,919	(13,533)	(3.5)
<b>Standard Mail:</b>												
High Density and Saturation Letters	12,637	9,598	3,039	31.7	82,957	66,112	16,845	25.5	2,598	2,068	529	25.6
High Density and Saturation Flats & Parcels	520	239	282	118.2	2,664	1,403	1,261	89.8	118	73	45	61.0
Carrier Route	2,762	836	1,926	230.3	10,607	3,400	7,207	212.0	1,677	390	1,288	330.2
Letters	546,756	549,107	(2,351)	(0.4)	3,222,376	3,266,320	(43,944)	(1.3)	165,839	181,486	(15,648)	(8.6)
Flats	23,659	21,072	2,587	12.3	69,102	63,406	5,696	9.0	10,640	8,899	1,742	19.6
Parcels	131	277	(146)	(52.7)	86	183	(96)	(52.7)	6	31	(25)	(81.6)
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	38	(38)	(100.0)	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	586,465	581,167	5,299	0.9	3,387,792	3,400,824	(13,032)	(0.4)	180,878	192,947	(12,069)	(6.3)
<b>Periodicals Mail:</b>												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
<b>Package Services Mail:</b>												
Parcel Post / Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Surface Parcel Post (at UPU Rate:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	3,516	4,000	(484)	(12.1)	1,019	1,269	(250)	(19.7)	1,786	1,910	(124)	(6.5)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	3,516	4,000	(484)	(12.1)	1,019	1,269	(250)	(19.7)	1,786	1,910	(124)	(6.5)



**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2015 (Oct. 1, 2014-Sep. 30, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2014**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2015	FY 2014	Amount	Percent	FY 2015	FY 2014	Amount	Percent	FY 2015	FY 2014	Amount	Percent
Priority Mail Express:												
Total Priority Mail Express												
First-Class Package Service:												
Total First Class Package Service	595	1,497	(902)	(60.2)	278	653	(374)	(57.4)	91	184	(94)	(50.9)
Standard Post Mail:												
Total Standard Post	4,139	4,679	(540)	(11.5)	438	519	(82)	(15.8)	1,558	1,888	(330)	(17.5)
Priority Mail:												
Total Priority Mail	78,349	85,552	(7,204)	(8.4)	11,613	12,821	(1,208)	(9.4)	14,706	16,861	(2,156)	(12.8)
Parcel Select Mail:												
Total Parcel Select Mail	21	7	14	190.6	11	5	5	101.8	4	2	2	105.3
Parcel Return Service Mail:												
Total Parcel Return Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
International Mail:												
Outbound Priority Mail International												
Outbound International Expedited Services												
Other Outbound International Mail												
Inbound International												
International Mail Fees												
Total International Mail												
Total Competitive Mail	83,104	91,736	(8,632)	(9.4)	12,339	13,998	(1,659)	(11.9)	16,358	18,935	(2,578)	(13.6)

**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2015 (Oct. 1, 2014-Sep. 30, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2014**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2015	FY 2014	Amount	Percent	FY 2015	FY 2014	Amount	Percent	FY 2015	FY 2014	Amount	Percent
Ancillary Services:												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Premium Forwarding Service												
Intl. Money Orders & Money Transfer Service												
Other Domestic Special Services												
Other International Special Services												
Total Special Services												
Total Competitive Services												
Total Competitive Mail and Services	83,104	91,736	(8,632)	(9.4)	12,339	13,998	(1,659)	(11.9)	16,358	18,935	(2,578)	(13.6)
Other Competitive Revenue												
Total Competitive Revenue	83,104	91,736	(8,632)	(9.4)	12,339	13,998	(1,659)	(11.9)	16,358	18,935	(2,578)	(13.6)



**TABLE 3-B  
METERED MAIL  
MARKET DOMINANT PRODUCTS  
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4  
FISCAL YEAR 2015 (Jul. 1, 2015-Sep. 30, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2014  
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		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	6,918	14,104	(7,186)	(51.0)	13,788	28,049	(14,261)	(50.8)	489	953	(464)	(48.7)
Single-Piece Cards	141	260	(119)	(45.7)	393	743	(350)	(47.1)	2	5	(2)	(47.1)
Total Single-Piece Letters and Cards	7,059	14,364	(7,305)	(50.9)	14,181	28,792	(14,611)	(50.7)	491	957	(466)	(48.7)
Presort Letters	1,048,222	1,075,389	(27,167)	(2.5)	2,618,261	2,749,181	(130,920)	(4.8)	154,253	160,852	(6,599)	(4.1)
Presort Cards	877	1,194	(316)	(26.5)	3,200	4,537	(1,337)	(29.5)	28	39	(11)	(27.4)
Total Presort Letters and Cards	1,049,099	1,076,583	(27,483)	(2.6)	2,621,460	2,753,718	(132,258)	(4.8)	154,281	160,891	(6,610)	(4.1)
Flats	43,464	49,075	(5,611)	(11.4)	56,097	59,290	(3,193)	(5.4)	5,454	6,580	(1,126)	(17.1)
Parcels	515	959	(444)	(46.3)	168	354	(186)	(52.5)	54	112	(58)	(52.1)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M.	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	1,100,137	1,140,981	(40,843)	(3.6)	2,691,906	2,842,154	(150,248)	(5.3)	160,280	168,540	(8,260)	(4.9)
<b>Standard Mail:</b>												
High Density and Saturation Letters	182	169	14	8.0	1,125	1,074	50	4.7	45	37	9	24.0
High Density and Saturation Flats & Parcels	20	8	12	161.7	136	55	81	145.7	8	4	4	99.9
Carrier Route	242	276	(34)	(12.3)	1,122	1,356	(233)	(17.2)	195	259	(64)	(24.6)
Letters	78,601	77,321	1,281	1.7	414,100	412,232	1,869	0.5	21,902	22,682	(780)	(3.4)
Flats	3,757	4,096	(340)	(8.3)	11,149	12,292	(1,143)	(9.3)	1,687	2,153	(466)	(21.7)
Parcels	49	103	(53)	(51.9)	29	71	(42)	(58.7)	3	14	(12)	(81.7)
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	82,852	81,972	880	1.1	427,662	427,080	582	0.1	23,840	25,149	(1,309)	(5.2)
<b>Periodicals Mail:</b>												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
<b>Package Services Mail:</b>												
Parcel Post / Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Surface Parcel Post (at UPU Rate:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	1	(1)	(100.0)	0	0	(0)	(100.0)	0	0	(0)	(100.0)
Bound Printed Matter Parcels	1	5	(5)	(90.7)	0	3	(2)	(93.9)	0	3	(3)	(90.3)
Media and Library Mail	254	319	(64)	(20.2)	72	106	(34)	(32.0)	224	215	8	3.7
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	255	325	(70)	(21.6)	72	109	(37)	(33.8)	224	219	5	2.1



**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2015 (Jul. 1, 2015-Sep. 30, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2014**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		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												
First-Class Package Service: Total First Class Package Service	300	292	7	2.5	142	146	(4)	(2.8)	36	37	(2)	(4.6)
Standard Post Mail: Total Standard Post	274	344	(70)	(20.3)	23	30	(7)	(22.8)	116	112	4	3.3
Priority Mail: Total Priority Mail	3,422	4,936	(1,514)	(30.7)	396	654	(258)	(39.5)	833	1,266	(432)	(34.2)
Parcel Select Mail: Total Parcel Select Mail	331	282	49	17.5	156	139	17	12.3	96	81	15	18.2
Parcel Return Service Mail: Total Parcel Return Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
International Mail: Outbound Priority Mail International Outbound International Expedited Services Other Outbound International Mail Inbound International International Mail Fees Total International Mail												
Total Competitive Mail	4,327	5,855	(1,528)	(26.1)	717	969	(252)	(26.0)	1,081	1,496	(415)	(27.8)

