

# FINANCIAL & OPERATING STATEMENTS







February, FY 2006 February 1 – February 28, 2006

Prepared by: Financial Reporting and Analysis

### HIGHLIGHTS February 2006 - FY 2006 (Millions)

|                    |    |                 |         | Current           | Perio | od          |    |                 |           |  |           |                     | Year-to | o-Date (                   | Octo | ber 1, 20                  | 05 - 1 | Februa      | ry 28 | 3, 2006)            |           |
|--------------------|----|-----------------|---------|-------------------|-------|-------------|----|-----------------|-----------|--|-----------|---------------------|---------|----------------------------|------|----------------------------|--------|-------------|-------|---------------------|-----------|
| Actual             |    | Budget          |         | Var. to<br>Budget | % B   | Budget      |    | SPLY            | % SPLY    |  |           | Actual              | Bu      | ıdget                      |      | Var. to<br>udget           | % B    | udget       |       | SPLY                | % SPLY    |
| \$ 5,639.3         | \$ | 5,518.8         | \$      | 120.5             |       | 2.2         | \$ | 5,347.8         | 5.5       | Total Revenue  | \$        | 30,582.8            |         | 0,486.2                    | \$   | 96.6                       |        | 0.3         |       | 29,961.4            | 2.1       |
| 5,544.0<br>\$ 95.3 | •  | 5,427.5<br>91.3 | <u></u> | 116.5 ]<br>4.0    | l     | 2.1 ]<br>NM | _  | 5,335.6<br>12.2 | 3.9<br>NM | Total Expense  Net Income Before Escrow Allocation * | _         | 29,285.3<br>1,297.5 |         | 9 <u>,168.3</u><br>1,317.9 | [\$  | <u>117.0 ]</u><br>- 20.4 ] | [      | 0.4 ]<br>NM | •     | 28,160.7<br>1,800.7 | 4.0<br>NM |
| 250.0              | Ψ  | /1.3            | Ψ       | 4.0               |       | IVIVI       | Ψ  | 12.2            | IVIVI     | Escrow Allocation *                                  |           | 1,250.0             | Ψ I     | 1,317.7                    | ĮΨ   | - 20.4 ]                   |        | IVIVI       | Ψ     | 1,000.7             | INIVI     |
| \$ ( 154.7)        |    |                 |         |                   |       |             |    |                 |           | Net Gain/(Deficiency) After Escrow Allocation *      | <u>\$</u> | 47.5                |         |                            |      |                            |        |             |       |                     |           |
|                    |    |                 |         |                   |       |             |    |                 |           |  |           |                     |         |                            |      |                            |        |             |       |                     |           |
| \$ 69.9            | \$ | 61.9            | \$      | 8.0               |       | 12.9        | \$ | 89.7            | - 22.1    | Capital Commitments                                  | \$        | 374.3               | \$      | 385.6                      | [\$  | - 11.3 ]                   | [      | - 2.9 ]     | \$    | 618.1               | - 39.4    |
| 111.3              |    | 110.6           | [       | 0.8]              | [     | 0.7]        |    | 111.7           | - 0.4     | Total Workhours                                      |           | 607.1               |         | 597.5                      | [    | 9.6]                       | [      | 1.6]        |       | 607.7               | - 0.1     |

|   | Current | Last    |         |
|---|---------|---------|---------|
| Actual Number Of:                             | Period  | Period  | SPLY    |
|   |         |         |         |
| Post Offices                                  | 27,333  | 27,343  | 27,477  |
| Postal Owned Vehicles In Use                  |         |         |         |
| Administrative                                | 6,257   | 6,266   | 5,741   |
| Operations                                    | 209,380 | 209,177 | 206,683 |
| Total Deliveries (000)                        | 145,062 | 144,976 | 143,059 |
| City Delivery Routes                          | 164,285 | 164,295 | 164,598 |
| Rural Routes                                  | 73,296  | 73,260  | 71,322  |
| Career Employees (excludes Inspector General) | 696,365 | 697,885 | 700,738 |
| Casual Employees                              | 20,251  | 20,587  | 21,174  |
| Transitional Employees                        | 6,464   | 6,542   | 9,737   |

<sup>\*</sup>Public Law (PL) 108-18, The Postal Civil Service Retirement System Funding Reform Act of 2003 requires that the U. S.Postal Service, beginning in FY 2006 hold in escrow an amount equal to the difference between the CSRS retirement costs before and after the implementation of this law. The Office of Personnel Management (OPM) calculates this amount and based on their latest estimate we are allocating \$250 million per month for purposes of assessing our financial position.

### STATEMENT OF INCOME & EXPENSE February 2006 - FY 2006 (\$ Millions)

|             |            | Current Per         | iod      |            |        |   |             |             | Year-to-[         | Date     |             |        |
|-------------|------------|---------------------|----------|------------|--------|---|-------------|-------------|-------------------|----------|-------------|--------|
| Actual      | Budget     | Var. to<br>Budget 9 | % Budget | SPLY       | % SPLY |   | Actual      | Budget      | Var. to<br>Budget | % Budget | SPLY        | % SPLY |
| \$ 5,627.5  | \$ 5,505.7 | \$ 121.8            | 2.2      | \$ 5,341.5 | 5.4    | Operating Revenue                               | \$ 30,533.2 | \$ 30,428.9 | \$ 104.3          | 0.3      | \$ 29,938.6 | 2.0    |
| 5,522.2     | 5,405.6    | [ <u>116.6</u> ] [  | 2.2]     | 5,317.5    | 3.8    | Operating Expense                               | 29,174.9    | 29,057.5    | [ <u>117.4</u> ]  | [ 0.4]   | 28,068.7    | 3.9    |
| \$ 105.3    | \$ 100.1   | \$ 5.2              | NM       | \$ 24.0    | NM     | Income/(Loss) From Operations                   | \$ 1,358.3  | \$ 1,371.4  | [\$ -13.1]        | NM       | \$ 1,869.9  | NM     |
| 11.8        | 13.1       | [ -1.3] [           | - 9.9 ]  | 6.3        | 87.3   | Investment Income                               | 49.6        | 57.3        | [ -7.7]           | [ -13.4] | 22.8        | 117.5  |
| -           | 0.1        | - 0.1               | - 100.0  | -          | NM     | Interest Expense                                | 1.4         | 1.8         | - 0.4             | - 22.2   | 1.5         | - 6.7  |
| 21.8        | 21.8       |                     | -        | 18.1       | 20.4   | Interest on Deferred Retirement<br>Obligations  | 109.0       | 109.0       |                   | -        | 90.5        | 20.4   |
| \$ 95.3     | \$ 91.3    | \$ 4.0              | NM       | \$ 12.2    | NM     | Net Income Before Escrow Allocation *           | \$ 1,297.5  | \$ 1,317.9  | [\$ - 20.4]       | NM       | \$ 1,800.7  | NM     |
| 250.0       |            |                     |          |            |        | Escrow Allocation *                             | 1,250.0     |             |                   |          |             |        |
| \$ ( 154.7) |            |                     |          |            |        | Net Gain/(Deficiency) After Escrow Allocation * | \$ 47.5     |             |                   |          |             |        |

[]=Unfavorable variance to budget

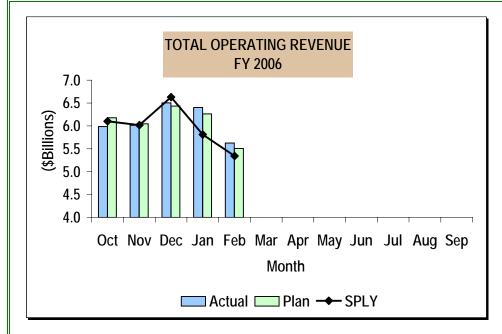
<sup>\*</sup> See footnote on page 1.

