

# Revenue trends: Declines focused in higher contribution First-Class Mail

**Volume**  
Billion  
pieces



**Contribution  
to cover  
fixed costs  
(2009)**

71%

21%

8%

# Actions within Postal Service control: Four sets of actions could reduce the 2020 gap by \$18 B

Net profit benefit in 2020  
\$ Billions

<b>1</b>	Product and service actions	~2
<b>2</b>	Productivity improvements	~10
<b>3</b>	Workforce flexibility improvements	~0.5
<b>4</b>	Purchasing savings	~0.5
	Avoided interest due to reduced debt	~5
	<b>Total</b>	<b>~18</b>
	<b>Cumulative impact 2010-2020</b>	<b>~125</b>