

MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2017 (Apr. 1, 2017-Jun. 30, 2017) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent
First-Class Mail:												
Single-Piece Letters	2,030,848	2,217,945	(187,096)	(8.4)	4,128,485	4,454,713	(326,228)	(7.3)	125,627	136,512	(10,884)	(8.0)
Single-Piece Cards	53,373	67,305	(13,932)	(20.7)	153,436	191,792	(38,356)	(20.0)	983	1,224	(241)	(19.7)
Total Single-Piece Letters and Cards	2,084,222	2,285,250	(201,028)	(8.8)	4,281,921	4,646,504	(364,583)	(7.8)	126,610	137,736	(11,125)	(8.1)
Presort Letters	3,338,228	3,498,884	(160,656)	(4.6)	8,770,343	9,054,232	(283,889)	(3.1)	483,210	506,404	(23,194)	(4.6)
Presort Cards	129,258	134,558	(5,300)	(3.9)	501,015	521,559	(20,544)	(3.9)	4,093	4,259	(166)	(3.9)
Total Presort Letters and Cards	3,467,486	3,633,442	(165,956)	(4.6)	9,271,358	9,575,791	(304,433)	(3.2)	487,303	510,664	(23,361)	(4.6)
Flats	469,529	528,531	(59,002)	(11.2)	342,028	383,137	(41,109)	(10.7)	66,638	75,525	(8,886)	(11.8)
Parcels	145,106	208,490	(63,384)	(30.4)	50,612	75,827	(25,215)	(33.3)	15,842	23,087	(7,245)	(31.4)
Domestic Negotiated Serv. Agreement Mail	0	0	0	-	0	0	0	-	0	0	0	-
Outbound First-Class Mail International	55,216	54,940	276	0.5	35,910	35,220	690	2.0	2,021	2,041	(20)	(1.0)
Inbound Intl. Letter-Post Single-Piece & NSA Mail	184,368	136,844	47,524	34.7	170,685	137,403	33,282	24.2	56,124	46,724	9,400	20.1
First-Class Mail Fees	31,006	31,418	(412)	(1.3)	-	-	-	-	-	-	-	-
First-Class Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total First-Class Mail	6,436,932	6,878,914	(441,983)	(6.4)	14,152,514	14,853,882	(701,368)	(4.7)	754,539	795,776	(41,238)	(5.2)
USPS Marketing Mail / Standard Mail:												
High Density and Saturation Letters	264,339	260,304	4,035	1.6	1,701,513	1,714,132	(12,619)	(0.7)	60,068	57,024	3,045	5.3
High Density and Saturation Flats & Parcels	482,698	488,047	(5,349)	(1.1)	2,753,392	2,729,055	24,338	0.9	521,757	509,758	11,999	2.4
Carrier Route	412,305	369,729	42,575	11.5	1,585,437	1,404,914	180,523	12.8	340,291	297,697	42,594	14.3
Letters	2,327,305	2,385,975	(58,670)	(2.5)	11,228,927	11,635,360	(406,433)	(3.5)	549,841	578,451	(28,610)	(4.9)
Flats	377,130	505,514	(128,384)	(25.4)	931,507	1,366,369	(434,863)	(31.8)	234,404	334,467	(100,063)	(29.9)
Parcels	11,905	13,738	(1,833)	(13.3)	10,367	12,164	(1,798)	(14.8)	4,097	4,647	(551)	(11.8)
Every Door Direct Mail Retail	34,958	36,997	(2,039)	(5.5)	197,501	209,260	(11,759)	(5.6)	25,051	26,542	(1,491)	(5.6)
Domestic Negotiated Serv. Agreement Mail	11,851	13,779	(1,927)	(14.0)	48,297	56,094	(7,797)	(13.9)	10,476	11,692	(1,216)	(10.4)
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	-	0	0	0	-	0	0	0	-
USPS Marketing Mail / Standard Mail Fees	8,454	8,870	(416)	(4.7)	-	-	-	-	-	-	-	-
USPS Marketing Mail / Standard Mail Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total USPS Marketing Mail / Standard Mail	3,930,944	4,082,954	(152,009)	(3.7)	18,456,941	19,127,349	(670,408)	(3.5)	1,745,984	1,820,278	(74,293)	(4.1)
Periodicals Mail:												
In-County	14,878	15,496	(618)	(4.0)	134,952	138,563	(3,611)	(2.6)	37,379	38,922	(1,543)	(4.0)
Outside County	329,232	352,503	(23,271)	(6.6)	1,228,495	1,288,692	(60,197)	(4.7)	446,072	474,044	(27,972)	(5.9)
Periodicals Mail Fees	2,631	1,742	889	51.1	-	-	-	-	-	-	-	-
Total Periodicals Mail	346,741	369,741	(23,000)	(6.2)	1,363,447	1,427,255	(63,808)	(4.5)	483,451	512,966	(29,515)	(5.8)
Package Services Mail:												
Alaska Bypass	8,228	7,845	383	4.9	318	307	11	3.6	21,404	20,668	736	3.6
Inbound Intl. Surface Parcel Post (at UPU Rates)	-	-	-	-	-	-	-	-	-	-	-	-
Inbound Intl. Negotiated Service Agreement Mail	0	0	-	-	0	0	-	-	0	0	-	-
Bound Printed Matter Flats	44,337	43,485	851	2.0	58,918	56,215	2,704	4.8	98,163	89,532	8,631	9.6
Bound Printed Matter Parcels	58,649	55,544	3,105	5.6	56,005	50,772	5,233	10.3	113,119	106,594	6,525	6.1
Media and Library Mail	65,984	62,817	3,167	5.0	18,918	17,981	937	5.2	44,133	43,326	807	1.9
Package Services Mail Fees	469	420	49	11.7	-	-	-	-	-	-	-	-
Total Package Services Mail	177,666	170,110	7,556	4.4	134,159	125,274	8,885	7.1	276,818	260,120	16,698	6.4

MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2017 (Apr. 1, 2017-Jun. 30, 2017) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent
U.S. Postal Service Mail	-	-	-	-	97,792	104,466	(6,674)	(6.4)	23,005	27,890	(4,885)	(17.5)
Free Mail	-	-	-	-	11,188	11,930	(742)	(6.2)	4,933	4,791	142	3.0
Total Market Dominant Mail	10,892,283	11,501,720	(609,437)	(5.3)	34,216,041	35,650,155	(1,434,114)	(4.0)	3,288,730	3,421,821	(133,090)	(3.9)
Ancillary Services:												
Certified Mail	174,752	171,438	3,313	1.9	51,802	51,294	509	1.0				
Collect on Delivery	308	444	(136)	(30.7)	30	44	(14)	(31.9)				
Delivery Confirmation	154	126	28	22.2	1,173,159	1,017,346	155,813	15.3				
Insurance	16,774	17,344	(569)	(3.3)	3,206	3,411	(205)	(6.0)				
Registered Mail	7,540	7,754	(214)	(2.8)	496	501	(6)	(1.1)				
Return Receipts	89,279	91,045	(1,766)	(1.9)	38,139	39,157	(1,018)	(2.6)				
Stamped Envelopes and Cards	3,641	2,515	1,126	44.8	-	-	-	-				
Other Domestic Ancillary Services	22,501	19,500	3,002	15.4	8,098	7,414	684	9.2				
International Ancillary Services	9,413	10,977	(1,564)	(14.3)	7,082	7,333	(251)	(3.4)				
Total Ancillary Services	324,362	321,143	3,219	1.0	1,282,012	1,126,500	155,512	13.8				
Special Services:												
Money Orders	38,489	37,470	1,019	2.7	22,162	23,274	(1,111)	(4.8)				
Post Office Box Service	68,815	70,875	(2,060)	(2.9)	5,841	5,941	(100)	(1.7)				
Other Domestic Special Services	24,661	24,580	81	0.3	431	1,580	(1,149)	(72.7)				
Other International Special Services	0	0	-	-	0	0	-	-				
Total Additional Special Services	131,965	132,924	(959)	(0.7)	28,435	30,795	(2,360)	(7.7)				
Total Market Dominant Services	456,327	454,067	2,260	0.5	1,310,447	1,157,295	153,152	13.2				
Total Market Dominant Mail and Services	11,348,610	11,955,787	(607,177)	(5.1)								
Other Market Dominant Revenue	367,956	380,592	(12,637)	(3.3)								
Deferred Revenue Change in Estimate 3/	0	948,500	(948,500)	(100.0)								
Total Market Dominant Revenue	11,716,566	13,284,879	(1,568,314)	(11.8)								

