

Attachment 5:

Volume and Revenue Impacts of USPS Service Cuts Planned for 2012

APWJXE-1

| Product | FY 2010 RPW Volumes | Volume | | Volume After Service Standard Change | 2010 RPW | | 2010 ACR Unit Cost | Cost Change | Net Change |
|----------------------------|---------------------|------------------------|-----------------|--------------------------------------|--------------|------------------|--------------------|------------------|------------------|
| | | Changed Due to Service | Volume Change % | | Unit Revenue | Revenue Change | | | |
| First-Class Mail | 31,643,333,000 | -3,251,562,301 | -10.3% | 28,391,770,699 | \$0.580 | \$1,865,906,135 | \$0.349 | -\$1,134,785,243 | -\$751,110,882 |
| Total Single Piece | 46,225,388,000 | -3,806,412,748 | -8.2% | 42,418,975,252 | \$0.345 | -\$1,313,212,398 | \$0.117 | -\$445,350,292 | -\$867,862,107 |
| Total Presort | 77,868,719,000 | -7,057,975,049 | -9.1% | 70,810,743,951 | \$0.441 | -\$3,189,118,533 | \$0.217 | -\$1,580,145,536 | -\$1,618,972,698 |
| Total First-Class Mail | 82,523,747,000 | -4,373,758,591 | -5.3% | 78,149,988,409 | \$0.210 | -\$818,489,304 | \$0.143 | -\$625,447,478 | -\$283,041,826 |
| Total Standard Mail | 7,269,470,000 | -1,432,085,590 | -19.7% | 5,837,384,410 | \$0.258 | -\$359,478,092 | \$0.343 | -\$491,205,357 | \$121,727,276 |
| Total Periodicals | 862,024,000 | -122,718,149 | -14.4% | 739,305,851 | \$7.610 | -\$773,758,417 | \$5.670 | -\$800,766,371 | -\$172,990,048 |
| Priority Mail/Express Mail | 269,357,000 | 0 | 0.0% | 269,357,000 | \$1.918 | \$0 | \$1.415 | \$0 | \$0 |
| Parcel Select | 89,875,000 | 0 | 0.0% | 89,875,000 | \$10.014 | \$0 | \$12.185 | \$0 | \$0 |
| Parcel Post | 122,322,000 | 0 | 0.0% | 122,322,000 | \$3.015 | \$0 | \$3.749 | \$0 | \$0 |
| Media & Library | 212,197,000 | 0 | 0.0% | 212,197,000 | \$5.980 | \$0 | \$7.330 | \$0 | \$0 |
| Parcels | 474,488,000 | 0 | 0.0% | 474,488,000 | \$1.080 | \$0 | \$1.010 | \$0 | \$0 |
| BPM | 189,488,002,000 | -12,985,538,379 | -7.7% | 156,482,463,621 | | -\$6,260,842,336 | | -\$8,297,564,741 | -\$1,983,277,686 |
| Totals | | | | | | | | | |

"All Sources" Market Research Preliminary Results

Note: Table provides results of "All Sources" of service cuts, including: ending Saturday deliveries, post office closings and processing plant closings.

Source: PRC and Opinion Research Corporation, 2011.