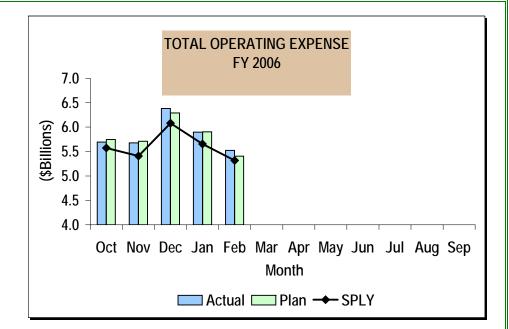
### MAIL VOLUME - MAIL REVENUE (Data in Thousands) **Current Period** Year-to-Date CATEGORY February 28, February 28, February 28, February 28, % SPLY FY 2006 FY 2005 % SPLY FY 2006 FY 2005 FIRST-CLASS **VOLUME** 7,393,905 7,458,708 - 0.9 41,901,112 42,527,863 - 1.5 REVENUE 2,855,441 2,750,881 3.8 \$ 15,649,890 \$ 15,653,919 \$ \$ - 0.0 REV/PC. 0.3862 \$ 0.3688 4.7 0.3735 \$ 0.3681 1.5 PRIORITY-MAIL VOLUME 71.876 68.714 4.6 404.079 377.841 6.9 REVENUE 395,143 \$ 352,843 12.0 \$ 2,204,073 \$ 2,010,452 9.6 \$ REV/PC. 5.4976 \$ 5.1350 7.1 5.4546 \$ 5.3209 2.5

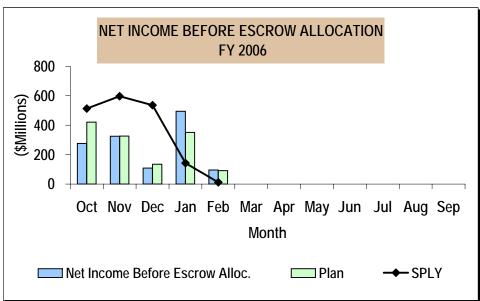
**EXPRESS MAIL VOLUME** 4,474 4,384 2.1 23,305 22,235 4.8 REVENUE 74,018 68,657 7.8 \$ 379,310 \$ 353,942 7.2 \$ \$ REV/PC. 16.5440 \$ 15.6608 5.6 16.2759 \$ 15.9182 2.2 **PERIODICALS VOLUME** 711,280 757,784 - 6.1 3,737,175 3,783,984 - 1.2 REVENUE \$ 176,568 - 2.9 899,105 901,201 - 0.2 \$ 171,460 \$ \$ REV/PC. \$ 0.2330 3.5 0.2406 \$ 0.2382 1.0 \$ 0.2411 STANDARD MAIL **VOLUME** 7,676,220 7,611,558 8.0 42,916,479 42,325,332 1.4 REVENUE 1,519,869 \$ 1,439,212 5.6 8,186,033 \$ 7,956,442 2.9 REV/PC. \$ 0.1980 \$ 0.1891 4.7 0.1907 \$ 0.1880 1.5 PACKAGE SERVICES **VOLUME** 83,350 81,659 2.1 516,629 497,680 3.8 REVENUE 170,358 4.2 \$ \$ 163,465 \$ 996,979 \$ 1,001,907 - 0.5 REV/PC. 2.0439 \$ \$ 2.0018 2.1 1.9298 2.0132 - 4.1 INTERNATIONAL **VOLUME** 64,740 67,007 - 3.4 372,703 381,698 - 2.4 REVENUE \$ 144,969 \$ 143,170 1.3 \$ 831,325 \$ 791,629 5.0 REV/PC. 2.2392 \$ 2.1366 4.8 2.2305 \$ 2.0740 7.5 **ALL OTHER VOLUME** 131,115 46,938 179.3 422,469 315,482 33.9 ALL MAIL **VOLUME** 16,136,960 16,096,751 0.2 90,293,951 90,232,114 0.1 **REVENUE** 5,331,257 5,094,797 4.6 \$ 29,146,714 \$ 28,669,491 \$ 1.7 REV/PC. 0.3304 \$ 0.3165 4.4 0.3228 \$ 0.3177 1.6

NOTE: Totals may not sum due to rounding.

When interpreting RPW SPLY changes under monthly reporting, users must factor in the number and composition of business days in the relevant time periods.







### REVENUE BY SOURCE February 2006 - FY 2006 (\$ Millions)

|           | C       | Curre     | nt Period |        |   |           |          | Yea       | r-to-Date |        |
|-----------|---------|-----------|-----------|--------|---|-----------|----------|-----------|-----------|--------|
|           | Actual  |           | SPLY      | % SPLY |   |           | Actual   |           | SPLY      | % SPLY |
| \$        | 1,964.7 | \$        | 1,898.5   | 3.5    | Operating Revenue: Metered Postage                | \$        | 10,490.2 | \$        | 10,513.6  | - 0.2  |
|           | 824.0   |           | 831.8     | - 0.9  | Stamps and Stamped Paper                          |           | 4,927.8  |           | 5,009.2   | - 1.6  |
|           | 1,434.5 |           | 1,348.0   | 6.4    | Permit Imprint                                    |           | 7,716.1  |           | 7,456.0   | 3.5    |
|           | 170.2   |           | 175.1     | - 2.8  | Periodicals & Standard                            |           | 891.7    |           | 893.1     | - 0.2  |
|           | 61.2    |           | 59.1      | 3.6    | Official Mail                                     |           | 359.9    |           | 353.5     | 1.8    |
|           | 881.3   |           | 775.8     | 13.6   | Presort First-Class & Package Svc./Permit Imprint |           | 4,751.8  |           | 4,423.5   | 7.4    |
|           | 65.1    |           | 61.5      | 5.9    | Box Rents   |           | 337.3    |           | 327.5     | 3.0    |
|           | 17.8    |           | 17.4      | 2.3    | Money Order Fees                                  |           | 87.3     |           | 88.2      | - 1.0  |
|           | 194.9   |           | 166.7     | 16.9   | Other   | _         | 905.7    | _         | 836.3     | 8.3    |
| \$        | 5,613.7 | \$        | 5,333.9   | 5.2    | Subtotal  | \$        | 30,467.8 | \$        | 29,900.9  | 1.9    |
|           | 13.8    |           | 7.6       | 81.6   | Government Appropriations                         | _         | 65.4     |           | 37.7      | 73.5   |
| \$        | 5,627.5 | \$        | 5,341.5   | 5.4    | Total Operating Revenue                           | \$        | 30,533.2 | \$        | 29,938.6  | 2.0    |
|           | 11.8    |           | 6.3       | 87.3   | Investment Income                                 | _         | 49.6     |           | 22.8      | 117.5  |
| <u>\$</u> | 5,639.3 | <u>\$</u> | 5,347.8   | 5.5    | Total Revenue                                     | <u>\$</u> | 30,582.8 | <u>\$</u> | 29,961.4  | 2.1    |