**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2015 (Jul. 1, 2015-Sep. 30, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2014**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2015	FY 2014	Amount	Percent	FY 2015	FY 2014	Amount	Percent	FY 2015	FY 2014	Amount	Percent
Ancillary Services:												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Premium Forwarding Service												
Intl. Money Orders & Money Transfer Service												
Other Domestic Special Services												
Other International Special Services												
Total Special Services												
Total Competitive Services												
Total Competitive Mail and Services	4,327	5,855	(1,528)	(26.1)	717	969	(252)	(26.0)	1,081	1,496	(415)	(27.8)
Other Competitive Revenue												
Total Competitive Revenue	4,327	5,855	(1,528)	(26.1)	717	969	(252)	(26.0)	1,081	1,496	(415)	(27.8)

**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2015 (Jul. 1, 2015-Sep. 30, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2014**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		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	1,187,571	1,229,133	(41,561)	(3.4)	3,120,359	3,270,314	(149,955)	(4.6)	185,431	195,410	(9,979)	(5.1)
Total All Services	610	3,059	(2,449)	(80.1)	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	1,188,181	1,232,192	(44,010)	(3.6)	3,120,359	3,270,314	(149,955)	(4.6)	185,431	195,410	(9,979)	(5.1)
Total All Other Revenue												
Total All Revenue	1,188,181	1,232,192	(44,010)	(3.6)								

**TABLE 3-B  
METERED MAIL  
MARKET DOMINANT PRODUCTS  
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD  
FISCAL YEAR 2015 (Oct. 1, 2014-Sep. 30, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2014  
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 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	39,197	71,671	(32,474)	(45.3)	77,603	143,722	(66,119)	(46.0)	2,701	4,813	(2,112)	(43.9)
Single-Piece Cards	840	1,656	(817)	(49.3)	2,391	4,860	(2,470)	(50.8)	15	30	(15)	(50.8)
Total Single-Piece Letters and Cards	40,037	73,327	(33,291)	(45.4)	79,994	148,582	(68,588)	(46.2)	2,716	4,844	(2,128)	(43.9)
Presort Letters	4,302,009	4,350,836	(48,827)	(1.1)	10,926,079	11,310,616	(384,537)	(3.4)	642,985	653,002	(10,017)	(1.5)
Presort Cards	3,825	5,365	(1,540)	(28.7)	14,251	20,752	(6,501)	(31.3)	123	175	(52)	(29.8)
Total Presort Letters and Cards	4,305,834	4,356,202	(50,367)	(1.2)	10,940,330	11,331,368	(391,038)	(3.5)	643,108	653,177	(10,070)	(1.5)
Flats	184,135	196,868	(12,733)	(6.5)	237,244	242,683	(5,440)	(2.2)	23,949	26,075	(2,125)	(8.2)
Parcels	2,707	5,102	(2,395)	(46.9)	949	1,956	(1,008)	(51.5)	316	665	(348)	(52.4)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M.	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	4,532,713	4,631,499	(98,786)	(2.1)	11,258,516	11,724,589	(466,073)	(4.0)	670,089	684,760	(14,671)	(2.1)
<b>Standard Mail:</b>												
High Density and Saturation Letters	902	1,155	(253)	(21.9)	5,616	9,538	(3,922)	(41.1)	284	360	(76)	(21.2)
High Density and Saturation Flats & Parcels	43	39	4	10.2	272	241	31	12.7	16	14	2	17.3
Carrier Route	548	641	(93)	(14.5)	2,332	2,985	(653)	(21.9)	253	307	(54)	(17.6)
Letters	317,406	325,816	(8,410)	(2.6)	1,691,287	1,754,863	(63,576)	(3.6)	90,523	100,998	(10,475)	(10.4)
Flats	13,225	14,191	(967)	(6.8)	37,069	41,199	(4,130)	(10.0)	4,377	5,175	(798)	(15.4)
Parcels	334	496	(162)	(32.7)	199	326	(126)	(38.7)	8	44	(36)	(81.5)
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	332,458	342,338	(9,881)	(2.9)	1,736,774	1,809,151	(72,376)	(4.0)	95,461	106,898	(11,437)	(10.7)
<b>Periodicals Mail:</b>												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
<b>Package Services Mail:</b>												
Parcel Post / Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Surface Parcel Post (at UPU Rate:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	1	4	(4)	(84.2)	0	2	(2)	(78.1)	0	2	(1)	(74.9)
Bound Printed Matter Parcels	1	5	(5)	(90.7)	0	3	(2)	(93.9)	0	3	(3)	(90.3)
Media and Library Mail	1,050	1,543	(493)	(31.9)	330	519	(189)	(36.4)	779	1,018	(239)	(23.5)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	1,051	1,552	(501)	(32.3)	331	524	(193)	(36.9)	780	1,023	(244)	(23.8)



**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2015 (Oct. 1, 2014-Sep. 30, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2014**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		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												
First-Class Package Service: Total First Class Package Service	945	1,216	(271)	(22.3)	479	594	(115)	(19.3)	125	166	(41)	(24.5)
Standard Post Mail: Total Standard Post	1,540	2,369	(829)	(35.0)	151	225	(74)	(32.9)	662	1,103	(441)	(40.0)
Priority Mail: Total Priority Mail	15,791	25,846	(10,056)	(38.9)	1,896	3,497	(1,601)	(45.8)	3,927	6,478	(2,551)	(39.4)
Parcel Select Mail: Total Parcel Select Mail	1,435	(15)	1,449	(9837.8)	643	156	487	312.2	415	(2,373)	2,787	(117.5)
Parcel Return Service Mail: Total Parcel Return Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
International Mail: Outbound Priority Mail International Outbound International Expedited Services Other Outbound International Mail Inbound International International Mail Fees Total International Mail												
Total Competitive Mail	19,710	29,417	(9,707)	(33.0)	3,169	4,472	(1,303)	(29.1)	5,128	5,374	(245)	(4.6)

**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2015 (Oct. 1, 2014-Sep. 30, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2014**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2015	FY 2014	Amount	Percent	FY 2015	FY 2014	Amount	Percent	FY 2015	FY 2014	Amount	Percent
Ancillary Services:												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Premium Forwarding Service												
Intl. Money Orders & Money Transfer Service												
Other Domestic Special Services												
Other International Special Services												
Total Special Services												
Total Competitive Services												
Total Competitive Mail and Services	19,710	29,417	(9,707)	(33.0)	3,169	4,472	(1,303)	(29.1)	5,128	5,374	(245)	(4.6)
Other Competitive Revenue												
Total Competitive Revenue	19,710	29,417	(9,707)	(33.0)	3,169	4,472	(1,303)	(29.1)	5,128	5,374	(245)	(4.6)

**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2015 (Oct. 1, 2014-Sep. 30, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2014**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 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	4,885,931	5,004,806	(118,875)	(2.4)	12,998,796	13,538,741	(539,946)	(4.0)	771,478	798,074	(26,597)	(3.3)
Total All Services	4,144	11,348	(7,203)	(63.5)	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	4,890,076	5,016,154	(126,079)	(2.5)	12,998,796	13,538,741	(539,946)	(4.0)	771,478	798,074	(26,597)	(3.3)
Total All Other Revenue												
Total All Revenue	4,890,076	5,016,154	(126,079)	(2.5)								

