

Eastern Area Service Performance



First Class Packages

First-Class Packages

Goal = 94.80

District	WK 20	RK	QTD	RK	YTD	RK
Appalachian	92.61	9	90.95	8	91.62	10
Central Pennsylvania	90.73	18	89.95	11	89.21	21
Ohio Valley	92.11	13	91.16	7	92.18	7
Kentuckiana	87.84	33	84.34	45	86.14	46
Northern Ohio	89.37	27	87.70	22	89.85	18
Philadelphia Metropo	91.47	15	86.99	28	88.06	30
South Jersey	88.54	28	86.31	34	86.25	45
Tennessee	93.53	3	91.73	4	92.82	3
Western New York	93.80	2	90.11	10	91.78	9
Western Pennsylvania	93.19	4	92.21	1	93.33	2
Eastern	90.88	1	88.83	1	89.81	1
National Total	87.33		85.36		87.07	



Marketing Mail / Periodicals Composite

Marketing / Periodicals Composite

Goal = 91.00

District	WK 20	RK	QTD	RK	YTD	RK
Appalachian	94.46	14	94.99	3	92.65	5
Central Pennsylvania	91.51	37	91.14	28	84.76	46
Ohio Valley	94.09	18	93.37	11	92.59	6
Kentuckiana	90.09	42	86.37	53	82.94	51
Northern Ohio	86.50	58	89.00	38	88.13	28
Philadelphia Metropo	94.20	16	92.38	17	90.69	13
South Jersey	94.60	9	93.75	9	92.05	8
Tennessee	95.47	4	94.65	4	93.61	3
Western New York	95.13	8	94.05	8	92.43	7
Western Pennsylvania	96.74	1	95.99	1	94.72	2
Eastern	92.74	2	92.26	1	90.11	1
National Total	90.32		88.64		86.19	



Periodicals Destination Entry

Periodicals (Dest Entry)

Goal = 91.80

District	WK 20	RK	QTD	RK	YTD	RK
Appalachian	92.39	28	94.53	1	92.89	3
Central Pennsylvania	91.24	36	91.83	15	87.76	29
Ohio Valley	94.95	6	93.85	2	92.88	4
Kentuckiana	94.03	11	90.98	22	89.37	20
Northern Ohio	93.08	21	91.99	14	91.58	9
Philadelphia Metropo	93.14	19	90.40	26	88.63	24
South Jersey	93.44	18	92.12	11	91.27	11
Tennessee	94.69	9	93.60	6	90.91	14
Western New York	93.47	17	91.38	19	89.34	21
Western Pennsylvania	95.79	2	93.64	4	92.78	5
Eastern	93.69	1	92.35	1	90.57	1
National Total	90.16		87.96		85.30	



Marketing Mail SCF Letters

Marketing Mail SCF Letters

Goal = 91.80

District	WK 20	RK	QTD	RK	YTD	RK
Appalachian	97.80	13	98.18	4	96.31	9
Central Pennsylvania	97.22	17	96.78	14	89.91	44
Ohio Valley	97.71	14	97.65	8	97.17	6
Kentuckiana	92.56	49	87.52	59	83.01	62
Northern Ohio	87.36	61	92.23	44	92.28	31
Philadelphia Metropo	97.91	10	96.53	16	95.45	13
South Jersey	97.93	8	97.24	10	96.01	10
Tennessee	97.50	15	97.63	9	96.73	8
Western New York	98.36	5	96.64	15	95.88	11
Western Pennsylvania	98.87	3	98.81	3	98.28	2
Eastern	95.57	3	95.59	1	93.63	1
National Total	93.38		92.05		90.09	



Marketing Mail SCF Flats

Marketing Mail SCF Flats

Goal = 91.80

District	WK 20	RK	QTD	RK	YTD	RK
Appalachian	98.41	2	98.09	1	95.87	3
Central Pennsylvania	96.83	22	94.29	27	86.51	40
Ohio Valley	97.54	14	96.79	5	94.95	8
Kentuckiana	96.62	24	93.27	35	90.36	26
Northern Ohio	96.22	29	93.79	30	90.75	23
Philadelphia Metropo	95.75	34	95.12	21	92.41	15
South Jersey	97.92	8	96.77	6	93.32	12
Tennessee	98.31	4	96.64	8	95.54	5
Western New York	97.83	12	96.36	10	92.11	17
Western Pennsylvania	98.26	5	97.67	3	95.70	4
Eastern	97.27	1	95.58	1	92.32	1
National Total	94.19		91.12		85.35	