### REVENUE BY CATEGORY February 2006 - FY 2006 (\$ Millions)

|           | (                         | Curre     | nt Period                 |                         |  |           |                            | Yea       | r-to-Date                  |               |                           |
|-----------|---------------------------|-----------|---------------------------|-------------------------|--|-----------|----------------------------|-----------|----------------------------|---------------|---------------------------|
|           | Actual                    |           | Budget                    | % Budget                |  |           | Actual                     |           | Budget                     | % I           | Budget                    |
| \$        | 2,540.5                   | \$        | 2,482.9                   | 2.3                     | Commercial Revenue Permit Revenue                          | \$        | 13,668.4                   | \$        | 13,498.5                   |               | 1.3                       |
| \$        | 1,625.8<br><b>4,166.3</b> | \$        | 1,628.4<br><b>4,111.3</b> | [ - 0.2]<br>1.3         | Other Commercial Accounts Revenue Total Commercial Revenue | \$        | 8,631.6<br><b>22,300.0</b> | \$        | 9,145.7<br><b>22,644.2</b> | [<br><b>[</b> | - 5.6 ]<br>- <b>1.5</b> ] |
|           | 1,028.2                   |           | 1,013.1                   | 1.5                     | Retail Revenue<br>Retail Postage Revenue                   |           | 5,980.5                    |           | 5,769.9                    |               | 3.6                       |
|           | 104.1                     |           | 96.5                      | 7.9                     | Retail Services Revenue                                    |           | 516.3                      |           | 515.3                      |               | 0.2                       |
|           | 16.2 16.0                 |           | 1.3                       | Retail Products Revenue |  | 92.8      |                            | 84.4      |                            | 10.0          |                           |
|           | 230.4                     |           | 206.2                     | 11.7                    | Other Retail Channels Revenue                              |           | 1,314.4                    |           | 1,105.2                    |               | 18.9                      |
| \$        | 1,378.9                   | \$        | 1,331.8                   | 3.5                     | Total Retail Revenue                                       | \$        | 7,904.0                    | \$        | 7,474.8                    |               | 5.7                       |
| \$        | 5,545.2                   | \$        | 5,443.1                   | 1.9                     | Total Commercial & Retail Revenue                          | \$        | 30,204.0                   | \$        | 30,119.0                   |               | 0.3                       |
|           | 68.5                      |           | 50.7                      | 35.1                    | Other Income   |           | 263.8                      |           | 241.8                      |               | 9.1                       |
| _         | 13.8                      |           | 11.9                      | 16.0                    | Government Appropriations                                  | _         | 65.4                       | _         | 68.1                       | [             | - 4.0]                    |
| \$        | 5,627.5                   | \$        | 5,505.7                   | 2.2                     | Total Operating Revenue                                    | \$        | 30,533.2                   | \$        | 30,428.9                   |               | 0.3                       |
|           | 11.8                      |           | 13.1                      | [ - 9.9]                | Investment Income  | _         | 49.6                       | _         | 57.3                       | [             | - 13.4 ]                  |
| <u>\$</u> | 5,639.3                   | <u>\$</u> | 5,518.8                   | 2.2                     | Total Revenue  | <u>\$</u> | 30,582.8                   | <u>\$</u> | 30,486.2                   |               | 0.3                       |

<sup>[]=</sup>Unfavorable variance to budget

### EXPENSE ANALYSIS February 2006 - FY 2006 (\$ Millions)

|           |         |                   | Current F         | Period   |                   |        |  |             |             | Year-to-E         | Date     |             |        |
|-----------|---------|-------------------|-------------------|----------|-------------------|--------|--|-------------|-------------|-------------------|----------|-------------|--------|
|           | Actual  | Budget            | Var. to<br>Budget | % Budget | SPLY              | % SPLY |  | Actual      | Budget      | Var. to<br>Budget | % Budget | SPLY        | % SPLY |
| \$        | 4,301.0 | \$ 4,244.4        | [\$ 56.6]         | [ 1.3]   | \$ 4,180.4        | 2.9    | Personnel Compensation                         | \$ 22,971.0 | \$ 22,750.1 | [\$ 220.9]        | [ 1.0]   | \$ 22,319.2 | 2.9    |
|           |         |                   |                   |          |                   |        | Non-Personnel Expense:                         |             |             |                   |          |             |        |
|           | 462.4   | 446.4             | [ 16.0]           | [ 3.6]   | 412.1             | 12.2   | Transportation                                 | 2,511.7     | 2,528.0     | - 16.3            | - 0.6    | 2,315.1     | 8.5    |
|           | 218.2   | 227.6             | - 9.4             | - 4.1    | 212.9             | 2.5    | Supplies & Services                            | 961.1       | 1,046.3     | - 85.2            | - 8.1    | 887.6       | 8.3    |
| -         | 540.6   | 487.2             | <u>[ 53.4]</u>    | [ 11.0]  | 512.1             | 5.6    | Other  | 2,731.1     | 2,733.1     | - 2.0             | - 0.1    | 2,546.8     | 7.2    |
| <u>\$</u> | 1,221.2 | <u>\$ 1,161.2</u> | [\$ 60.0]         | [ 5.2]   | <u>\$ 1,137.1</u> | 7.4    | Subtotal                                       | \$ 6,203.9  | \$ 6,307.4  | \$ - 103.5        | - 1.6    | \$ 5,749.5  | 7.9    |
| \$        | 5,522.2 | \$ 5,405.6        | [\$ 116.6]        | [ 2.2]   | \$ 5,317.5        | 3.8    | Total Operating Expense                        | \$ 29,174.9 | \$ 29,057.5 | [\$ 117.4]        | [ 0.4]   | \$ 28,068.7 | 3.9    |
|           | 0.0     | 0.1               | - 0.1             | - 100.0  | - 0.0             | NM     | Interest Expense                               | 1.4         | 1.8         | - 0.4             | - 22.2   | 1.5         | - 6.7  |
| -         | 21.8    | 21.8              | 0.0               | 0.0      | 18.1              | 20.4   | Interest on Deferred<br>Retirement Obligations | 109.0       | 109.0       | 0.0               | 0.0      | 90.5        | 20.4   |
| \$        | 5,544.0 | \$ 5,427.5        | [\$ 116.5]        | [ 2.1]   | \$ 5,335.6        | 3.9    | Total Expense                                  | \$ 29,285.3 | \$ 29,168.3 | [\$ 117.0]        | [ 0.4]   | \$ 28,160.7 | 4.0    |