Service Transactions
U.S. Postal Service Mail
Quarter 3, FY 2017 1/

Ancillary Services 3,420
Other Services 194
Total 3,614

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2017 (Apr. 1, 2017-Jun. 30, 2017) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	Percent
Priority Mail Express:												
Total Priority Mail Express Mail	191,533	205,088	(13,556)	(6.6)	7,494	8,089	(595)	(7.4)	7,853	8,238	(385)	(4.7)
First-Class Package Service:												
Total First Class Package Service	692,672	481,046	211,626	44.0	236,097	175,056	61,040	34.9	96,083	68,304	27,780	40.7
USPS Retail Ground Mail:												
Total USPS Retail Ground	67,018	84,663	(17,646)	(20.8)	3,327	4,795	(1,468)	(30.6)	22,939	28,956	(6,017)	(20.8)
Priority Mail:												
Total Priority Mail	1,995,678	1,882,517	113,161	6.0	246,118	243,574	2,544	1.0	584,572	544,914	39,658	7.3
Parcel Select Mail:												
Total Parcel Select Mail	1,322,433	1,093,804	228,629	20.9	640,530	553,456	87,074	15.7	1,424,177	1,150,111	274,066	23.8
Parcel Return Service Mail:												
Total Parcel Return Service Mail	46,997	43,994	3,002	6.8	18,002	16,793	1,209	7.2	46,549	46,170	379	0.8
International Mail:												
Outbound Priority Mail International	97,986	126,300	(28,314)	(22.4)	1,735	2,199	(464)	(21.1)	11,570	14,946	(3,376)	(22.6)
Outbound International Expedited Services	59,108	36,698	22,410	61.1	716	548	168	30.6	4,517	3,194	1,323	41.4
Other Outbound International Mail	192,285	195,827	(3,541)	(1.8)	41,614	45,447	(3,833)	(8.4)	20,741	19,066	1,675	8.8
Inbound International	57,496	54,564	2,932	5.4	3,668	3,621	47	1.3	26,084	25,146	938	3.7
International Mail Fees	1	49	(48)	(97.1)	-	-	-	-	-	-	-	-
Total International Mail	406,876	413,438	(6,562)	(1.6)	47,733	51,816	(4,083)	(7.9)	62,912	62,352	560	0.9
Total Competitive Mail	4,723,206	4,204,552	518,654	12.3	1,199,301	1,053,579	145,723	13.8	2,245,084	1,909,044	336,040	17.6

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2017 (Apr. 1, 2017-Jun. 30, 2017) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent
Total Market Dominant and Competitive												
Total All Mail	15,615,489	15,706,272	(90,783)	(0.6)	35,415,343	36,703,734	(1,288,391)	(3.5)	5,533,814	5,330,865	202,950	3.8
Total All Services	671,170	663,176	7,994	1.2	1,337,660	1,185,634	152,025	12.8				
Total All Mail and Services	16,286,659	16,369,448	(82,789)	(0.5)								
Total All Other Revenue	405,193	408,477	(3,285)	(0.8)								
Total Deferred Revenue Change In Estimate	0	948,500	(948,500)	(100.0)								
Total All Revenue	16,691,852	17,726,425	(1,034,574)	(5.8)								

RPW SUMMARY REPORT FOOTNOTES: MARKET DOMINANT PRODUCTS SECTION

1/ Not included elsewhere in this report.

3/ The SPLY amount represents the reduction in Forever Stamp deferred liability for prior years due to a change in accounting estimate. See form 10-Q filed August 9, 2016.

6/ The figures presented for the prior year use a methodology consistent with the methodology used to calculate the current year's figures. This allows for a direct comparison of the years (independent of methodological changes that have occurred). As a result, the prior year's figures shown in this report may differ from those in the previous year.

- Report totals may not sum due to rounding.

RPW SUMMARY REPORT FOOTNOTES: COMPETITIVE PRODUCTS SECTION

6/ The figures presented for the prior year use a methodology consistent with the methodology used to calculate the current year's figures. This allows for a direct comparison of the years (independent of methodological changes that have occurred). As a result, the prior year's figures shown in this report may differ from those in the previous year.

- Report totals may not sum due to rounding.

MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2017 (Oct. 1, 2016-Jun. 30, 2017) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent
First-Class Mail:												
Single-Piece Letters	6,762,574	7,421,090	(658,516)	(8.9)	13,841,052	14,749,695	(908,642)	(6.2)	416,489	451,915	(35,426)	(7.8)
Single-Piece Cards	176,163	216,236	(40,074)	(18.5)	505,721	606,507	(100,786)	(16.6)	3,238	3,870	(633)	(16.3)
Total Single-Piece Letters and Cards	6,938,736	7,637,326	(698,590)	(9.1)	14,346,773	15,356,202	(1,009,429)	(6.6)	419,727	455,785	(36,058)	(7.9)
Presort Letters	10,679,084	11,371,536	(692,452)	(6.1)	27,911,006	28,704,541	(793,536)	(2.8)	1,536,374	1,639,112	(102,738)	(6.3)
Presort Cards	417,150	437,282	(20,132)	(4.6)	1,619,105	1,653,102	(33,996)	(2.1)	13,227	13,502	(275)	(2.0)
Total Presort Letters and Cards	11,096,234	11,808,818	(712,584)	(6.0)	29,530,111	30,357,643	(827,532)	(2.7)	1,549,601	1,652,614	(103,013)	(6.2)
Flats	1,530,065	1,712,821	(182,756)	(10.7)	1,116,044	1,209,952	(93,907)	(7.8)	222,209	244,154	(21,945)	(9.0)
Parcels	486,574	528,928	(42,354)	(8.0)	170,455	188,206	(17,751)	(9.4)	54,283	56,367	(2,084)	(3.7)
Domestic Negotiated Serv. Agreement Mail	0	0	-	-	0	0	-	-	0	0	-	-
Outbound First-Class Mail International	183,015	211,507	(28,492)	(13.5)	121,692	138,349	(16,657)	(12.0)	6,786	7,440	(653)	(8.8)
Inbound Intl. Letter-Post Single-Piece & NSA Mail Fees	526,562	440,151	86,411	19.6	502,542	451,947	50,595	11.2	178,735	153,837	24,898	16.2
First-Class Mail Fees	101,428	107,441	(6,013)	(5.6)	-	-	-	-	-	-	-	-
First-Class Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total First-Class Mail	20,862,615	22,446,992	(1,584,377)	(7.1)	45,787,618	47,702,299	(1,914,681)	(4.0)	2,431,341	2,570,197	(138,856)	(5.4)
USPS Marketing Mail / Standard Mail:												
High Density and Saturation Letters	829,595	805,810	23,785	3.0	5,421,584	5,203,983	217,601	4.2	186,282	197,995	(11,712)	(5.9)
High Density and Saturation Flats & Parcels	1,500,011	1,503,538	(3,527)	(0.2)	8,508,861	8,248,676	260,185	3.2	1,565,383	1,514,673	50,711	3.3
Carrier Route	1,402,275	1,373,616	28,659	2.1	5,403,015	5,048,974	354,041	7.0	1,141,241	1,110,388	30,853	2.8
Letters	7,234,813	7,652,865	(418,051)	(5.5)	35,610,905	36,600,644	(989,739)	(2.7)	1,773,192	1,844,521	(71,329)	(3.9)
Flats	1,476,691	1,788,521	(311,830)	(17.4)	3,900,858	4,737,419	(836,560)	(17.7)	958,002	1,185,520	(227,518)	(19.2)
Parcels	36,164	41,873	(5,709)	(13.6)	32,590	35,541	(2,950)	(8.3)	11,365	13,650	(2,284)	(16.7)
Every Door Direct Mail Retail	103,919	112,318	(8,399)	(7.5)	588,465	620,847	(32,383)	(5.2)	74,641	78,748	(4,107)	(5.2)
Domestic Negotiated Serv. Agreement Mail	36,109	45,187	(9,078)	(20.1)	148,960	192,856	(43,896)	(22.8)	31,792	39,406	(7,614)	(19.3)
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	-	-	0	0	-	-	0	0	-	-
USPS Marketing Mail / Standard Mail Fees	32,078	39,116	(7,038)	(18.0)	-	-	-	-	-	-	-	-
USPS Marketing Mail / Standard Mail Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total USPS Marketing Mail / Standard Mail	12,651,654	13,362,843	(711,189)	(5.3)	59,615,238	60,688,940	(1,073,702)	(1.8)	5,741,899	5,984,900	(243,001)	(4.1)
Periodicals Mail:												
In-County	42,943	47,058	(4,115)	(8.7)	387,440	407,998	(20,558)	(5.0)	107,331	115,416	(8,085)	(7.0)
Outside County	996,952	1,099,469	(102,518)	(9.3)	3,660,942	3,850,497	(189,556)	(4.9)	1,353,930	1,443,081	(89,150)	(6.2)
Periodicals Mail Fees	7,678	5,556	2,122	38.2	-	-	-	-	-	-	-	-
Total Periodicals Mail	1,047,572	1,152,083	(104,511)	(9.1)	4,048,382	4,258,495	(210,113)	(4.9)	1,461,261	1,558,497	(97,236)	(6.2)
Package Services Mail:												
Alaska Bypass	24,832	24,961	(129)	(0.5)	964	948	15	1.6	64,919	63,899	1,020	1.6
Inbound Intl. Surface Parcel Post (at UPU Rates)	-	-	-	-	-	-	-	-	-	-	-	-
Inbound Intl. Negotiated Service Agreement Mail	0	0	-	-	0	0	-	-	0	0	-	-
Bound Printed Matter Flats	149,291	159,090	(9,799)	(6.2)	196,300	200,330	(4,030)	(2.0)	320,185	321,010	(826)	(0.3)
Bound Printed Matter Parcels	222,901	210,189	12,712	6.0	209,012	179,529	29,483	16.4	463,684	410,205	53,479	13.0
Media and Library Mail	197,975	198,994	(1,019)	(0.5)	57,068	55,924	1,144	2.0	133,170	131,710	1,460	1.1
Package Services Mail Fees	1,929	1,735	194	11.2	-	-	-	-	-	-	-	-
Total Package Services Mail	596,929	594,970	1,959	0.3	463,344	436,731	26,613	6.1	981,957	926,824	55,133	5.9