**TABLE 3-C  
IBI MAIL  
MARKET DOMINANT PRODUCTS  
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4  
FISCAL YEAR 2015 (Jul. 1, 2015-Sep. 30, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2014  
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2015	FY 2014	FY 2015 over FY 2014 Amount	Percent	FY 2015	FY 2014	FY 2015 over FY 2014 Amount	Percent	FY 2015	FY 2014	FY 2015 over FY 2014 Amount	Percent
<b>First-Class Mail:</b>												
Single-Piece Letters	856,560	894,741	(38,182)	(4.3)	1,671,210	1,740,111	(68,900)	(4.0)	58,700	60,852	(2,152)	(3.5)
Single-Piece Cards	21,032	21,028	5	0.0	58,000	60,421	(2,421)	(4.0)	363	378	(15)	(4.0)
<b>Total Single-Piece Letters and Cards</b>	<b>877,592</b>	<b>915,769</b>	<b>(38,177)</b>	<b>(4.2)</b>	<b>1,729,210</b>	<b>1,800,531</b>	<b>(71,321)</b>	<b>(4.0)</b>	<b>59,062</b>	<b>61,230</b>	<b>(2,167)</b>	<b>(3.5)</b>
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
<b>Total Presort Letters and Cards</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0.0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0.0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0.0</b>
Flats	280,363	309,026	(28,664)	(9.3)	165,366	188,389	(23,023)	(12.2)	37,563	43,029	(5,466)	(12.7)
Parcels	45,342	49,687	(4,345)	(8.7)	17,035	20,611	(3,576)	(17.3)	5,298	6,374	(1,075)	(16.9)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M.	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	330	(330)	(100.0)	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
<b>Total First-Class Mail</b>	<b>1,203,297</b>	<b>1,274,812</b>	<b>(71,515)</b>	<b>(5.6)</b>	<b>1,911,612</b>	<b>2,009,531</b>	<b>(97,919)</b>	<b>(4.9)</b>	<b>101,923</b>	<b>110,632</b>	<b>(8,709)</b>	<b>(7.9)</b>
<b>Standard Mail:</b>												
High Density and Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density and Saturation Flats & Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Carrier Route	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	33	(33)	(100.0)	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
<b>Total Standard Mail</b>	<b>0</b>	<b>33</b>	<b>(33)</b>	<b>(100.0)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0.0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0.0</b>
<b>Periodicals Mail:</b>												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
<b>Total Periodicals Mail</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0.0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0.0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0.0</b>
<b>Package Services Mail:</b>												
Parcel Post / Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Surface Parcel Post (at UPU Rate:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	44,444	47,403	(2,959)	(6.2)	12,574	13,030	(457)	(3.5)	28,021	29,597	(1,576)	(5.3)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
<b>Total Package Services Mail</b>	<b>44,444</b>	<b>47,403</b>	<b>(2,959)</b>	<b>(6.2)</b>	<b>12,574</b>	<b>13,030</b>	<b>(457)</b>	<b>(3.5)</b>	<b>28,021</b>	<b>29,597</b>	<b>(1,576)</b>	<b>(5.3)</b>



**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2015 (Jul. 1, 2015-Sep. 30, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2014**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		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												
First-Class Package Service: Total First Class Package Service	253,557	276,835	(23,279)	(8.4)	103,043	117,987	(14,945)	(12.7)	36,214	40,912	(4,698)	(11.5)
Standard Post Mail: Total Standard Post	10,339	8,917	1,423	16.0	836	1,154	(318)	(27.6)	4,193	4,306	(113)	(2.6)
Priority Mail: Total Priority Mail	1,068,462	985,931	82,531	8.4	158,119	143,433	14,687	10.2	334,037	295,199	38,838	13.2
Parcel Select Mail: Total Parcel Select Mail	26,861	33,909	(7,048)	(20.8)	1,927	2,602	(675)	(26.0)	10,634	15,854	(5,220)	(32.9)
Parcel Return Service Mail: Total Parcel Return Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
International Mail: Outbound Priority Mail International Outbound International Expedited Services Other Outbound International Mail Inbound International International Mail Fees Total International Mail												
Total Competitive Mail	1,359,219	1,305,591	53,628	4.1	263,924	265,176	(1,252)	(0.5)	385,077	356,271	28,806	8.1

**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2015 (Jul. 1, 2015-Sep. 30, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2014**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2015	FY 2014	Amount	Percent	FY 2015	FY 2014	Amount	Percent	FY 2015	FY 2014	Amount	Percent
Ancillary Services:												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Premium Forwarding Service												
Intl. Money Orders & Money Transfer Service												
Other Domestic Special Services												
Other International Special Services												
Total Special Services												
Total Competitive Services												
Total Competitive Mail and Services	1,359,219	1,305,591	53,628	4.1	263,924	265,176	(1,252)	(0.5)	385,077	356,271	28,806	8.1
Other Competitive Revenue												
Total Competitive Revenue	1,359,219	1,305,591	53,628	4.1	263,924	265,176	(1,252)	(0.5)	385,077	356,271	28,806	8.1



**TABLE 3-C  
IBI MAIL  
MARKET DOMINANT PRODUCTS  
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD  
FISCAL YEAR 2015 (Oct. 1, 2014-Sep. 30, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2014  
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 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	3,518,279	3,752,730	(234,452)	(6.2)	6,914,882	7,464,637	(549,755)	(7.4)	240,658	257,580	(16,922)	(6.6)
Single-Piece Cards	80,055	86,501	(6,446)	(7.5)	226,769	251,296	(24,526)	(9.8)	1,417	1,571	(153)	(9.8)
Total Single-Piece Letters and Cards	3,598,333	3,839,231	(240,898)	(6.3)	7,141,651	7,715,933	(574,282)	(7.4)	242,075	259,151	(17,075)	(6.6)
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	1,220,498	1,289,093	(68,595)	(5.3)	738,661	801,799	(63,138)	(7.9)	167,983	183,172	(15,189)	(8.3)
Parcels	180,380	207,520	(27,141)	(13.1)	70,753	88,067	(17,314)	(19.7)	22,082	27,621	(5,539)	(20.1)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M.	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	590	(590)	(100.0)	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	4,999,211	5,336,435	(337,224)	(6.3)	7,951,065	8,605,799	(654,734)	(7.6)	432,140	469,944	(37,803)	(8.0)
<b>Standard Mail:</b>												
High Density and Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density and Saturation Flats & Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Carrier Route	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	116	(116)	(100.0)	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	0	116	(116)	(100.0)	0	0	0	0.0	0	0	0	0.0
<b>Periodicals Mail:</b>												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
<b>Package Services Mail:</b>												
Parcel Post / Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Surface Parcel Post (at UPU Rate:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	174,988	181,715	(6,727)	(3.7)	48,993	52,091	(3,098)	(5.9)	107,065	111,220	(4,155)	(3.7)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	174,988	181,715	(6,727)	(3.7)	48,993	52,091	(3,098)	(5.9)	107,065	111,220	(4,155)	(3.7)



**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2015 (Oct. 1, 2014-Sep. 30, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2014**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2015	FY 2014	Amount	Percent	FY 2015	FY 2014	Amount	Percent	FY 2015	FY 2014	Amount	Percent
Priority Mail Express: Total Priority Mail Express												
First-Class Package Service: Total First Class Package Service	1,139,637	1,095,049	44,588	4.1	478,614	476,568	2,046	0.4	167,695	163,552	4,144	2.5
Standard Post Mail: Total Standard Post	46,152	47,346	(1,193)	(2.5)	4,752	5,481	(729)	(13.3)	19,266	22,218	(2,951)	(13.3)
Priority Mail: Total Priority Mail	4,493,882	3,977,973	515,908	13.0	666,669	578,368	88,301	15.3	1,362,482	1,125,163	237,318	21.1
Parcel Select Mail: Total Parcel Select Mail	131,206	159,300	(28,094)	(17.6)	10,071	10,198	(127)	(1.2)	59,942	69,590	(9,648)	(13.9)
Parcel Return Service Mail: Total Parcel Return Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
International Mail: Outbound Priority Mail International Outbound International Expedited Services Other Outbound International Mail Inbound International International Mail Fees Total International Mail												
Total Competitive Mail	5,810,877	5,279,668	531,209	10.1	1,160,106	1,070,615	89,491	8.4	1,609,385	1,380,523	228,862	16.6