Marketing Mail NDC Letters

Marketing Mail NDC Letters

Goal = 91.80

District	WK 20	RK	QTD	RK	YTD	RK
Appalachian	98.54	9	98.12	7	96.92	11
Central Pennsylvania	97.04	25	95.43	25	89.11	44
Ohio Valley	96.35	32	96.56	16	96.00	15
Kentuckiana	97.80	19	90.69	47	88.73	46
Northern Ohio	93.92	48	92.83	37	90.85	39
Philadelphia Metropo	97.74	20	95.50	23	91.27	36
South Jersey	98.03	15	95.80	20	93.61	25
Tennessee	96.38	30	93.57	35	92.69	31
Western New York	99.38	1	98.59	1	98.50	1
Western Pennsylvania	98.59	8	95.75	21	94.07	23
Eastern	96.79	2	94.72	3	92.73	3
National Total	93.89		91.62		90.61	



Marketing Mail NDC Flats

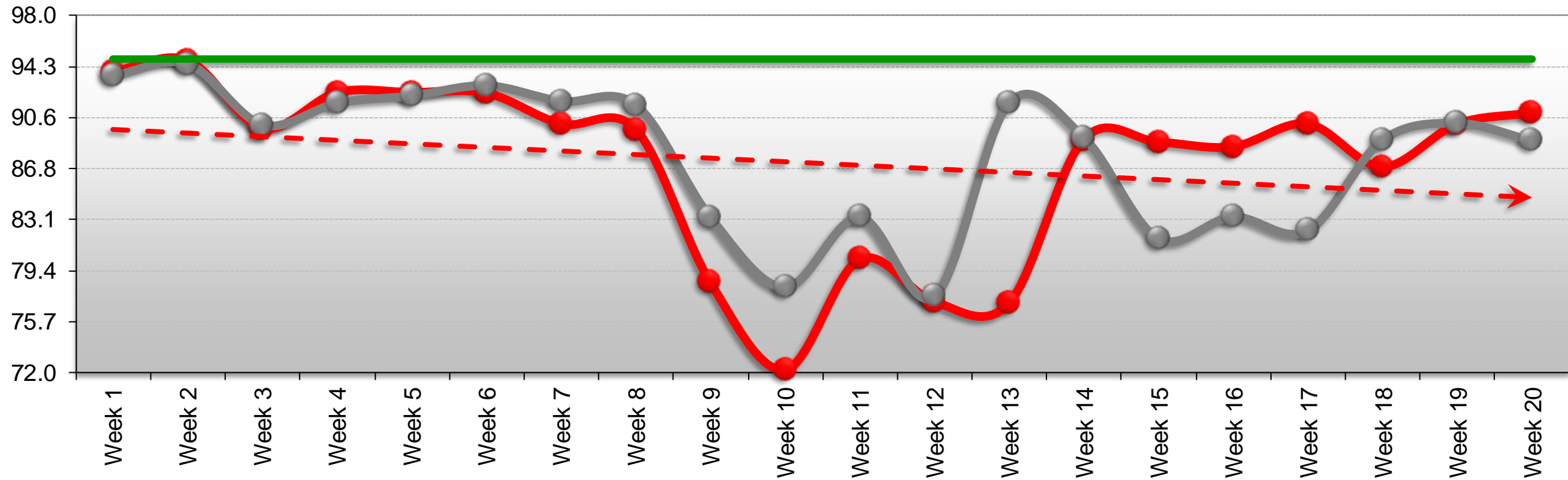
Marketing Mail NDC Flats

Goal = 91.80

District	WK 20	RK	RK	QTD	RK	YTD
Appalachian	98.62	4	96.95	7	95.80	6
Central Pennsylvania	97.02	17	90.47	38	83.05	43
Ohio Valley	97.48	11	93.70	20	92.95	19
Kentuckiana	97.09	16	94.68	17	92.65	20
Northern Ohio	90.26	48	90.41	39	91.18	23
Philadelphia Metropo	97.24	13	92.94	24	89.15	28
South Jersey	97.47	12	93.95	19	90.52	25
Tennessee	95.67	25	91.57	31	88.91	30
Western New York	98.82	2	98.05	1	96.77	2
Western Pennsylvania	97.93	8	97.50	4	96.57	3
Eastern	95.85	1	93.86	2	92.48	2
National Total	92.75		90.29		87.61	