<sup>[]=</sup>Unfavorable variance to budget

# ANALYSIS OF OPERATING EXPENSES Personnel Compensation February 2006 - FY 2006 (\$ Millions)

|               |    |         | C   | urrent Peri        | iod      |    |         |        |                              |    |          |    |          |     | Year-to-E | ate |        |      |          |        |
|---------------|----|---------|-----|--------------------|----------|----|---------|--------|------------------------------|----|----------|----|----------|-----|-----------|-----|--------|------|----------|--------|
|               |    |         | ٧   | ar. to             |          |    |         |        |                              |    |          |    |          | \   | /ar. to   |     |        |      |          |        |
| Actual        | E  | Budget  | В   | udget <sup>6</sup> | % Budget |    | SPLY    | % SPLY | Total Compensation           |    | Actual   |    | Budget   | Е   | Budget    | % I | Budget |      | SPLY     | % SPLY |
|               |    |         |     |                    |          |    |         |        | Operations:                  |    |          |    |          |     |           |     |        |      |          |        |
| \$<br>35.7    | \$ | 32.6    | [\$ | 3.0] [             |          | \$ | 32.8    | 8.7    | -Support                     | \$ | 180.4    | \$ | 171.3    | [\$ | 9.1]      | -   | 5.3]   | \$   | 164.1    | 9.9    |
| 896.1         |    | 880.3   | [   | 15.8 ]             | -        |    | 889.3   | 8.0    | -Mail Processing             |    | 4,962.1  |    | 4,818.9  | [   | 143.1]    | -   | 3.0]   |      | 4,864.9  | 2.0    |
| 431.0         |    | 416.9   | [   | 14.1] [            |          |    | 393.0   | 9.7    | -Rural Delivery              |    | 2,219.1  |    | 2,206.0  | [   | 13.1]     | -   | 0.6]   |      | 2,058.2  | 7.8    |
| 1,314.8       |    | 1,301.9 | [   | 12.9 ]             |          |    | 1,287.4 | 2.1    | -City Delivery               |    | 7,081.5  |    | 7,006.7  | [   | 74.8]     |     | 1.1]   |      | 6,904.8  | 2.6    |
| 94.9          |    | 93.5    | [   | 1.4 ]              | -        |    | 92.5    | 2.6    | -Vehicles Services           |    | 509.7    |    | 505.8    | [   | 3.9]      | [   | 0.8]   |      | 493.2    | 3.3    |
| 240.3         |    | 243.9   |     | - 3.6              | - 1.5    |    | 233.9   | 2.7    | -Plant & Equip Maint         |    | 1,279.1  |    | 1,308.4  |     | - 29.4    |     | - 2.2  |      | 1,237.0  | 3.4    |
| 637.9         |    | 621.0   | [   | 16.9 ]             | 2.7]     |    | 620.2   | 2.9    | -Customer Services           |    | 3,452.8  |    | 3,365.3  | [   | 87.5]     | [   | 2.6]   |      | 3,348.7  | 3.1    |
| 17.1          |    | 17.5    |     | - 0.5              | - 2.7    |    | 16.3    | 4.7    | Finance                      |    | 88.1     |    | 96.7     |     | - 8.6     |     | - 8.9  |      | 84.1     | 4.8    |
| 28.4          |    | 28.5    |     | - 0.1              | - 0.3    |    | 29.9    | - 5.0  | Human Resources              |    | 146.8    |    | 147.3    |     | - 0.5     |     | - 0.4  |      | 151.5    | - 3.1  |
| 41.3          |    | 41.5    |     | - 0.2              | - 0.5    |    | 40.0    | 3.3    | Customer Service & Sales     |    | 215.4    |    | 218.4    |     | - 3.0     |     | - 1.4  |      | 209.2    | 3.0    |
| 202.3         |    | 197.3   | [   | 5.0 ]              | 2.6]     |    | 196.9   | 2.8    | Administration - Field       |    | 1,040.7  |    | 1,047.8  |     | - 7.1     |     | - 0.7  |      | 1,019.2  | 2.1    |
| <br>102.4     |    | 109.0   |     | - 6.6              | - 6.0    | _  | 105.3   | - 2.8  | Other Salaries & Benefits    |    | 522.2    | _  | 543.3    | _   | - 21.1    |     | - 3.9  |      | 544.6    | - 4.1  |
| \$<br>4,042.1 | \$ | 3,984.0 | [\$ | 58.1]              | [ 1.5]   | \$ | 3,937.4 | 2.7    | Total Salaries & Benefits    | \$ | 21,697.8 | \$ | 21,436.0 | [\$ | 261.8]    | [   | 1.2]   | \$ 2 | 21,079.5 | 2.9    |
| 99.7          |    | 99.7    |     | - 0.0              | - 0.0    |    | 95.8    | 4.1    | Workers' Compensation        |    | 498.3    |    | 498.6    |     | - 0.3     |     | - 0.1  |      | 504.0    | - 1.1  |
| 4.8           |    | 4.4     | [   | 0.4 ] [            | 9.3]     |    | 5.4     | - 11.3 | Unemployment Compensation    |    | 32.2     |    | 29.0     | [   | 3.2]      | [   | 11.1]  |      | 24.4     | 32.1   |
| 2.4           |    | 2.4     |     | 0.0                | 0.0      |    | 1.9     | 26.3   | Deferred Retirement Cost     |    | 12.0     |    | 12.0     |     | 0.0       |     | 0.0    |      | 9.5      | 26.3   |
| 141.3         |    | 142.5   |     | - 1.2              | - 0.8    |    | 126.4   | 11.8   | Annuitant Health Benefits    |    | 672.8    |    | 686.5    |     | - 13.7    |     | - 2.0  |      | 605.5    | 11.1   |
| <br>10.7      |    | 11.4    |     | - 0.8              | - 6.6    |    | 13.4    | - 20.5 | Other Compensation           | _  | 57.9     |    | 87.9     |     | - 30.1    |     | - 34.2 |      | 96.3     | - 39.9 |
| \$<br>4,301.0 | \$ | 4,244.4 | [\$ | 56.6]              | [ 1.3]   | \$ | 4,180.4 | 2.9    | Total Personnel Compensation | \$ | 22,971.0 | \$ | 22,750.1 | [\$ | 220.9]    | [   | 1.0]   | \$ 2 | 22,319.2 | 2.9    |

[]=Unfavorable variance to budget Totals may not sum due to rounding.