**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2015 (Oct. 1, 2014-Sep. 30, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2014**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2015	FY 2014	Amount	Percent	FY 2015	FY 2014	Amount	Percent	FY 2015	FY 2014	Amount	Percent
Ancillary Services:												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Premium Forwarding Service												
Intl. Money Orders & Money Transfer Service												
Other Domestic Special Services												
Other International Special Services												
Total Special Services												
Total Competitive Services												
Total Competitive Mail and Services	5,810,877	5,279,668	531,209	10.1	1,160,106	1,070,615	89,491	8.4	1,609,385	1,380,523	228,862	16.6
Other Competitive Revenue												
Total Competitive Revenue	5,810,877	5,279,668	531,209	10.1	1,160,106	1,070,615	89,491	8.4	1,609,385	1,380,523	228,862	16.6



**TABLE 3-D  
PVI MAIL  
MARKET DOMINANT PRODUCTS  
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4  
FISCAL YEAR 2015 (Jul. 1, 2015-Sep. 30, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2014  
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		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	7,781	9,069	(1,288)	(14.2)	12,797	14,948	(2,151)	(14.4)	772	912	(140)	(15.3)
Single-Piece Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Single-Piece Letters and Cards	7,781	9,069	(1,288)	(14.2)	12,797	14,948	(2,151)	(14.4)	772	912	(140)	(15.3)
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	31,144	33,749	(2,605)	(7.7)	18,119	19,971	(1,852)	(9.3)	4,426	4,906	(480)	(9.8)
Parcels	66,169	65,372	796	1.2	21,219	23,035	(1,816)	(7.9)	6,898	7,482	(585)	(7.8)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M.	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	8	(8)	(100.0)	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	105,094	108,199	(3,105)	(2.9)	52,135	57,954	(5,819)	(10.0)	12,096	13,300	(1,205)	(9.1)
<b>Standard Mail:</b>												
High Density and Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density and Saturation Flats & Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Carrier Route	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
<b>Periodicals Mail:</b>												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
<b>Package Services Mail:</b>												
Parcel Post / Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Surface Parcel Post (at UPU Rate:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	17,599	19,446	(1,847)	(9.5)	4,330	4,898	(568)	(11.6)	13,885	15,847	(1,962)	(12.4)
Package Services Mail Fees	0	0	(0)	(100.0)	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	17,599	19,446	(1,847)	(9.5)	4,330	4,898	(568)	(11.6)	13,885	15,847	(1,962)	(12.4)



**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2015 (Jul. 1, 2015-Sep. 30, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2014**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		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												
First-Class Package Service: Total First Class Package Service	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Post Mail: Total Standard Post	82,653	91,779	(9,126)	(9.9)	4,390	5,707	(1,317)	(23.1)	31,008	39,000	(7,992)	(20.5)
Priority Mail: Total Priority Mail	404,075	406,973	(2,898)	(0.7)	43,248	44,288	(1,040)	(2.3)	114,629	117,875	(3,247)	(2.8)
Parcel Select Mail: Total Parcel Select Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Parcel Return Service Mail: Total Parcel Return Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
International Mail: Outbound Priority Mail International Outbound International Expedited Services Other Outbound International Mail Inbound International International Mail Fees Total International Mail												
Total Competitive Mail	486,728	498,752	(12,024)	(2.4)	47,637	49,995	(2,357)	(4.7)	145,637	156,875	(11,238)	(7.2)

**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2015 (Jul. 1, 2015-Sep. 30, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2014**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		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
Ancillary Services:												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Premium Forwarding Service												
Intl. Money Orders & Money Transfer Service												
Other Domestic Special Services												
Other International Special Services												
Total Special Services												
Total Competitive Services												
Total Competitive Mail and Services	486,728	498,752	(12,024)	(2.4)	47,637	49,995	(2,357)	(4.7)	145,637	156,875	(11,238)	(7.2)
Other Competitive Revenue												
Total Competitive Revenue	486,728	498,752	(12,024)	(2.4)	47,637	49,995	(2,357)	(4.7)	145,637	156,875	(11,238)	(7.2)



**TABLE 3-D  
PVI MAIL  
MARKET DOMINANT PRODUCTS  
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD  
FISCAL YEAR 2015 (Oct. 1, 2014-Sep. 30, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2014  
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 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	39,271	42,859	(3,588)	(8.4)	64,201	71,734	(7,533)	(10.5)	3,945	4,414	(469)	(10.6)
Single-Piece Cards	0	5	(5)	(100.0)	0	14	(14)	(100.0)	0	0	(0)	(100.0)
Total Single-Piece Letters and Cards	39,271	42,863	(3,592)	(8.4)	64,201	71,748	(7,547)	(10.5)	3,945	4,414	(469)	(10.6)
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	146,080	153,644	(7,564)	(4.9)	86,853	93,182	(6,328)	(6.8)	20,888	22,496	(1,608)	(7.1)
Parcels	273,248	279,055	(5,806)	(2.1)	93,120	101,691	(8,571)	(8.4)	30,631	33,300	(2,669)	(8.0)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M.	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	44	(44)	(100.0)	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	458,600	475,606	(17,006)	(3.6)	244,175	266,621	(22,446)	(8.4)	55,465	60,211	(4,747)	(7.9)
<b>Standard Mail:</b>												
High Density and Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density and Saturation Flats & Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Carrier Route	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
<b>Periodicals Mail:</b>												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
<b>Package Services Mail:</b>												
Parcel Post / Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Surface Parcel Post (at UPU Rate:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	65,324	73,241	(7,917)	(10.8)	16,655	19,337	(2,682)	(13.9)	50,878	58,321	(7,442)	(12.8)
Package Services Mail Fees	0	10	(10)	(100.0)	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	65,324	73,252	(7,927)	(10.8)	16,655	19,337	(2,682)	(13.9)	50,878	58,321	(7,442)	(12.8)



**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2015 (Oct. 1, 2014-Sep. 30, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2014**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2015	FY 2014	Amount	Percent	FY 2015	FY 2014	Amount	Percent	FY 2015	FY 2014	Amount	Percent
Priority Mail Express:												
Total Priority Mail Express												
First-Class Package Service:												
Total First Class Package Service	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Post Mail:												
Total Standard Post	413,171	431,176	(18,005)	(4.2)	26,186	27,936	(1,749)	(6.3)	162,114	189,046	(26,932)	(14.2)
Priority Mail:												
Total Priority Mail	1,841,424	1,885,390	(43,966)	(2.3)	194,978	201,889	(6,911)	(3.4)	518,853	533,876	(15,024)	(2.8)
Parcel Select Mail:												
Total Parcel Select Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Parcel Return Service Mail:												
Total Parcel Return Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
International Mail:												
Outbound Priority Mail International												
Outbound International Expedited Services												
Other Outbound International Mail												
Inbound International												
International Mail Fees												
Total International Mail												
Total Competitive Mail	2,254,595	2,316,566	(61,971)	(2.7)	221,165	229,825	(8,660)	(3.8)	680,967	722,923	(41,956)	(5.8)

**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2015 (Oct. 1, 2014-Sep. 30, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2014**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2015	FY 2014	Amount	Percent	FY 2015	FY 2014	Amount	Percent	FY 2015	FY 2014	Amount	Percent
Ancillary Services:												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Premium Forwarding Service												
Intl. Money Orders & Money Transfer Service												
Other Domestic Special Services												
Other International Special Services												
Total Special Services												
Total Competitive Services												
Total Competitive Mail and Services	2,254,595	2,316,566	(61,971)	(2.7)	221,165	229,825	(8,660)	(3.8)	680,967	722,923	(41,956)	(5.8)
Other Competitive Revenue												
Total Competitive Revenue	2,254,595	2,316,566	(61,971)	(2.7)	221,165	229,825	(8,660)	(3.8)	680,967	722,923	(41,956)	(5.8)