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2017 (Oct. 1, 2016-Jun. 30, 2017) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent
Priority Mail Express:												
Total Priority Mail Express Mail	591,349	609,405	(18,056)	(3.0)	22,813	25,072	(2,259)	(9.0)	28,378	26,971	1,407	5.2
First-Class Package Service:												
Total First Class Package Service	2,033,818	1,545,710	488,108	31.6	703,993	585,532	118,461	20.2	289,458	221,944	67,514	30.4
USPS Retail Ground Mail:												
Total USPS Retail Ground	280,994	325,163	(44,169)	(13.6)	15,239	19,171	(3,932)	(20.5)	92,014	112,131	(20,117)	(17.9)
Priority Mail:												
Total Priority Mail	6,388,281	5,964,148	424,133	7.1	782,528	774,753	7,775	1.0	1,908,269	1,778,453	129,816	7.3
Parcel Select Mail:												
Total Parcel Select Mail	4,272,649	3,432,120	840,529	24.5	2,079,506	1,779,952	299,554	16.8	4,664,286	3,724,173	940,113	25.2
Parcel Return Service Mail:												
Total Parcel Return Service Mail	138,599	127,527	11,072	8.7	52,060	48,598	3,461	7.1	149,950	142,324	7,627	5.4
International Mail:												
Outbound Priority Mail International	340,701	429,795	(89,093)	(20.7)	5,918	7,754	(1,837)	(23.7)	39,524	52,185	(12,660)	(24.3)
Outbound International Expedited Services	159,401	136,994	22,407	16.4	2,136	2,036	100	4.9	13,716	11,487	2,229	19.4
Other Outbound International Mail	634,680	636,591	(1,910)	(0.3)	138,556	153,722	(15,166)	(9.9)	67,190	62,407	4,784	7.7
Inbound International	176,528	175,405	1,123	0.6	12,471	12,202	269	2.2	82,192	82,492	(300)	(0.4)
International Mail Fees	5	71	(66)	(93.0)	-	-	-	-	-	-	-	-
Total International Mail	1,311,316	1,378,855	(67,539)	(4.9)	159,081	175,715	(16,634)	(9.5)	202,623	208,570	(5,948)	(2.9)
Total Competitive Mail	15,017,007	13,382,929	1,634,078	12.2	3,815,220	3,408,792	406,428	11.9	7,334,979	6,214,567	1,120,412	18.0

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2017 (Oct. 1, 2016-Jun. 30, 2017) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	50,175,777	50,939,816	(764,039)	(1.5)	114,016,718	116,877,197	(2,860,479)	(2.4)	18,042,515	17,361,304	681,211	3.9
Total All Services	1,997,141	2,013,194	(16,053)	(0.8)	4,231,156	3,728,612	502,545	13.5				
Total All Mail and Services	52,172,918	52,953,010	(780,092)	(1.5)								
Total All Other Revenue	1,009,213	965,620	43,593	4.5								
Total Deferred Revenue Change In Estimate †	0	948,500	(948,500)	(100.0)								
Total All Revenue	53,182,131	54,867,129	(1,684,998)	(3.1)								

RPW SUMMARY REPORT FOOTNOTES: MARKET DOMINANT PRODUCTS SECTION

1/ Not included elsewhere in this report.

3/ Year to Date Post Office Box volume is equal to the volume for the current time period. Adding Post Office Box volumes for any period is not a reflection of the number of boxes rented.

5/ The SPLY amount represents the reduction in Forever Stamp deferred liability for prior years due to a change in accounting estimate. See form 10-Q filed August 9, 2016.

6/ The figures presented for the prior year use a methodology consistent with the methodology used to calculate the current year's figures. This allows for a direct comparison of the years (independent of methodological changes that have occurred). As a result, the prior year's figures shown in this report may differ from those in the previous year.

RPW SUMMARY REPORT FOOTNOTES: COMPETITIVE PRODUCTS SECTION

- Report totals may not sum due to rounding.

3/ Year to Date Post Office Box volume is equal to the volume for the current time period. Adding Post Office Box volumes for any period is not a reflection of the number of boxes rented.

6/ The figures presented for the prior year use a methodology consistent with the methodology used to calculate the current year's figures. This allows for a direct comparison of the years (independent of methodological changes that have occurred). As a result, the prior year's figures shown in this report may differ from those in the previous year.

- Report totals may not sum due to rounding.