First Class Packages



District	WK 20	RK	QTD	RK	YTD	RK
Appalachian	92.61	9	90.95	8	91.62	10
Central Pennsylvania	90.73	18	89.95	11	89.21	21
Kentuckiana	92.11	13	91.16	7	92.18	7
Northern Ohio	87.84	33	84.34	45	86.14	46
Ohio Valley	89.37	27	87.70	22	89.85	18
Philadelphia Metro	91.47	15	86.99	28	88.06	30

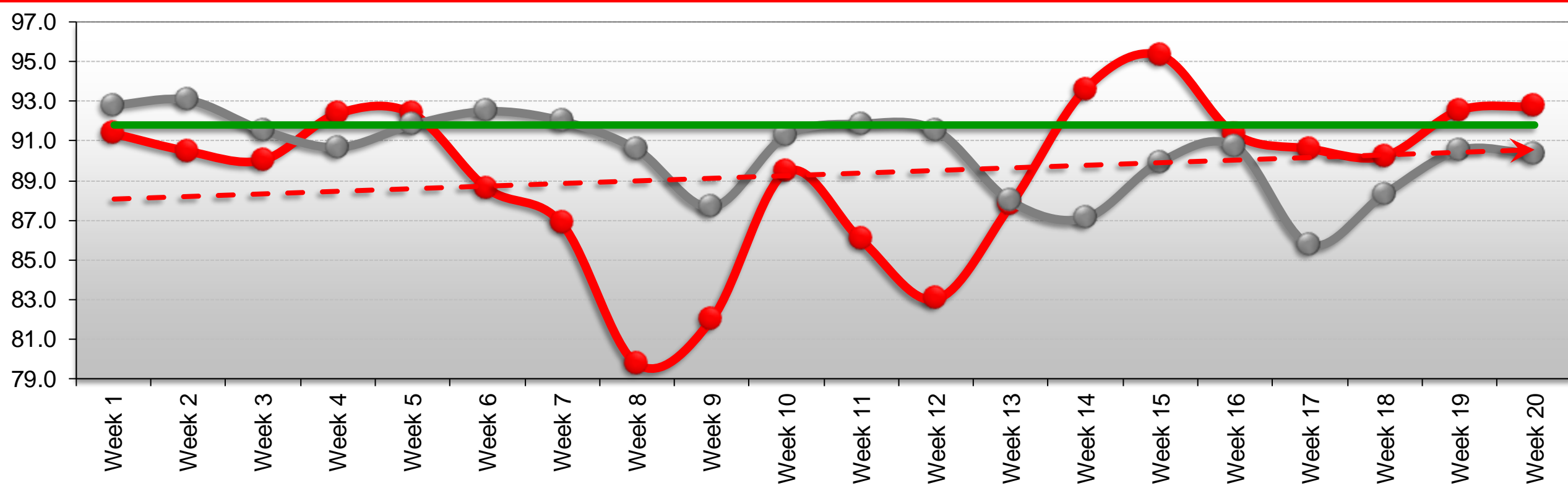
District	WK 20	RK	QTD	RK	YTD	RK
South Jersey	88.54	28	86.31	34	86.25	45
Tennessee	93.53	3	91.73	4	92.82	3
Western New York	93.80	2	90.11	10	91.78	9
Western Pennsylvania	93.19	4	92.21	1	93.33	2
Eastern	90.88	1	88.83	1	89.81	1
National Total	87.33		85.36		87.07	

Eastern Area First Class Parcels Composite (All Service Standards)

● Current ● SPLY ● Target



Marketing Mail / Periodicals Composite



District	WK 20	RK	QTD	RK	YTD	RK
Appalachian	94.46	14	94.99	3	92.65	5
Central Pennsylvania	91.51	37	91.14	28	84.76	46
Kentuckiana	94.09	18	93.37	11	92.59	6
Northern Ohio	90.09	42	86.37	53	82.94	51
Ohio Valley	86.50	58	89.00	38	88.13	28
Philadelphia Metro	94.20	16	92.38	17	90.69	13