**TABLE 3-E  
PERMIT IMPRINT MAIL  
MARKET DOMINANT PRODUCTS  
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4  
FISCAL YEAR 2015 (Jul. 1, 2015-Sep. 30, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2014  
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		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	135,793	146,486	(10,693)	(7.3)	266,985	290,163	(23,178)	(8.0)	10,650	11,693	(1,044)	(8.9)
Single-Piece Cards	11,452	12,304	(852)	(6.9)	33,041	36,537	(3,496)	(9.6)	236	260	(24)	(9.3)
Total Single-Piece Letters and Cards	147,245	158,790	(11,545)	(7.3)	300,026	326,699	(26,673)	(8.2)	10,886	11,953	(1,068)	(8.9)
Presort Letters	2,589,129	2,485,039	104,090	4.2	6,474,783	6,355,661	119,122	1.9	371,700	358,866	12,834	3.6
Presort Cards	143,937	139,557	4,379	3.1	537,054	537,887	(833)	(0.2)	4,386	4,392	(6)	(0.1)
Total Presort Letters and Cards	2,733,066	2,624,597	108,469	4.1	7,011,837	6,893,548	118,288	1.7	376,086	363,258	12,828	3.5
Flats	143,389	138,999	4,390	3.2	108,844	107,908	936	0.9	23,471	23,362	109	0.5
Parcels	8,777	11,319	(2,542)	(22.5)	2,959	4,046	(1,087)	(26.9)	770	857	(88)	(10.2)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M.	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	382	(382)	(100.0)	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	3,032,477	2,934,086	98,391	3.4	7,423,666	7,332,202	91,464	1.2	411,212	399,430	11,782	2.9
<b>Standard Mail:</b>												
High Density and Saturation Letters	250,209	224,065	26,143	11.7	1,614,844	1,488,393	126,451	8.5	66,214	62,233	3,981	6.4
High Density and Saturation Flats & Parcels	495,070	508,639	(13,570)	(2.7)	2,674,914	2,801,493	(126,579)	(4.5)	509,082	511,857	(2,775)	(0.5)
Carrier Route	429,266	558,258	(128,992)	(23.1)	1,551,022	2,061,895	(510,873)	(24.8)	354,498	449,818	(95,320)	(21.2)
Letters	2,268,134	2,286,600	(18,466)	(0.8)	10,488,554	10,722,160	(233,606)	(2.2)	523,772	538,541	(14,769)	(2.7)
Flats	604,515	500,634	103,881	20.7	1,572,482	1,212,960	359,522	29.6	412,847	320,630	92,217	28.8
Parcels	14,226	17,674	(3,448)	(19.5)	12,279	17,303	(5,023)	(29.0)	4,489	6,211	(1,721)	(27.7)
Every Door Direct Mail Retail	35,266	34,748	518	1.5	192,710	198,557	(5,848)	(2.9)	24,443	25,185	(742)	(2.9)
Domestic Negotiated Serv. Agreement Mail	11,544	15,941	(4,397)	(27.6)	46,314	66,401	(20,087)	(30.3)	9,462	13,498	(4,035)	(29.9)
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	604	(604)	(100.0)	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	4,108,230	4,147,164	(38,934)	(0.9)	18,153,117	18,569,161	(416,044)	(2.2)	1,904,808	1,927,972	(23,164)	(1.2)
<b>Periodicals Mail:</b>												
In-County	16,437	16,525	(88)	(0.5)	141,267	144,949	(3,682)	(2.5)	39,262	41,457	(2,195)	(5.3)
Outside County	368,063	385,513	(17,451)	(4.5)	1,258,445	1,320,741	(62,296)	(4.7)	486,638	518,408	(31,770)	(6.1)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	384,500	402,039	(17,539)	(4.4)	1,399,712	1,465,690	(65,978)	(4.5)	525,900	559,865	(33,966)	(6.1)
<b>Package Services Mail:</b>												
Parcel Post / Alaska Bypass	8,869	9,002	(133)	(1.5)	331	345	(13)	(3.8)	22,372	23,256	(884)	(3.8)
Inbound Intl. Surface Parcel Post (at UPU Rate:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	52,198	50,203	1,996	4.0	63,840	61,662	2,178	3.5	96,146	96,081	64	0.1
Bound Printed Matter Parcels	78,204	76,111	2,093	2.8	62,539	57,787	4,751	8.2	147,198	142,191	5,007	3.5
Media and Library Mail	6,427	8,410	(1,983)	(23.6)	1,789	2,212	(423)	(19.1)	4,908	7,026	(2,119)	(30.2)
Package Services Mail Fees	0	17	(17)	(100.0)	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	145,699	143,743	1,957	1.4	128,499	122,006	6,493	5.3	270,622	268,554	2,068	0.8



**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2015 (Jul. 1, 2015-Sep. 30, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2014**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		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												
First-Class Package Service: Total First Class Package Service	178,161	80,772	97,389	120.6	72,987	34,305	38,681	112.8	25,695	11,994	13,701	114.2
Standard Post Mail: Total Standard Post	533	2,877	(2,344)	(81.5)	61	307	(246)	(80.1)	161	1,234	(1,072)	(86.9)
Priority Mail: Total Priority Mail	201,887	171,541	30,345	17.7	28,205	22,988	5,217	22.7	79,842	61,693	18,150	29.4
Parcel Select Mail: Total Parcel Select Mail	831,496	591,236	240,260	40.6	472,693	362,986	109,707	30.2	921,657	605,761	315,896	52.1
Parcel Return Service Mail: Total Parcel Return Service Mail	37,795	33,923	3,873	11.4	14,661	13,631	1,030	7.6	41,057	41,431	(374)	(0.9)
International Mail: Outbound Priority Mail International Outbound International Expedited Services Other Outbound International Mail Inbound International International Mail Fees Total International Mail												
Total Competitive Mail	1,249,872	880,349	369,523	42.0	588,607	434,217	154,390	35.6	1,068,413	722,112	346,300	48.0

**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2015 (Jul. 1, 2015-Sep. 30, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2014**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2015	FY 2014	Amount	Percent	FY 2015	FY 2014	Amount	Percent	FY 2015	FY 2014	Amount	Percent
Ancillary Services:												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Premium Forwarding Service												
Intl. Money Orders & Money Transfer Service												
Other Domestic Special Services												
Other International Special Services												
Total Special Services												
Total Competitive Services												
Total Competitive Mail and Services	1,249,872	880,349	369,523	42.0	588,607	434,217	154,390	35.6	1,068,413	722,112	346,300	48.0
Other Competitive Revenue												
Total Competitive Revenue	1,249,872	880,349	369,523	42.0	588,607	434,217	154,390	35.6	1,068,413	722,112	346,300	48.0

**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2015 (Jul. 1, 2015-Sep. 30, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2014**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		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	8,920,778	8,507,381	413,398	4.9	27,693,756	27,923,436	(229,680)	(0.8)	4,181,091	3,878,392	302,699	7.8
Total All Services	16,617	20,936	(4,318)	(20.6)	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	8,937,396	8,528,316	409,079	4.8	27,693,756	27,923,436	(229,680)	(0.8)	4,181,091	3,878,392	302,699	7.8
Total All Other Revenue												
Total All Revenue	8,937,396	8,528,316	409,079	4.8								