### ANALYSIS OF NON-PERSONNEL EXPENSES February 2006 - FY 2006 (\$ Millions)

|    |         |        |      |     | Current F       | Perio | d      |    |         |        | ]                                   |            |            |    | Year-to           | -Date   |     |         |        |
|----|---------|--------|------|-----|-----------------|-------|--------|----|---------|--------|-------------------------------------|------------|------------|----|-------------------|---------|-----|---------|--------|
| ,  | Actual  | Bud    | get  |     | ar. to<br>udget | % E   | Budget | Ş  | SPLY    | % SPLY | <u>Description</u>                  | Actual     | Budget     |    | Var. to<br>Budget | % Budge | et  | SPLY    | % SPLY |
| \$ | 462.4   | \$ 4   | 46.4 | [\$ | 16.0]           | [     | 3.6]   | \$ | 412.1   | 12.2   | Transportation                      | \$ 2,511.7 | \$ 2,528.0 | \$ | - 16.3            | - 0.6   | \$  | 2,315.1 | 8.5    |
|    | 218.2   | 2      | 27.6 |     | - 9.4           |       | - 4.1  |    | 212.9   | 2.5    | Supplies & Services                 | 961.1      | 1,046.3    |    | - 85.2            | - 8.1   |     | 887.6   | 8.3    |
|    | 184.5   | 1      | 79.4 | [   | 5.1]            | [     | 2.8]   |    | 171.8   | 7.4    | Depreciation                        | 899.7      | 910.5      |    | - 10.8            | - 1.2   |     | 845.7   | 6.4    |
|    | 88.0    |        | 88.5 |     | - 0.5           |       | - 0.5  |    | 87.7    | 0.3    | Rent                                | 431.1      | 436.1      |    | - 5.0             | - 1.1   |     | 434.9   | - 0.9  |
|    | 57.7    |        | 63.6 |     | - 5.9           |       | - 9.3  |    | 53.0    | 8.8    | Utilities & Heating Fuel            | 270.5      | 274.7      |    | - 4.3             | - 1.6   |     | 228.1   | 18.6   |
|    | 37.5    |        | 37.4 | [   | 0.1]            | [     | 0.4]   |    | 35.6    | 5.5    | Rural Carrier Equip Maint Allowance | 182.5      | 185.3      |    | - 2.8             | - 1.5   |     | 165.5   | 10.3   |
|    | 52.4    |        | 52.2 | [   | 0.3]            | [     | 0.5]   |    | 45.1    | 16.2   | Vehicle Maintenance Services        | 280.9      | 262.3      | [  | 18.5]             | [ 7.1   | ]   | 226.8   | 23.8   |
|    | 19.8    |        | 33.2 |     | - 13.4          | -     | 40.4   |    | 26.4    | - 25.0 | Information Technology              | 143.9      | 182.7      |    | - 38.9            | - 21.3  |     | 123.9   | 16.1   |
|    | 19.6    |        | 17.5 | [   | 2.1]            | [     | 12.2]  |    | 19.3    | 1.8    | Building Projects Expensed          | 95.1       | 93.9       | [  | 1.2]              | [ 1.3   | ]   | 102.9   | - 7.6  |
|    | 7.5     |        | 7.2  | [   | 0.3]            | [     | 4.1]   |    | 6.7     | 11.4   | Contract Job Cleaners               | 40.1       | 37.6       | [  | 2.4]              | [ 6.4   | ]   | 36.7    | 9.2    |
|    | 19.5    |        | 18.0 | [   | 1.6]            | [     | 8.8]   |    | 19.1    | 2.4    | Travel & Relocation                 | 93.3       | 83.1       | [  | 10.1]             | [ 12.2  | ]   | 84.4    | 10.5   |
|    | 20.8    |        | 18.0 | [   | 2.8]            | [     | 15.8]  |    | 18.3    | 13.9   | Communications                      | 92.5       | 83.8       | [  | 8.7]              | [ 10.4  | ]   | 88.1    | 5.0    |
|    | 6.5     |        | 6.6  |     | - 0.1           |       | - 1.4  |    | 6.3     | 3.3    | Contract Stations                   | 31.3       | 33.7       |    | - 2.4             | - 7.2   |     | 31.8    | - 1.8  |
|    | 1.9     |        | 2.1  |     | - 0.2           | -     | 11.3   |    | 1.9     | 0.2    | Printing                            | 9.5        | 11.1       |    | - 1.6             | - 14.6  |     | 11.6    | - 18.4 |
|    | 4.5     |        | 5.9  |     | - 1.4           | -     | 23.3   |    | 5.3     | - 15.1 | Training                            | 17.8       | 25.1       |    | - 7.3             | - 29.0  |     | 20.6    | - 13.3 |
|    | 2.1     |        | 2.7  |     | - 0.6           | -     | 22.6   |    | 2.1     | - 1.6  | Carfare & Tolls                     | 11.9       | 13.1       |    | - 1.2             | - 8.9   |     | 11.8    | 1.0    |
|    | 1.0     |        | 1.5  |     | - 0.5           | -     | 34.5   |    | 1.0     | - 6.5  | Vehicle Hire                        | 6.2        | 6.8        |    | - 0.6             | - 8.7   |     | 6.1     | 2.8    |
|    | 6.7     |        | 4.3  | [   | 2.4]            | [     | 57.3]  |    | 4.9     | 35.9   | Accident Costs                      | 24.3       | 18.1       | [  | 6.1]              | [ 33.9  | ]   | 22.9    | 5.9    |
| _  | 10.6    |        | 50.6 | [   | 61.3]           | [ ]   | 121.0] | _  | 7.5     | 42.6   | Miscellaneous                       | 100.7      | 75.1       | [_ | 25.6]             | [ 34.1  | ] _ | 105.0   | - 4.1  |
| \$ | 1,221.2 | \$ 1,1 | 61.2 | [\$ | 60.0]           | [     | 5.2]   | \$ | 1,137.1 | 7.4    | Total Non-Personnel Expenses        | \$ 6,203.9 | \$ 6,307.4 | \$ | 5- 103.5          | - 1.6   | \$  | 5,749.5 | 7.9    |

<sup>[ ]=</sup>Unfavorable variance to budget Totals may not sum due to rounding.