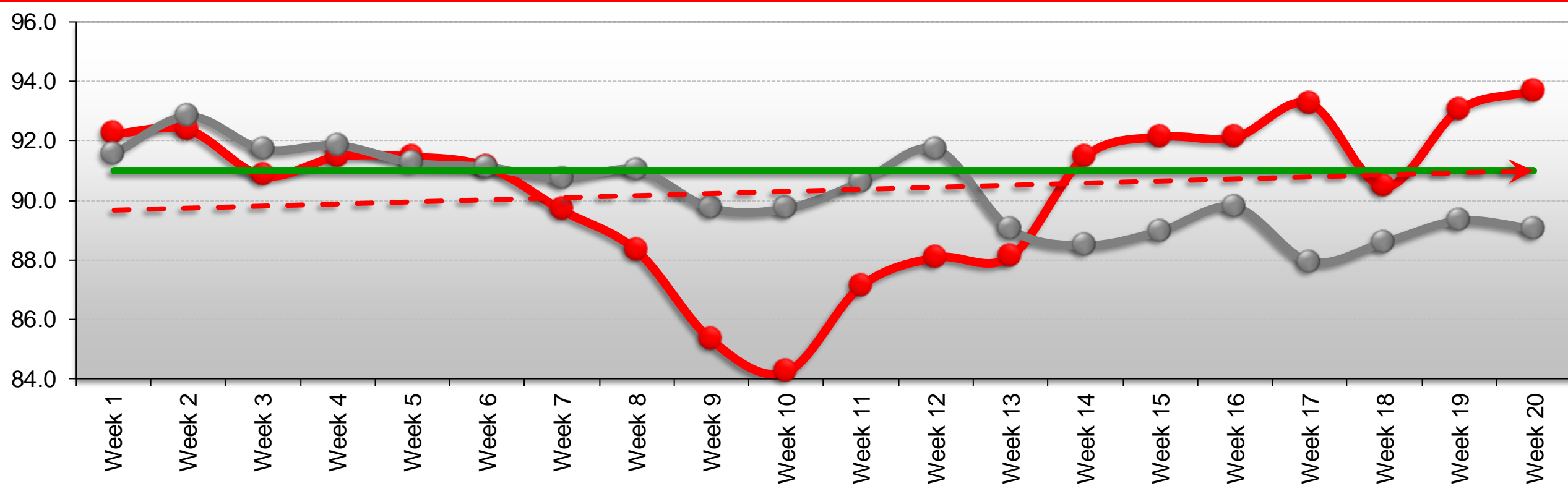
District	WK 20	RK	QTD	RK	YTD	RK
South Jersey	94.60	9	93.75	9	92.05	8
Tennessee	95.47	4	94.65	4	93.61	3
Western New York	95.13	8	94.05	8	92.43	7
Western Pennsylvania	96.74	1	95.99	1	94.72	2
Eastern	92.74	2	92.26	1	90.11	1
National Total	90.32		88.64		86.19	

Eastern Area Marketing Mail / Periodicals Composite

● Current ● SPLY — Target



Periodicals Destination Entry



District	WK 20	RK	QTD	RK	YTD	RK
Appalachian	92.39	28	94.53	1	92.89	3
Central Pennsylvania	91.24	36	91.83	15	87.76	29
Kentuckiana	94.95	6	93.85	2	92.88	4
Northern Ohio	94.03	11	90.98	22	89.37	20
Ohio Valley	93.08	21	91.99	14	91.58	9
Philadelphia Metro	93.14	19	90.40	26	88.63	24