**TABLE 3-E  
PERMIT IMPRINT MAIL  
MARKET DOMINANT PRODUCTS  
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD  
FISCAL YEAR 2015 (Oct. 1, 2014-Sep. 30, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2014  
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 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	575,780	612,556	(36,776)	(6.0)	1,138,794	1,235,073	(96,279)	(7.8)	45,141	49,676	(4,535)	(9.1)
Single-Piece Cards	44,231	49,320	(5,089)	(10.3)	129,908	147,849	(17,942)	(12.1)	927	1,054	(128)	(12.1)
Total Single-Piece Letters and Cards	620,011	661,876	(41,864)	(6.3)	1,268,701	1,382,922	(114,221)	(8.3)	46,068	50,730	(4,662)	(9.2)
Presort Letters	10,477,256	10,079,077	398,179	4.0	26,584,003	26,181,950	402,053	1.5	1,521,257	1,455,626	65,632	4.5
Presort Cards	563,054	550,813	12,241	2.2	2,145,618	2,167,760	(22,142)	(1.0)	17,521	17,699	(178)	(1.0)
Total Presort Letters and Cards	11,040,310	10,629,890	410,420	3.9	28,729,621	28,349,710	379,911	1.3	1,538,778	1,473,324	65,454	4.4
Flats	601,091	581,797	19,294	3.3	469,916	461,661	8,255	1.8	100,240	98,488	1,752	1.8
Parcels	40,806	44,659	(3,853)	(8.6)	14,380	16,622	(2,243)	(13.5)	3,598	3,390	208	6.1
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	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M.	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	525	(525)	(100.0)	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	12,302,218	11,957,722	344,496	2.9	30,482,618	30,313,930	168,688	0.6	1,688,684	1,632,256	56,428	3.5
<b>Standard Mail:</b>												
High Density and Saturation Letters	977,809	868,984	108,825	12.5	6,389,708	5,894,483	495,225	8.4	260,736	245,677	15,059	6.1
High Density and Saturation Flats & Parcels	2,036,174	2,005,277	30,897	1.5	11,229,377	11,276,986	(47,609)	(0.4)	2,024,497	2,036,809	(12,311)	(0.6)
Carrier Route	2,233,991	2,362,564	(128,573)	(5.4)	8,278,109	8,973,734	(695,625)	(7.8)	1,792,382	1,950,344	(157,962)	(8.1)
Letters	9,158,820	8,936,555	222,265	2.5	42,807,012	42,550,693	256,319	0.6	2,140,645	2,141,596	(952)	(0.0)
Flats	2,069,265	2,002,091	67,174	3.4	5,142,334	4,949,790	192,544	3.9	1,329,758	1,278,811	50,947	4.0
Parcels	64,629	67,193	(2,565)	(3.8)	60,134	65,338	(5,203)	(8.0)	22,633	22,987	(354)	(1.5)
Every Door Direct Mail Retail	148,385	147,089	1,297	0.9	832,566	886,857	(54,291)	(6.1)	105,602	111,514	(5,912)	(5.3)
Domestic Negotiated Serv. Agreement Mail	53,217	124,454	(71,237)	(57.2)	226,464	566,251	(339,786)	(60.0)	44,709	35,636	9,074	25.5
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	2,938	(2,938)	(100.0)	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	16,742,291	16,517,145	225,146	1.4	74,965,706	75,164,132	(198,426)	(0.3)	7,720,963	7,823,374	(102,411)	(1.3)
<b>Periodicals Mail:</b>												
In-County	66,015	66,607	(592)	(0.9)	570,817	586,130	(15,313)	(2.6)	163,941	171,805	(7,865)	(4.6)
Outside County	1,515,354	1,552,223	(36,869)	(2.4)	5,267,358	5,458,584	(191,227)	(3.5)	2,003,821	2,103,172	(99,350)	(4.7)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	1,581,368	1,618,829	(37,461)	(2.3)	5,838,175	6,044,715	(206,540)	(3.4)	2,167,762	2,274,977	(107,215)	(4.7)
<b>Package Services Mail:</b>												
Parcel Post / Alaska Bypass	33,737	33,107	630	1.9	1,282	1,290	(8)	(0.6)	86,474	87,002	(528)	(0.6)
Inbound Intl. Surface Parcel Post (at UPU Rate:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	212,355	201,903	10,452	5.2	260,492	249,743	10,749	4.3	411,427	392,469	18,958	4.8
Bound Printed Matter Parcels	283,459	272,293	11,166	4.1	227,911	211,974	15,937	7.5	553,967	523,590	30,377	5.8
Media and Library Mail	28,539	40,208	(11,669)	(29.0)	7,831	11,031	(3,200)	(29.0)	22,702	33,317	(10,616)	(31.9)
Package Services Mail Fees	0	61	(61)	(100.0)	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	558,091	547,572	10,519	1.9	497,516	474,038	23,478	5.0	1,074,569	1,036,378	38,192	3.7



**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2015 (Oct. 1, 2014-Sep. 30, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2014**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		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												
First-Class Package Service: Total First Class Package Service	547,762	319,209	228,553	71.6	228,962	138,178	90,784	65.7	80,827	48,657	32,170	66.1
Standard Post Mail: Total Standard Post	8,323	16,005	(7,682)	(48.0)	907	1,889	(983)	(52.0)	3,294	7,075	(3,781)	(53.4)
Priority Mail: Total Priority Mail	835,788	738,089	97,698	13.2	115,896	99,279	16,617	16.7	325,175	251,887	73,287	29.1
Parcel Select Mail: Total Parcel Select Mail	3,165,106	2,364,811	800,295	33.8	1,865,660	1,471,975	393,685	26.7	3,518,001	2,531,908	986,092	38.9
Parcel Return Service Mail: Total Parcel Return Service Mail	152,301	138,619	13,682	9.9	59,610	55,650	3,960	7.1	170,763	171,010	(247)	(0.1)
International Mail: Outbound Priority Mail International Outbound International Expedited Services Other Outbound International Mail Inbound International International Mail Fees Total International Mail												
Total Competitive Mail	4,709,279	3,576,732	1,132,547	31.7	2,271,035	1,766,972	504,064	28.5	4,098,060	3,010,538	1,087,522	36.1

**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2015 (Oct. 1, 2014-Sep. 30, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2014**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2015	FY 2014	Amount	Percent	FY 2015	FY 2014	Amount	Percent	FY 2015	FY 2014	Amount	Percent
Ancillary Services:												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Premium Forwarding Service												
Intl. Money Orders & Money Transfer Service												
Other Domestic Special Services												
Other International Special Services												
Total Special Services												
Total Competitive Services												
Total Competitive Mail and Services	4,709,279	3,576,732	1,132,547	31.7	2,271,035	1,766,972	504,064	28.5	4,098,060	3,010,538	1,087,522	36.1
Other Competitive Revenue												
Total Competitive Revenue	4,709,279	3,576,732	1,132,547	31.7	2,271,035	1,766,972	504,064	28.5	4,098,060	3,010,538	1,087,522	36.1



**TABLE 3-F  
OTHER INDICIA MAIL\*  
MARKET DOMINANT PRODUCTS  
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4  
FISCAL YEAR 2015 (Jul. 1, 2015-Sep. 30, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2014  
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		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
<b>First-Class Mail:</b>												
Single-Piece Letters	2,662	3,136	(474)	(15.1)	5,008	5,907	(899)	(15.2)	164	227	(64)	(28.0)
Single-Piece Cards	108	115	(7)	(5.9)	292	308	(15)	(5.0)	2	2	(0)	(5.0)
Total Single-Piece Letters and Cards	2,770	3,251	(481)	(14.8)	5,301	6,215	(914)	(14.7)	165	229	(64)	(27.9)
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	681	1,172	(491)	(41.9)	456	618	(162)	(26.2)	98	178	(80)	(44.8)
Parcels	683	675	8	1.3	198	227	(29)	(12.8)	79	81	(2)	(2.7)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M.	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	34	(34)	(100.0)	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	4,135	5,132	(997)	(19.4)	5,954	7,059	(1,105)	(15.7)	342	488	(146)	(29.9)
<b>Standard Mail:</b>												
High Density and Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density and Saturation Flats & Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Carrier Route	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
<b>Periodicals Mail:</b>												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
<b>Package Services Mail:</b>												
Parcel Post / Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Surface Parcel Post (at UPU Rate:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	76	117	(41)	(35.3)	22	27	(5)	(18.6)	41	93	(52)	(56.1)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	76	117	(41)	(35.3)	22	27	(5)	(18.6)	41	93	(52)	(56.1)