### STATEMENT OF FINANCIAL POSITION February 2006 - FY 2006 (\$ Millions)

|   | (\$ IVIIIIOTIS | <u> </u>       |           |            |           |           |
|---|----------------|----------------|-----------|------------|-----------|-----------|
|   |                | ruary 28,      | Feb       | oruary 28, |           | ember 30, |
| Assets  |                | 2006           |           | 2005       |           | 2005*     |
| Current Assets:   |                |                |           |            |           |           |
| Cash and cash equivalents _1/                                       | \$             | 2,040          | \$        | 1,088      | \$        | 930       |
| Receivables:  |                |                |           |            |           |           |
| Foreign countries   |                | 582            |           | 680        |           | 590       |
| U.S. Government   |                | 345            |           | 346        |           | 280       |
| Other   |                | 179            |           | 193        |           | 188       |
| Receivables before allowances                                       |                | 1,106          |           | 1,219      |           | 1,058     |
| Less allowances   |                | 48             |           | 115        |           | 50        |
| Total receivables, net  |                | 1,058          |           | 1,104      |           | 1,008     |
| Supplies, advances and prepayments                                  |                | 159_           |           | 170_       |           | 200       |
| Total Current Assets  |                | 3,257          |           | 2,362      |           | 2,138     |
| Other Assets, principally revenue forgone appropriations receivable |                | 387            |           | 361        |           | 376       |
| Property and Equipment, at Cost:                                    |                |                |           |            |           |           |
| Buildings   |                | 20,787         |           | 20,260     |           | 20,480    |
| Equipment   |                | 18,895         |           | 17,859     |           | 18,664    |
| Land  |                | 2,878          |           | 2,806      |           | 2,878     |
| Leasehold improvements  |                | 1,206          |           | 1,122      |           | 1,172     |
|   |                | 43,766         |           | 42,047     |           | 43,194    |
| Less allowances for depreciation and amortization                   |                | 23,133         |           | 21,420     | -         | 22,400    |
|   |                | 20,633         |           | 20,627     |           | 20,794    |
| Construction in progress  |                | 2,019          |           | 1,857      |           | 1,895     |
| Total property and equipment, net                                   |                | 22,652         |           | 22,484     |           | 22,689    |
| Total Assets  | <u>\$</u>      | <u> 26,296</u> | <u>\$</u> | 25,207     | <u>\$</u> | 25,203    |

\_1/ Includes securities with maturities of 90 days or less in accordance with Statement of Financial Accounting Standards (SFAS) No. 95.

Certain reclassifications have been made to previously reported Balance Sheet amounts.

<sup>\*</sup> Audited year-end data.

### STATEMENT OF FINANCIAL POSITION February 2006 - FY 2006 (\$ Millions)

|  |           | uary 28,   | Feb       | oruary 28, | ember 30,    |
|--|-----------|--|-----------|------------|--------------|
| Liabilities and Net Capital                  |           | 2006   |           | 2005       | 2005*        |
| Current Liabilities:                         |           |  |           |            |              |
| Compensation and benefits                    | \$        | 2,455  | \$        | 2,180      | \$<br>2,852  |
| Estimated prepaid postage                    |           | 1,251  |           | 1,239      | 1,200        |
| Payables and accrued expenses:               |           |  |           |            |              |
| Commercial vendors & accrued expenses        |           | 1,272  |           | 1,252      | 1,568        |
| Foreign countries                            |           | 601  |           | 795        | 688          |
| U.S. government                              |           | 49   | -         | 59         | <br>76       |
| Total payables and accrued expenses          |           | 1,922  |           | 2,106      | 2,332        |
| Customer deposit accounts                    |           | 1,717  |           | 1,652      | 1,720        |
| Outstanding postal money orders              |           | 875  |           | 908        | 830          |
| Prepaid box rent & other deferred revenue    |           | 450  |           | 436        | <br>477      |
| Total Current Liabilities                    |           | 8,670  |           | 8,521      | 9,411        |
| Non-Current Liabilities:                     |           |  |           |            |              |
| Workers' compensation costs                  |           | 7,175  |           | 7,155      | 6,695        |
| Employees' accumulated leave                 |           | 2,085  |           | 2,031      | 2,016        |
| Deferred revenue                             |           | 692  |           | 772        | 692          |
| Long-term portion capital lease obligations  |           | 651  |           | 655        | 644          |
| Other  |           | 350_   |           | 342        | <br>369      |
| Total Non-Current Liabilities                |           | 10,953   |           | 10,955     | <br>10,416   |
| Total Liabilities                            |           | 19,623   |           | 19,476     | 19,827       |
| Net Capital:                                 |           |  |           |            |              |
| Capital contributions of the U.S. government |           | 3,034  |           | 3,034      | 3,034        |
| Retained earnings since reorganization       |           | 3,639  |           | 2,697      | <br>2,342    |
| Total Net Capital                            |           | 6,673  |           | 5,731      | <br>5,376    |
| Total Liabilities and Net Capital            | <u>\$</u> | <u> 26,296                                  </u> | <u>\$</u> | 25,207     | \$<br>25,203 |

Certain reclassifications have been made to previously reported Balance Sheet amounts.

<sup>\*</sup> Audited year-end data.

## STATEMENT OF CASH FLOWS Fiscal Year 2006 through February 28, 2006 (\$ Millions)

|   | ruary 28,<br>2 <b>006</b> | uary 28,<br>2005 | -  | ember 3<br>2005* |
|---|---------------------------|------------------|----|------------------|
| Cash flows from operating activities:   |                           |                  |    |                  |
| Net Income  | \$<br>1,297               | \$<br>1,801      | \$ | 1,4              |
| Adjustments to reconcile net income to net cash provided by operating activities: |                           |                  |    |                  |
| Depreciation and amortization   | 892                       | 840              |    | 2,0              |
| Loss on disposals of property and equipment, net                                  | 3                         | 7                |    |                  |
| Increase in revenue forgone appropriations receivable                             | (11)                      | -                |    |                  |
| Increase (decrease) in workers' compensation liability                            | 480                       | 504              |    |                  |
| Increase in employees' accumulated leave  | 69                        | 25               |    |                  |
| Increase (decrease) in long-term portion capital lease liability                  | 7                         | 3                |    |                  |
| (Decrease) increase in other non-current liabilities                              | (19)                      | 445              |    | (                |
| Changes in current assets and liabilities:  |                           |                  |    |                  |
| (Increase) decrease in receivables, net   | (50)                      | (80)             |    |                  |
| Decrease in supplies, advances and prepayments                                    | 41                        | 50               |    |                  |
| (Decrease) increase in compensation and benefits                                  | (397)                     | (460)            |    |                  |
| Increase (decrease) in estimated prepaid postage                                  | 51                        | (17)             |    |                  |
| (Decrease) in payables and accrued expenses                                       | (410)                     | (470)            |    |                  |
| (Decrease) increase in customers' deposit accounts                                | (3)                       | 46               |    |                  |
| Increase in outstanding postal money orders                                       | 45                        | 141              |    |                  |
| (Decrease) increase in prepaid box rent & other deferred revenue                  | <br>(27)                  | <br>11           |    |                  |
| Net cash provided by operating activities   | 1,968                     | 2,846            |    | 3,               |
| Cash flows from investing activities:   |                           |                  |    |                  |
| Purchase of property and equipment  | (868)                     | (844)            |    | (2               |
| Proceeds from sale of property and equipment                                      | 10                        | 9                |    |                  |
| Net cash used in investing activities   | <br>(858)                 | <br>(835)        | ·  | (2,              |
| Cash flows from financing activities:   |                           |                  |    |                  |
| U.S. government appropriation - received  | -                         | -                |    |                  |
| U.S. government appropriation - expended  | -                         | -                |    |                  |
| Issuance of debt  | -                         | -                |    |                  |
| Payments on debt  | <br><u>-</u>              | <br>(1,800)      |    | (1,              |
| Net cash used in financing activities   | <br><u>-</u>              | <br>(1,800)      |    | (1               |
| Net increase (decrease) in cash and cash equivalents                              | 1,110                     | 211              |    |                  |
| Cash and cash equivalents at beginning of year                                    | <br>930                   | <br>877          |    |                  |
| Cash and cash equivalents at end of period  | \$<br>2,040               | \$<br>1,088      | \$ | 9                |