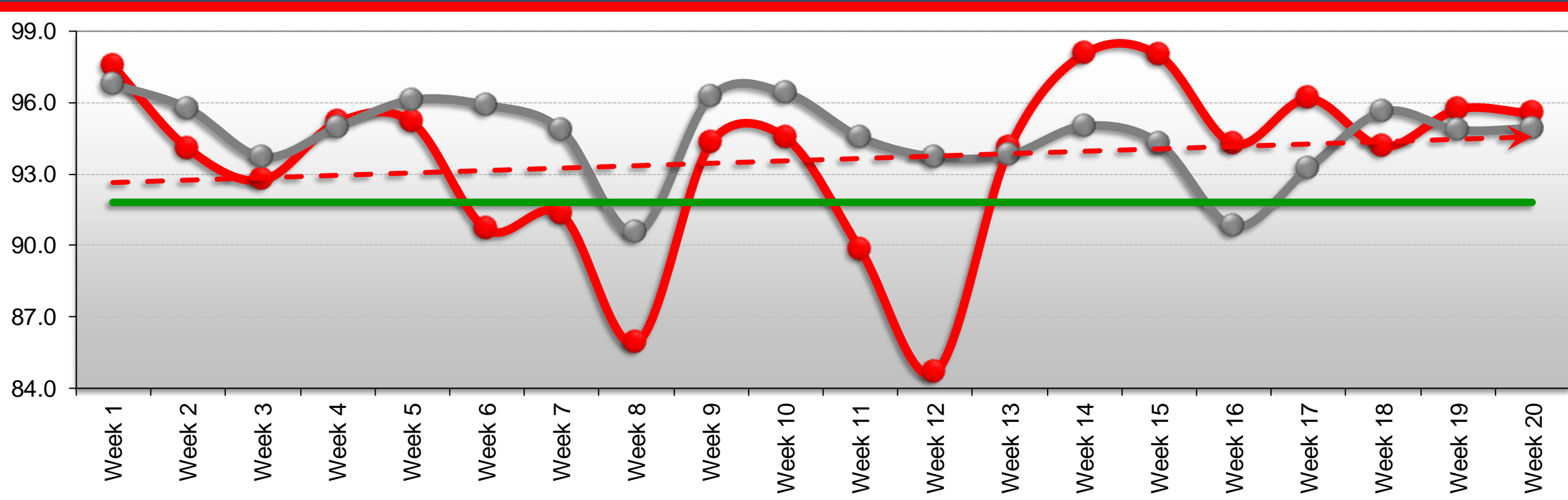
District	WK 20	RK	QTD	RK	YTD	RK
South Jersey	93.44	18	92.12	11	91.27	11
Tennessee	94.69	9	93.60	6	90.91	14
Western New York	93.47	17	91.38	19	89.34	21
Western Pennsylvania	95.79	2	93.64	4	92.78	5
Eastern	93.69	1	92.35	1	90.57	1
National Total	90.16		87.96		85.30	

Eastern Area Periodicals (Destination Entry)

● Current ● SPLY — Target



Marketing Mail SCF Letters

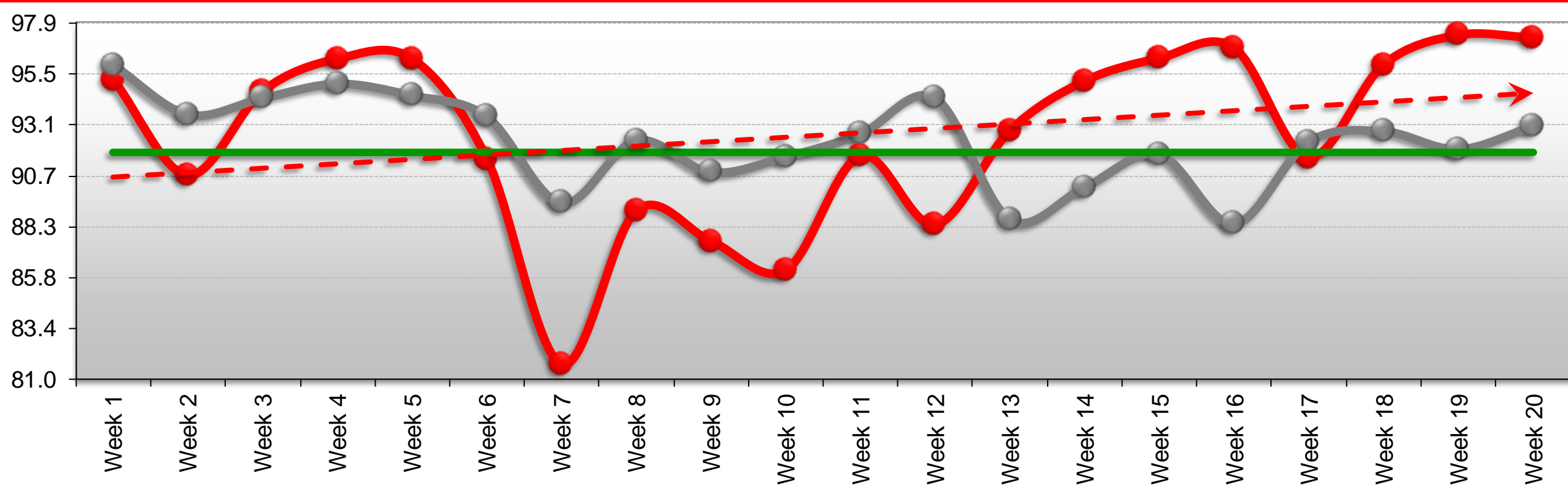


District	WK 20	RK	QTD	RK	YTD	RK
Appalachian	97.80	13	98.18	4	96.31	9
Central Pennsylvania	97.22	17	96.78	14	89.91	44
Kentuckiana	97.71	14	97.65	8	97.17	6
Northern Ohio	92.56	49	87.52	59	83.01	62
Ohio Valley	87.36	61	92.23	44	92.28	31
Philadelphia Metro	97.91	10	96.53	16	95.45	13

