

DAVID D. MASTROIANNI, JR.  
A/DISTRICT MANAGER OF THE CONNECTICUT VALLEY DISTRICT

*To All,  
Opportunities in  
all aspects of  
revenue generation  
to exceed Plan. Ave  
you communicating our  
Employee Engagement  
Programs?  
Great job exceeding  
Retail sub-exceeding  
+ YTD! Plans - month  
Thank You  
Dave.*



March 12, 2014

MEMORANDUM FOR: ALL EAS/PCES  
LABOR ORGANIZATION PRESIDENTS  
MANAGEMENT ORGANIZATION PRESIDENTS  
CONNECTICUT VALLEY DISTRICT

Subject: Revenue

Here is the February update on revenue for both the Connecticut Valley District and Nationally.

*Great!*

February Connecticut Valley Revenue	Actual	Plan	SPLY	Plan Var.	% Plan	SPLY Var.	% SPLY
Commercial	\$83.9	\$88.5	\$81.1	-\$4.6M	-5.2%	\$2.9M	3.6%
Retail	\$32.4	\$31.0	\$29.0	\$1.4M	4.4%*	\$3.4M	11.9%
Total Revenue (\$ Millions)	\$116.4	\$119.7	\$110.1	-\$3.3M	-2.8%	\$6.3M	5.7%

February National Revenue	Actual	Plan	SPLY	Plan Var.	% Plan	SPLY Var.	% SPLY
Commercial	\$3.672	\$3.708	\$3.566	-\$36.6M	-1.0%	\$105.8M	3.0%
Retail	\$1.370	\$1.527	\$1.397	-\$156.7M	-10.3%	-\$26.4M	-1.9%
Total Revenue (\$ Billions)	\$5.107	\$5.297	\$5.033	-\$190.3M	-3.6%	\$73.8M	1.5%

Year-to-Date Connecticut Valley Revenue	Actual	Plan	SPLY	Plan Var.	% Plan	SPLY Var.	% SPLY
Commercial	\$466.5	\$480.0	\$466.6	-\$13.4M	-2.8%	-\$57K	-0.0%
Retail	\$193.5*	\$179.1*	\$180.2	\$14.3M	8.0%!!	\$13.3M	7.4%
Total Revenue (\$ Millions)	\$660.4	\$659.6	\$647.2	\$822K	0.1%	\$13.2M	2.0%

Year-to-Date National Revenue	Actual	Plan	SPLY	Plan Var.	% Plan	SPLY Var.	% SPLY
Commercial	\$20.060	\$20.106	\$19.911	-\$45.7M	-1.0%	\$148.9M	0.7%
Retail	\$8.965	\$8.605	\$8.451	\$360M	4.2%	\$514M	6.1%
Total Revenue (\$ Billions)	\$29.374	\$28.999	\$28.701	\$375.3M	1.3%	\$672.9M	2.3%

The Connecticut Valley District posted the best total revenue figures in the Northeast Area for February. The Connecticut Valley District is ranked 9<sup>th</sup> in Total Revenue nationally for February and 8<sup>th</sup> nationally in Total Revenue Year-to-Date. Thank you for your efforts and these results!

Commercial revenue is behind last year's pace through February by \$57K. For FY 2014, Connecticut Valley Post Offices have brought in \$13.3M more retail revenue than last year. Retail revenue presents a challenging opportunity due to alternative mailing and shipping options, so it is critical our SSAs realize the most revenue per transaction by asking all required questions of each and every customer.

Nationally the total revenue performance is slowly improving. For FY 2014 Total Revenue is over plan by \$375 million dollars and Retail Revenue is ahead of last year's figures by \$514 million dollars.

We thank you in advance for your continued efforts.

A handwritten signature in blue ink, reading "David D. Mastroianni, Jr.", with a stylized flourish at the end.

David D. Mastroianni, Jr.  
A/District Manager