### CAPITAL INVESTMENTS February 2006 - FY 2006 (\$ Millions)

|                                    |    | 1     | COMN | /ITMENTS  |    |       |    | C     | ASH ( | OUTLAYS  | ò  |       |
|------------------------------------|----|-------|------|-----------|----|-------|----|-------|-------|----------|----|-------|
|                                    |    |       | Yea  | r-to-Date |    |       |    |       | Year  | -to-Date |    |       |
| MAJOR CATEGORIES                   | AC | CTUAL | F    | PLAN      | ,  | SPLY  | A( | CTUAL | F     | PLAN     | •  | SPLY  |
|                                    |    |       |      |           |    |       |    |       |       |          |    |       |
| CONSTRUCTION AND BUILDING PURCHASE | \$ | 114.4 | \$   | 109.0     | \$ | 85.3  | \$ | 70.0  | \$    | 83.8     | \$ | 83.8  |
| BUILDING IMPROVEMENTS              |    | 132.6 |      | 136.5     |    | 51.0  |    | 199.1 |       | 157.3    |    | 156.1 |
| MAIL PROCESSING EQUIPMENT          |    | 88.7  |      | 93.7      |    | 85.7  |    | 338.3 |       | 349.0    |    | 278.8 |
| VEHICLES                           |    | 5.1   |      | 5.4       |    | 2.5   |    | 81.6  |       | 49.7     |    | 100.1 |
| RETAIL EQUIPMENT                   |    | 0.0   |      | 0.1       |    | 3.2   |    | 0.5   |       | 10.6     |    | 48.6  |
| POSTAL SUPPORT EQUIPMENT           | l  | 33.5  |      | 40.8      |    | 390.4 |    | 178.6 |       | 248.6    |    | 177.6 |
|                                    |    |       |      |           |    |       |    |       |       |          |    | _     |
| TOTAL COMMITMENTS/CASH OUTLAYS     | \$ | 374.3 | \$   | 385.6     | \$ | 618.1 | \$ | 868.1 | \$    | 899.0    | \$ | 845.0 |

Note: Totals may not sum due to rounding.

### RESOURCES ON ORDER (\$ Millions)

| MAJOR CATEGORIES  | February 28, 2006                                      | September 30, 2005                                     |  |  |
|---|--|--|--|--|
| CONSTRUCTION AND BUILDING PURCHASE BUILDING IMPROVEMENTS MAIL PROCESSING EQUIPMENT VEHICLES RETAIL EQUIPMENT POSTAL SUPPORT EQUIPMENT | \$ 189.4<br>346.4<br>1,775.7<br>126.2<br>38.0<br>428.1 | \$ 149.0<br>419.5<br>2,017.9<br>202.7<br>38.5<br>579.8 |  |  |
| TOTAL RESOURCES ON ORDER  | \$ 2,903.8   | \$ 3,407.4   |  |  |

### WORKHOURS & OVERTIME/SICK LEAVE RATIOS February 2006 - FY 2006 (Data in Thousands)

| Current Period |   |         |          |         | Year-to-Date |                                     |         |   |         |   |        |         |        |
|----------------|---|---------|----------|---------|--------------|-------------------------------------|---------|---|---------|---|--------|---------|--------|
| Var. to        |   |         |          |         | Var. to      |                                     |         |   |         |   |        |         |        |
| Actual         |   | Budget  | % Budget | SPLY *  | % SPLY       | Total Workhours                     | Actual  |   | Budget  | % | Budget | SPLY *  | % SPLY |
|                |   |         |          |         |              | Operations:                         |         |   |         |   |        |         |        |
| 775            | [ | 54] [   | [ 7.5]   | 737     | 5.1          | -Support                            | 3,948   | [ | 200]    | [ | 5.3]   | 3,728   | 5.9    |
| 25,262         | [ | 507 ] [ | [ 2.0 ]  | 25,687  | - 1.7        | -Mail Processing                    | 143,518 | [ | 5,853]  | [ | 4.3]   | 144,368 | - 0.6  |
| 14,100         | [ | 159 ] [ | [ 1.1 ]  | 13,491  | 4.5          | -Rural Delivery                     | 74,970  | [ | 958]    | [ | 1.3]   | 72,271  | 3.7    |
| 35,467         | [ | 53][    | [ 0.1]   | 35,839  | - 1.0        | -City Delivery                      | 193,065 | [ | 2,091]  | [ | 1.1]   | 194,245 | - 0.6  |
| 2,457          | [ | 6] [    | [ 0.2]   | 2,449   | 0.3          | -Vehicles Services                  | 13,273  | [ | 33]     | [ | 0.3]   | 13,210  | 0.5    |
| 6,266          |   | - 180   | - 2.8    | 6,258   | 0.1          | -Plant & Equip Maint                | 33,438  |   | - 1,029 |   | - 3.0  | 33,339  | 0.3    |
| 17,974         | [ | 297 ] [ | [ 1.7]   | 17,935  | 0.2          | -Customer Services                  | 97,917  | [ | 2,489]  | [ | 2.6]   | 97,756  | 0.2    |
| 385            |   | - 41    | - 9.6    | 381     | 1.1          | Finance                             | 2,007   |   | - 243   |   | - 10.8 | 1,994   | 0.6    |
| 637            |   | - 6     | - 1.0    | 690     | - 7.7        | Human Resources                     | 3,338   |   | - 13    |   | - 0.4  | 3,569   | - 6.5  |
| 1,055          |   | - 16    | - 1.5    | 1,048   | 0.7          | <b>Customer Service &amp; Sales</b> | 5,512   |   | - 115   |   | - 2.0  | 5,508   | 0.1    |
| 5,180          | [ | 52][    | [ 1.0 ]  | 5,234   | - 1.0        | Administration                      | 27,064  |   | - 135   |   | - 0.5  | 27,437  | - 1.4  |
| 1,757          | _ | - 125   | - 6.6    | 1,967   | - 10.7       | Other                               | 9,044   | _ | - 450   |   | - 4.7  | 10,305  | - 12.2 |
| 111,315        | [ | 760 ] [ | [ 0.7]   | 111,715 | - 0.4        | Total Workhours                     | 607,094 | [ | 9,640]  | [ | 1.6]   | 607,730 | - 0.1  |

|        |             |       | Overtime                            |        |        |       |  |
|--------|-------------|-------|-------------------------------------|--------|--------|-------|--|
| Actual | Budget SPLY |       |                                     | Actual | Budget | SPLY  |  |
| 10.6%  | 8.5%        | 10.5% | Overtime Ratio<br>Per 100 Workhours | 11.5%  | 8.8%   | 11.2% |  |
|        |             |       | Sick Leave                          |        |        |       |  |
| Actual |             | SPLY  |                                     | Actual |        | SPLY  |  |