District	WK 20	RK	QTD	RK	YTD	RK
South Jersey	97.93	8	97.24	10	96.01	10
Tennessee	97.50	15	97.63	9	96.73	8
Western New York	98.36	5	96.64	15	95.88	11
Western Pennsylvania	98.87	3	98.81	3	98.28	2
Eastern	95.57	3	95.59	1	93.63	1
National Total	93.38		92.05		90.09	



Marketing Mail SCF Flats

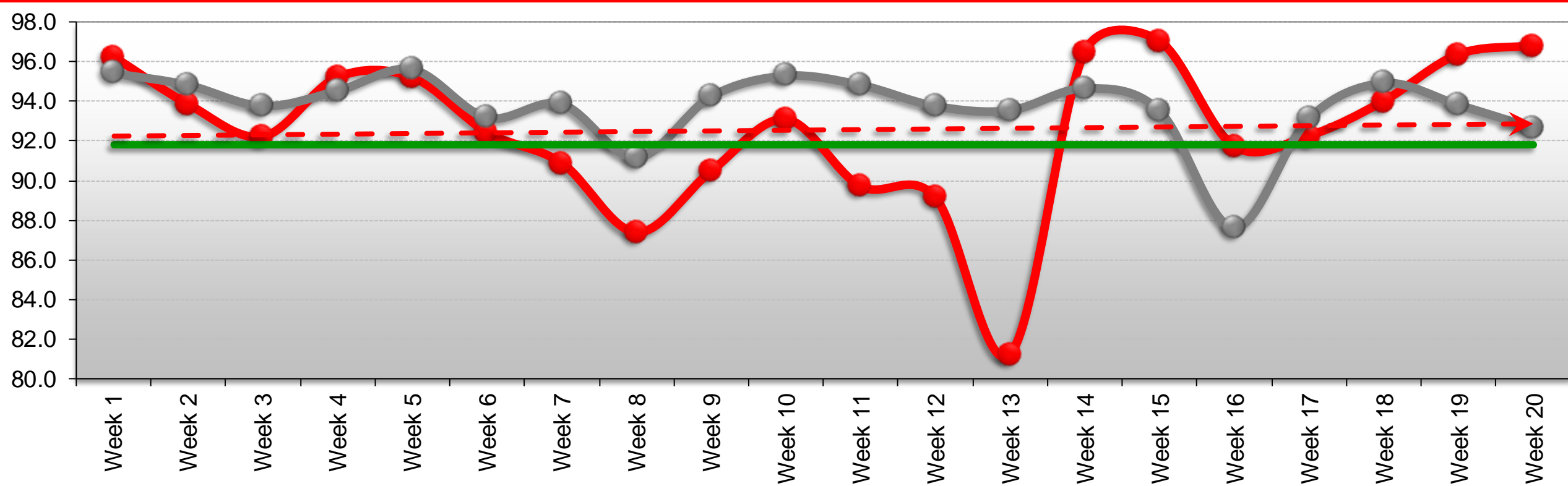


District	WK 20	RK	QTD	RK	YTD	RK
Appalachian	98.41	2	98.09	1	95.87	3
Central Pennsylvania	96.83	22	94.29	27	86.51	40
Kentuckiana	97.54	14	96.79	5	94.95	8
Northern Ohio	96.62	24	93.27	35	90.36	26
Ohio Valley	96.22	29	93.79	30	90.75	23
Philadelphia Metro	95.75	34	95.12	21	92.41	15

District	WK 20	RK	QTD	RK	YTD	RK
South Jersey	97.92	8	96.77	6	93.32	12
Tennessee	98.31	4	96.64	8	95.54	5
Western New York	97.83	12	96.36	10	92.11	17
Western Pennsylvania	98.26	5	97.67	3	95.70	4
Eastern	97.27	1	95.58	1	92.32	1
National Total	94.19		91.12		85.35	