**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2015 (Jul. 1, 2015-Sep. 30, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2014**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		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												
First-Class Package Service: Total First Class Package Service	46	55	(9)	(16.2)	18	27	(9)	(32.5)	7	13	(6)	(46.1)
Standard Post Mail: Total Standard Post	246	141	106	75.1	22	15	8	51.8	145	40	105	263.2
Priority Mail: Total Priority Mail	1,876	3,835	(1,959)	(51.1)	237	461	(224)	(48.7)	527	1,412	(885)	(62.7)
Parcel Select Mail: Total Parcel Select Mail	0	67	(67)	(100.0)	0	8	(8)	(100.0)	0	3	(3)	(100.0)
Parcel Return Service Mail: Total Parcel Return Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
International Mail: Outbound Priority Mail International Outbound International Expedited Services Other Outbound International Mail Inbound International International Mail Fees Total International Mail												
Total Competitive Mail	2,169	4,097	(1,929)	(47.1)	277	511	(234)	(45.7)	679	1,469	(789)	(53.7)

**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2015 (Jul. 1, 2015-Sep. 30, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2014**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2015	FY 2014	Amount	Percent	FY 2015	FY 2014	Amount	Percent	FY 2015	FY 2014	Amount	Percent
Ancillary Services:												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Premium Forwarding Service												
Intl. Money Orders & Money Transfer Service												
Other Domestic Special Services												
Other International Special Services												
Total Special Services												
Total Competitive Services												
Total Competitive Mail and Services	2,169	4,097	(1,929)	(47.1)	277	511	(234)	(45.7)	679	1,469	(789)	(53.7)
Other Competitive Revenue												
Total Competitive Revenue	2,169	4,097	(1,929)	(47.1)	277	511	(234)	(45.7)	679	1,469	(789)	(53.7)



**TABLE 3-F  
OTHER INDICIA MAIL  
MARKET DOMINANT PRODUCTS  
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD  
FISCAL YEAR 2015 (Oct. 1, 2014-Sep. 30, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2014  
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 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	10,839	16,885	(6,045)	(35.8)	20,979	33,209	(12,231)	(36.8)	765	1,291	(527)	(40.8)
Single-Piece Cards	274	594	(320)	(53.9)	723	1,622	(899)	(55.4)	5	10	(6)	(55.4)
Total Single-Piece Letters and Cards	11,113	17,478	(6,365)	(36.4)	21,702	34,832	(13,130)	(37.7)	769	1,301	(532)	(40.9)
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	4,640	5,230	(591)	(11.3)	2,297	2,717	(420)	(15.4)	657	705	(47)	(6.7)
Parcels	3,574	3,289	285	8.7	995	1,131	(136)	(12.0)	372	410	(38)	(9.3)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M.	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	397	(397)	(100.0)	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	19,327	26,396	(7,069)	(26.8)	24,994	38,679	(13,685)	(35.4)	1,798	2,416	(618)	(25.6)
<b>Standard Mail:</b>												
High Density and Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density and Saturation Flats & Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Carrier Route	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
<b>Periodicals Mail:</b>												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
<b>Package Services Mail:</b>												
Parcel Post / Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Surface Parcel Post (at UPU Rate:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	234	797	(563)	(70.6)	62	230	(168)	(73.0)	113	554	(441)	(79.7)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	234	797	(563)	(70.6)	62	230	(168)	(73.0)	113	554	(441)	(79.7)



**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2015 (Oct. 1, 2014-Sep. 30, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2014**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		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												
First-Class Package Service: Total First Class Package Service	173	647	(474)	(73.3)	90	288	(198)	(68.7)	40	114	(74)	(64.8)
Standard Post Mail: Total Standard Post	1,010	2,224	(1,214)	(54.6)	83	255	(172)	(67.6)	557	992	(435)	(43.8)
Priority Mail: Total Priority Mail	9,314	15,601	(6,287)	(40.3)	1,137	2,038	(901)	(44.2)	2,629	4,701	(2,073)	(44.1)
Parcel Select Mail: Total Parcel Select Mail	0	3,339	(3,339)	(100.0)	0	334	(334)	(100.0)	0	719	(719)	(100.0)
Parcel Return Service Mail: Total Parcel Return Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
International Mail: Outbound Priority Mail International Outbound International Expedited Services Other Outbound International Mail Inbound International International Mail Fees Total International Mail												
Total Competitive Mail	10,498	21,811	(11,314)	(51.9)	1,310	2,916	(1,606)	(55.1)	3,226	6,526	(3,300)	(50.6)

**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2015 (Oct. 1, 2014-Sep. 30, 2015) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2014**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2015	FY 2014	Amount	Percent	FY 2015	FY 2014	Amount	Percent	FY 2015	FY 2014	Amount	Percent
Ancillary Services:												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Premium Forwarding Service												
Intl. Money Orders & Money Transfer Service												
Other Domestic Special Services												
Other International Special Services												
Total Special Services												
Total Competitive Services												
Total Competitive Mail and Services	10,498	21,811	(11,314)	(51.9)	1,310	2,916	(1,606)	(55.1)	3,226	6,526	(3,300)	(50.6)
Other Competitive Revenue												
Total Competitive Revenue	10,498	21,811	(11,314)	(51.9)	1,310	2,916	(1,606)	(55.1)	3,226	6,526	(3,300)	(50.6)



**TABLE 4**  
**PERCENTAGE OF MAIL DELIVERED WITHIN SPECIFIED NUMBER OF DAYS FOR**  
**STAMP AND METER MAIL**  
**QUARTER 4 FY 2015**

GROUP	AVERAGE DAYS TO DELIVERY	1 DAY	2 DAYS	3 DAYS	4 DAYS	5 DAYS	6 DAYS	7 DAYS	8 DAYS	9 DAYS	10 DAYS
All First-class Single Piece	2.5	9.1	64.9	87.4	94.2	97	98.3	98.9	99.3	99.5	99.6
Letters	2.4	9	67.8	90.3	95.9	98	98.9	99.3	99.5	99.6	99.7
Cards	2.3	13.6	77.9	91.6	95.6	97.5	98.3	98.7	99.1	99.2	99.3
Flats	3	9.1	50.2	76.4	87.9	93.2	95.8	97.5	98.4	98.9	99.1
Parcels/IPPS	3.5	6.9	34.1	61.2	79.5	88.7	93.7	96.1	97.7	98.6	99.1
All First-class Presort/Auto	2.8	5.4	46.5	79.9	94.1	97.6	98.9	99.5	99.7	99.8	99.9
Letters	2.8	5.5	46.9	80.4	94.4	97.8	99	99.5	99.7	99.8	99.9
Cards	2.5	5.8	69.6	86.6	95.2	97.3	98.3	98.9	99.1	99.9	100
Flats	3.6	3	25.9	56	78.4	89.4	94.3	96.6	98.1	98.7	99.2
Parcels/IPPS	3.2	9.8	40.3	65.6	83.4	93	96.2	97.5	97.8	99	99.3
All First-class Combined	2.7	7.1	54.7	83.2	94.1	97.4	98.6	99.2	99.5	99.7	99.7
Letters	2.6	6.9	55.2	84.3	95	97.9	99	99.4	99.6	99.8	99.8
Cards	2.3	13.3	77.6	91.5	95.6	97.5	98.3	98.7	99.1	99.2	99.3
Flats	3.1	7.6	44.2	71.4	85.6	92.3	95.5	97.3	98.3	98.8	99.1
Parcels/IPPS	3.5	7	34.2	61.2	79.5	88.7	93.7	96.1	97.7	98.6	99.1
All Package Services	4.8	3.8	16.1	31.9	52	70.5	83.1	89.8	93.6	95.9	97
Bound Printed Matter	4.4	1.2	16.1	35	58.5	77.1	90	95.1	96.7	97.6	97.8
Media Mail	4.8	2.9	14.1	29.5	49.9	69.1	82.5	89.5	93.5	96	97.2
Library	3.8	12.6	35	57.4	71.1	83.3	88.9	92	94	96	96.3