**TABLE 2-A
LETTER MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2017 (Apr. 1, 2017-Jun. 30, 2017) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	Percent
First-Class Mail:												
Single-Piece Letters	2,030,848	2,217,945	(187,096)	(8.4)	4,128,485	4,454,713	(326,228)	(7.3)	125,627	136,512	(10,884)	(8.0)
Single-Piece Cards	53,373	67,305	(13,932)	(20.7)	153,436	191,792	(38,356)	(20.0)	983	1,224	(241)	(19.7)
Total Single-Piece Letters and Cards	2,084,222	2,285,250	(201,028)	(8.8)	4,281,921	4,646,504	(364,583)	(7.8)	126,610	137,736	(11,125)	(8.1)
Presort Letters	3,338,228	3,498,884	(160,656)	(4.6)	8,770,343	9,054,232	(283,889)	(3.1)	483,210	506,404	(23,194)	(4.6)
Presort Cards	129,258	134,558	(5,300)	(3.9)	501,015	521,559	(20,544)	(3.9)	4,093	4,259	(166)	(3.9)
Total Presort Letters and Cards	3,467,486	3,633,442	(165,956)	(4.6)	9,271,358	9,575,791	(304,433)	(3.2)	487,303	510,664	(23,361)	(4.6)
Flats	3,348	4,404	(1,056)	(24.0)	2,023	2,313	(290)	(12.5)	603	690	(87)	(12.6)
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	5,555,056	5,923,096	(368,040)	(6.2)	13,555,302	14,224,609	(669,306)	(4.7)	614,516	649,090	(34,573)	(5.3)
USPS Marketing Mail / Standard Mail:												
High Density and Saturation Letters	264,339	260,304	4,035	1.6	1,701,513	1,714,132	(12,619)	(0.7)	60,068	57,024	3,045	5.3
High Density and Saturation Flats & Parcels	13,831	14,696	(866)	(5.9)	86,496	92,068	(5,572)	(6.1)	3,975	4,297	(322)	(7.5)
Carrier Route	3,372	4,077	(705)	(17.3)	13,351	16,382	(3,031)	(18.5)	492	838	(346)	(41.3)
Letters	2,327,306	2,385,975	(58,670)	(2.5)	11,228,929	11,635,359	(406,430)	(3.5)	549,841	578,451	(28,610)	(4.9)
Flats	129	301	(171)	(57.0)	242	571	(329)	(57.6)	68	150	(82)	(54.5)
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
USPS Marketing Mail / Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
USPS Marketing Mail / Standard Mail Dom. NS/	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total USPS Marketing Mail / Standard Mail	2,608,976	2,665,353	(56,377)	(2.1)	13,030,531	13,458,513	(427,981)	(3.2)	614,444	640,759	(26,315)	(4.1)
Periodicals Mail:												
In-County	196	243	(47)	(19.4)	2,351	3,159	(808)	(25.6)	116	184	(68)	(36.9)
Outside County	1,322	1,749	(427)	(24.4)	5,759	7,603	(1,844)	(24.2)	540	651	(111)	(17.1)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	1,518	1,993	(474)	(23.8)	8,111	10,762	(2,651)	(24.6)	656	835	(179)	(21.4)
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Surface Parcel Post (at UPU Rates)	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2017 (Apr. 1, 2017-Jun. 30, 2017) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent
Total Competitive Mail	4,158	1,009	3,149	312.2	692	119	573	481.7	60	9	51	588.5

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2017 (Apr. 1, 2017-Jun. 30, 2017) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent
Total Competitive Revenue	4,158	1,009	3,149	312.2	692	119	573	481.7	60	9	51	588.5