Marketing Mail NDC Letters

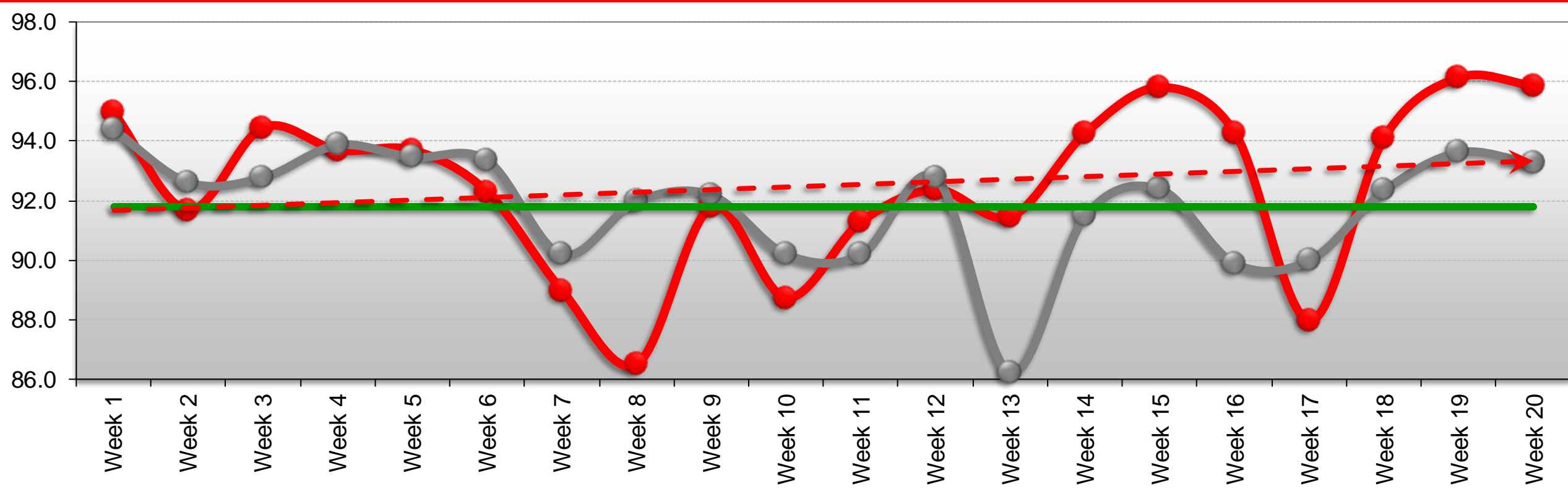


District	WK 20	RK	QTD	RK	YTD	RK
Appalachian	98.54	9	98.12	7	96.92	11
Central Pennsylvania	97.04	25	95.43	25	89.11	44
Kentuckiana	96.35	32	96.56	16	96.00	15
Northern Ohio	97.80	19	90.69	47	88.73	46
Ohio Valley	93.92	48	92.83	37	90.85	39
Philadelphia Metro	97.74	20	95.50	23	91.27	36

District	WK 20	RK	QTD	RK	YTD	RK
South Jersey	98.03	15	95.80	20	93.61	25
Tennessee	96.38	30	93.57	35	92.69	31
Western New York	99.38	1	98.59	1	98.50	1
Western Pennsylvania	98.59	8	95.75	21	94.07	23
Eastern	96.79	2	94.72	3	92.73	3
National Total	93.89		91.62		90.61	



Marketing Mail NDC Flats



District	WK 20	RK	QTD	RK	YTD	RK
Appalachian	98.62	4	96.95	7	95.80	6
Central Pennsylvania	97.02	17	90.47	38	83.05	43
Kentuckiana	97.48	11	93.70	20	92.95	19
Northern Ohio	97.09	16	94.68	17	92.65	20
Ohio Valley	90.26	48	90.41	39	91.18	23
Philadelphia Metro	97.24	13	92.94	24	89.15	28

District	WK 20	RK	QTD	RK	YTD	RK
South Jersey	97.47	12	93.95	19	90.52	25
Tennessee	95.67	25	91.57	31	88.91	30
Western New York	98.82	2	98.05	1	96.77	2
Western Pennsylvania	97.93	8	97.50	4	96.57	3
Eastern	95.85	1	93.86	2	92.48	2
National Total	92.75		90.29		87.61	