**NOTE: Days To Delivery is defined as the difference between the postmark date or meter strip date, when readable, and the date the mailpiece was sampled in ODIS-RPW. Days To Delivery can be overstated due to "stale" meter dates i.e. meter dates preceding the date the mailpiece entered the Postal network.**

**TABLE 5**  
**INTRA-PDC AND INTER-PDC VOLUME AND AVERAGE DAYS TO DELIVERY BY MAIL CLASS FOR**  
**STAMP AND METER MAIL**  
**QUARTER 4 FY 2015**

CLASS OF MAIL	% INTRA-PDC VOLUME	INTRA-PDC AVG DELIVERY DAYS	% INTER-PDC VOLUME	INTER-PDC AVG DELIVERY DAYS
FIRST-CLASS SINGLE PIECE	47.1	1.9	52.9	2.7
FIRST-CLASS PRESORT/AUTO	21.9	2	78.1	3
ALL FIRST-CLASS MAIL	37.6	2	62.4	2.8
BOUND PRINTED MATTER	5.4	2.8	94.6	4.4
MEDIA MAIL	7.2	2.8	92.8	4.9
LIBRARY MAIL	20.9	2.1	79.1	4.2

**NOTE: Days To Delivery is defined as the difference between the postmark date or meter strip date, when readable, and the date the mailpiece was sampled in ODIS-RPW. Days To Delivery can be overstated due to "stale" meter dates i.e. meter dates preceding the date the mailpiece entered the Postal network.**

**TABLE 6  
FIRST-CLASS SINGLE PIECE SERVICE  
SERVICE COMMITMENT ACHIEVEMENT  
STAMPED MAIL  
QUARTER 4 FY 2015**

	EACH AREA AS ----- PERCENT DELIVERED WITHIN TWO-DAY COMMITMENT -----	ORIGIN ----- PERCENT DELIVERED WITHIN THREE-DAY COMMITMENT -----	EACH AREA AS -----	DESTINATION ----- PERCENT DELIVERED WITHIN TWO-DAY COMMITMENT -----	----- PERCENT DELIVERED WITHIN THREE-DAY COMMITMENT -----
NORTHEAST AREA	96	83		95	74
EASTERN AREA	96	92		96	86
WESTERN AREA	96	83		97	85
PACIFIC AREA	97	85		97	88
SOUTHWEST AREA	97	86		97	88
GREAT LAKES	95	86		96	91
CAPITAL METRO	96	88		96	84
NATIONAL	96	86		96	86

**NOTE: Service Commitment is calculated by comparing a mailpiece's Days To Delivery with its Service Standard. If a mailpiece's Days to Delivery is equal or less than its Service Standard it is considered to have met its commitment. Days To Delivery is defined as the difference between the postmark date or meter strip date, when readable, and the date the mailpiece was sampled in ODIS-RPW. Days To Delivery can be overstated due to "stale" meter dates i.e. meter dates preceding the date the mailpiece entered the Postal network.**

**TABLE 7  
FIRST-CLASS SINGLE PIECE SERVICE  
SERVICE COMMITMENT ACHIEVEMENT  
METERED MAIL  
QUARTER 4 FY 2015**

	EACH AREA AS ----- PERCENT DELIVERED WITHIN TWO-DAY COMMITMENT -----	ORIGIN ----- PERCENT DELIVERED WITHIN THREE-DAY COMMITMENT -----		EACH AREA AS ----- PERCENT DELIVERED WITHIN TWO-DAY COMMITMENT -----	DESTINATION ----- PERCENT DELIVERED WITHIN THREE-DAY COMMITMENT -----
NORTHEAST AREA	82	70		82	60
EASTERN AREA	84	75		85	72
WESTERN AREA	87	71		87	71
PACIFIC AREA	85	65		84	75
SOUTHWEST AREA	86	70		86	71
GREAT LAKES	83	71		83	71
CAPITAL METRO	83	71		83	70
NATIONAL	84	70		84	70

**NOTE: Service Commitment is calculated by comparing a mailpiece's Days To Delivery with its Service Standard. If a mailpiece's Days to Delivery is equal or less than its Service Standard it is considered to have met its commitment. Days To Delivery is defined as the difference between the postmark date or meter strip date, when readable, and the date the mailpiece was sampled in ODIS-RPW. Days To Delivery can be overstated due to "stale" meter dates i.e. meter dates preceding the date the mailpiece entered the Postal network.**

**TABLE 8  
FIRST-CLASS SINGLE PIECE SERVICE  
SERVICE COMMITMENT ACHIEVEMENT  
STAMPED AND METERED MAIL  
QUARTER 4 FY 2015**

	EACH AREA AS ----- PERCENT DELIVERED WITHIN TWO-DAY COMMITMENT -----	ORIGIN ----- PERCENT DELIVERED WITHIN THREE-DAY COMMITMENT -----		EACH AREA AS ----- PERCENT DELIVERED WITHIN TWO-DAY COMMITMENT -----	DESTINATION ----- PERCENT DELIVERED WITHIN THREE-DAY COMMITMENT -----
NORTHEAST AREA	89	77		89	67
EASTERN AREA	91	84		91	81
WESTERN AREA	92	77		93	78
PACIFIC AREA	91	74		90	80
SOUTHWEST AREA	92	79		92	80
GREAT LAKES	90	79		90	83
CAPITAL METRO	90	81		90	77
NATIONAL	91	79		91	79

**NOTE: Service Commitment is calculated by comparing a mailpiece's Days To Delivery with its Service Standard. If a mailpiece's Days to Delivery is equal or less than its Service Standard it is considered to have met its commitment. Days To Delivery is defined as the difference between the postmark date or meter strip date, when readable, and the date the mailpiece was sampled in ODIS-RPW. Days To Delivery can be overstated due to "stale" meter dates i.e. meter dates preceding the date the mailpiece entered the Postal network.**

**TABLE 9  
FIRST-CLASS PRESORT SERVICE  
SERVICE COMMITMENT ACHIEVEMENT  
METERED MAIL  
QUARTER 4 FY 2015**

	EACH AREA AS ----- PERCENT DELIVERED WITHIN TWO-DAY COMMITMENT -----	ORIGIN ----- PERCENT DELIVERED WITHIN THREE-DAY COMMITMENT -----		EACH AREA AS ----- PERCENT DELIVERED WITHIN TWO-DAY COMMITMENT -----	DESTINATION ----- PERCENT DELIVERED WITHIN THREE-DAY COMMITMENT -----
NORTHEAST AREA	63	57		62	62
EASTERN AREA	70	70		72	68
WESTERN AREA	85	66		84	70
PACIFIC AREA	84	69		84	73
SOUTHWEST AREA	82	73		82	69
GREAT LAKES	79	68		80	63
CAPITAL METRO	70	68		68	65
NATIONAL	75	68		75	68

**NOTE: Service Commitment is calculated by comparing a mailpiece's Days To Delivery with its Service Standard. If a mailpiece's Days to Delivery is equal or less than its Service Standard it is considered to have met its commitment. Days To Delivery is defined as the difference between the postmark date or meter strip date, when readable, and the date the mailpiece was sampled in ODIS-RPW. Days To Delivery can be overstated due to "stale" meter dates i.e. meter dates preceding the date the mailpiece entered the Postal network.**