**TABLE 2-A
LETTER MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2017 (Oct. 1, 2016-Jun. 30, 2017) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	Percent
First-Class Mail:												
Single-Piece Letters	6,762,574	7,421,090	(658,516)	(8.9)	13,841,052	14,749,695	(908,642)	(6.2)	416,489	451,915	(35,426)	(7.8)
Single-Piece Cards	176,163	216,236	(40,074)	(18.5)	505,721	606,507	(100,786)	(16.6)	3,238	3,870	(633)	(16.3)
Total Single-Piece Letters and Cards	6,938,736	7,637,326	(698,590)	(9.1)	14,346,773	15,356,202	(1,009,429)	(6.6)	419,727	455,785	(36,058)	(7.9)
Presort Letters	10,679,084	11,371,536	(692,452)	(6.1)	27,911,006	28,704,541	(793,536)	(2.8)	1,536,374	1,639,112	(102,738)	(6.3)
Presort Cards	417,150	437,282	(20,132)	(4.6)	1,619,105	1,653,102	(33,996)	(2.1)	13,227	13,502	(275)	(2.0)
Total Presort Letters and Cards	11,096,234	11,808,818	(712,584)	(6.0)	29,530,111	30,357,643	(827,532)	(2.7)	1,549,601	1,652,614	(103,013)	(6.2)
Flats	9,732	13,123	(3,390)	(25.8)	5,547	6,889	(1,342)	(19.5)	1,672	2,088	(416)	(19.9)
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	18,044,703	19,459,267	(1,414,564)	(7.3)	43,882,431	45,720,734	(1,838,303)	(4.0)	1,971,000	2,110,488	(139,487)	(6.6)
USPS Marketing Mail / Standard Mail:												
High Density and Saturation Letters	829,595	805,810	23,785	3.0	5,421,584	5,203,983	217,601	4.2	186,282	197,995	(11,712)	(5.9)
High Density and Saturation Flats & Parcels	41,707	44,243	(2,536)	(5.7)	260,672	272,448	(11,776)	(4.3)	11,082	11,635	(552)	(4.7)
Carrier Route	10,142	13,734	(3,593)	(26.2)	41,020	54,106	(13,087)	(24.2)	1,479	2,517	(1,039)	(41.3)
Letters	7,234,813	7,652,863	(418,050)	(5.5)	35,610,907	36,600,634	(989,728)	(2.7)	1,773,192	1,844,520	(71,328)	(3.9)
Flats	556	891	(335)	(37.6)	1,047	1,632	(585)	(35.8)	290	468	(178)	(38.0)
Parcels	10	0	10	0.0	2	0	2	0.0	0	0	0	0.0
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	(0)	(100.0)	0	0	(0)	(100.0)	0	0	(0)	(100.0)
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
USPS Marketing Mail / Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
USPS Marketing Mail / Standard Mail Dom. NS/	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total USPS Marketing Mail / Standard Mail	8,116,822	8,517,541	(400,719)	(4.7)	41,335,231	42,132,803	(797,572)	(1.9)	1,972,326	2,057,135	(84,809)	(4.1)
Periodicals Mail:												
In-County	608	746	(137)	(18.4)	7,527	9,197	(1,671)	(18.2)	375	481	(107)	(22.1)
Outside County	4,504	6,367	(1,864)	(29.3)	19,645	25,729	(6,084)	(23.6)	1,808	3,533	(1,725)	(48.8)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	5,112	7,113	(2,001)	(28.1)	27,172	34,927	(7,755)	(22.2)	2,183	4,015	(1,832)	(45.6)
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Surface Parcel Post (at UPU Rates)	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2017 (Oct. 1, 2016-Jun. 30, 2017) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	Percent
Total Competitive Mail	6,625	4,025	2,599	64.6	1,022	612	409	66.9	82	58	24	41.1

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2017 (Oct. 1, 2016-Jun. 30, 2017) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent
Total Competitive Revenue	6,625	4,025	2,599	64.6	1,022	612	409	66.9	82	58	24	41.1

**TABLE 2-B
FLAT MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2017 (Apr. 1, 2017-Jun. 30, 2017) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent
First-Class Mail:												
Single-Piece Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Single-Piece Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Single-Piece Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	466,180	524,127	(57,947)	(11.1)	340,005	380,824	(40,819)	(10.7)	66,035	74,834	(8,799)	(11.8)
Parcels	17,485	21,596	(4,111)	(19.0)	7,972	10,022	(2,050)	(20.5)	2,045	2,423	(378)	(15.6)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	483,666	545,723	(62,057)	(11.4)	347,977	390,846	(42,869)	(11.0)	68,080	77,257	(9,177)	(11.9)
USPS Marketing Mail / Standard Mail:												
High Density and Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density and Saturation Flats & Parcels	468,792	473,335	(4,543)	(1.0)	2,666,792	2,636,935	29,857	1.1	517,777	505,455	12,321	2.4
Carrier Route Letters	408,806	365,650	43,157	11.8	1,571,799	1,388,525	183,274	13.2	339,536	296,855	42,681	14.4
Letters	(0)	0	(0)	(227.6)	(2)	1	(2)	(406.7)	(0)	0	(0)	(174.0)
Flats	376,943	505,067	(128,125)	(25.4)	931,132	1,365,457	(434,325)	(31.8)	234,331	334,308	(99,977)	(29.9)
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Every Door Direct Mail Retail	34,958	36,997	(2,039)	(5.5)	197,501	209,260	(11,759)	(5.6)	25,051	26,542	(1,491)	(5.6)
Domestic Negotiated Serv. Agreement Mail	11,851	13,779	(1,927)	(14.0)	48,297	56,094	(7,797)	(13.9)	10,476	11,692	(1,216)	(10.4)
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
USPS Marketing Mail / Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
USPS Marketing Mail / Standard Mail Dom. NS/	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total USPS Marketing Mail / Standard Mail	1,301,350	1,394,828	(93,479)	(6.7)	5,415,519	5,656,271	(240,752)	(4.3)	1,127,170	1,174,853	(47,682)	(4.1)
Periodicals Mail:												
In-County	14,656	15,227	(571)	(3.7)	132,445	135,234	(2,789)	(2.1)	37,183	38,659	(1,476)	(3.8)
Outside County	327,147	349,932	(22,785)	(6.5)	1,221,790	1,280,176	(58,386)	(4.6)	443,914	471,515	(27,601)	(5.9)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	341,803	365,158	(23,356)	(6.4)	1,354,235	1,415,410	(61,175)	(4.3)	481,098	510,174	(29,077)	(5.7)
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Surface Parcel Post (at UPU Rates)	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	44,337	43,485	851	2.0	58,918	56,215	2,704	4.8	98,163	89,532	8,631	9.6
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	4,395	4,443	(47)	(1.1)	1,533	1,552	(18)	(1.2)	1,366	1,581	(215)	(13.6)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	48,732	47,928	804	1.7	60,452	57,766	2,685	4.6	99,529	91,113	8,416	9.2