[ ]=Unfavorable variance to budget

Note: Totals may not sum due to rounding.

4.2%

See accompanying Analysis to the Financial and Operating Statements beginning on page 16.

4.5%

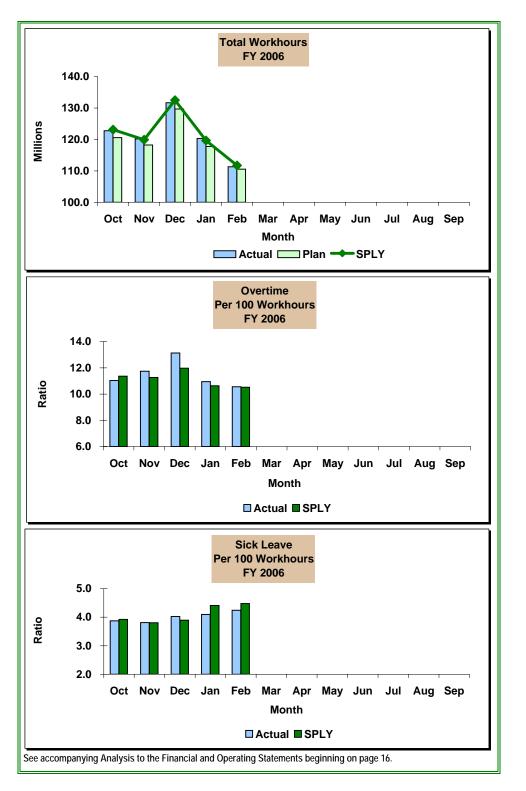
Sick Leave Ratio

Per 100 Workhours

4.0%

4.1%

<sup>\*</sup>SPLY data may differ from previous reports due to subsequent adjustments.



### February 2006 - FY 2006

Information: For the month, there was an equal number of delivery days as compared to same period last year (SPLY). Also, February of this year had the same number of Saturdays and business weekdays as February of last year.

### Analysis of the Financial and Operating Statements

### Revenue - Pages 1, 2, 3, 4, 5 and 6

For February, Total Revenue was \$121 million or 2.2% over plan, and \$292 million or 5.5% over same period last year (SPLY). Commercial Revenue was over plan by \$55 million or 1.3% and Retail Revenue was over plan \$47 million or 3.5%. In February, combined Total Commercial Revenue and Retail Revenue were \$254 million more than SPLY. Most of the increase in revenue to SPLY for February was reflected in Presort First and Package Services/Permit Imprint, \$106 million more. Also, Permit Imprint and Metered Postage revenue was \$87 million and \$66 million more than SPLY, respectively.

Year-to-date, Total Revenue is \$97 million or 0.3% over plan with the largest contributor being Retail Revenue at \$429 million or 5.7% more than plan. YTD, Total Revenue is \$621 million over SPLY. Primary contributors to the increase over SPLY were Permit Revenue at \$590 million more and Other Retail Channels Revenue at \$264 million more than last year.

### Expenses - Pages 1, 2, 4, 7, 8 and 9

For February, Total Expenses were \$117 million or 2.1% above plan. Personnel costs were \$57 million or 1.3% above plan and non-personnel costs were above plan by \$60 million or 5.2%. Most of the non-personnel plan overrun was in Transportation at \$16 million above plan and Depreciation at \$5 million above plan. Additionally, this month's non-personnel expense includes a \$67 million plan adjustment. Compared to SPLY, this month's Total Expenses were increased by \$208 million or 3.9%. The drivers of this increase over SPLY, included an increase in deliveries, increased fuel prices, health benefits and COLA costs.

Year-to-date, Total Expenses were \$117 million or 0.4% above plan. Personnel costs are \$221 million or 1.0% above plan, while non-personnel expenses are \$104 million or 1.6% below plan. The largest contributors to the non-personnel plan underrun are Supplies and Services at \$85 million or 8.1% below plan and Transportation at \$16 million or 0.6% below plan. YTD Total Expenses are \$1.1 billion or 4.0% above SPLY.

### February 2006 - FY 2006

### Analysis of the Financial and Operating Statements (Continued)

### Mail Volume and Revenue - Page 3

Total Mail Volume for February, FY 2006 was 40 million pieces or 0.2% above SPLY. Standard Mail volumes, at 65 million pieces or 0.8% above SPLY, remain positive primarily because of the increasing strength of direct marketing channels. However, mail volumes were below SPLY for Periodicals, 47 million pieces or 6.1% and First-Class Mail, 65 million pieces or 0.9%.

Year-to-date, Total Mail Volume is 0.1% or 62 million pieces over SPLY. The most significant mail volume increase over SPLY for YTD is in the lower revenue-per-piece Standard Mail category, which increased 591 million pieces or 1.4%. YTD, First-Class Mail volume is 1.5% less than SPLY generating \$4 million less revenue than SPLY.

### Capital Investments - Pages 1 and 13

The Fiscal Year 2006 Capital Commitments YTD through February 2006 are \$374 million compared to a plan of \$386 million. This represents a plan underrun of about \$11 million or 2.9%.

The Cash Outlays YTD are \$868 million versus a plan of \$899 million, representing a \$31 million underrun to plan.

### Workhours - Pages 1, 14 and 15

Total Workhours for February 2006 were 0.8 million hours or 0.7% above plan, and 0.4 million hours or 0.4% below February 2005. Together, City Delivery and Rural Delivery increased 0.2 million hours over SPLY.

Total Workhours for February 2006 YTD are 9.6 million hours or 1.6% above plan, and 0.6 million hours below SPLY. The most significant plan overruns lie in Mail Processing by 5.9 million hours, Delivery Services by 3.0 million hours, and Customer Services by 2.5 million hours. YTD, major contributors to the workhours decrease to SPLY are City Delivery and Mail Processing workhours. Combined these operations workhours are 2.0 million hours below SPLY.