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2017 (Apr. 1, 2017-Jun. 30, 2017) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent
Total Competitive Mail	226,445	243,461	(17,016)	(7.0)	39,878	42,121	(2,243)	(5.3)	20,098	23,725	(3,628)	(15.3)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2017 (Apr. 1, 2017-Jun. 30, 2017) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent
Total Competitive Revenue	226,445	243,461	(17,016)	(7.0)	39,878	42,121	(2,243)	(5.3)	20,098	23,725	(3,628)	(15.3)

**TABLE 2-B
FLAT MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2017 (Oct. 1, 2016-Jun. 30, 2017) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent
First-Class Mail:												
Single-Piece Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Single-Piece Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Single-Piece Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	1,520,333	1,699,698	(179,365)	(10.6)	1,110,498	1,203,063	(92,565)	(7.7)	220,537	242,066	(21,529)	(8.9)
Parcels	57,685	59,905	(2,220)	(3.7)	27,376	27,933	(556)	(2.0)	6,866	6,768	98	1.5
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	1,578,018	1,759,604	(181,585)	(10.3)	1,137,874	1,230,996	(93,121)	(7.6)	227,403	248,834	(21,431)	(8.6)
USPS Marketing Mail / Standard Mail:												
High Density and Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density and Saturation Flats & Parcels	1,458,208	1,459,239	(1,031)	(0.1)	8,248,027	7,976,048	271,979	3.4	1,554,288	1,503,022	51,265	3.4
Carrier Route Letters	1,391,992	1,359,864	32,128	2.4	5,361,673	4,994,828	366,845	7.3	1,139,497	1,107,844	31,653	2.9
Flats	(0)	1	(1)	(116.8)	(2)	9	(11)	(119.8)	(0)	1	(1)	(107.9)
Parcels	1,475,443	1,787,018	(311,576)	(17.4)	3,898,226	4,734,424	(836,198)	(17.7)	957,681	1,184,986	(227,305)	(19.2)
Every Door Direct Mail Retail	0	8	(8)	(100.0)	0	2	(2)	(100.0)	0	2	(2)	(100.0)
Domestic Negotiated Serv. Agreement Mail	103,919	112,318	(8,399)	(7.5)	588,465	620,847	(32,383)	(5.2)	74,641	78,748	(4,107)	(5.2)
Inbound Intl. Negotiated Serv. Agreement Mail	36,109	45,187	(9,078)	(20.1)	148,960	192,856	(43,896)	(22.8)	31,792	39,406	(7,614)	(19.3)
USPS Marketing Mail / Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
USPS Marketing Mail / Standard Mail Dom. NS/	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total USPS Marketing Mail / Standard Mail	4,465,670	4,763,635	(297,965)	(6.3)	18,245,348	18,519,014	(273,665)	(1.5)	3,757,898	3,914,009	(156,111)	(4.0)
Periodicals Mail:												
In-County	42,255	46,210	(3,956)	(8.6)	379,436	398,200	(18,764)	(4.7)	106,714	114,627	(7,913)	(6.9)
Outside County	990,066	1,090,444	(100,379)	(9.2)	3,638,396	3,821,798	(183,402)	(4.8)	1,347,062	1,433,577	(86,515)	(6.0)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	1,032,320	1,136,655	(104,334)	(9.2)	4,017,832	4,219,998	(202,166)	(4.8)	1,453,776	1,548,205	(94,428)	(6.1)
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Surface Parcel Post (at UPU Rates)	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	149,291	159,090	(9,799)	(6.2)	196,300	200,330	(4,030)	(2.0)	320,185	321,010	(826)	(0.3)
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	13,432	14,269	(836)	(5.9)	4,766	4,888	(122)	(2.5)	4,309	4,910	(601)	(12.2)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	162,723	173,359	(10,636)	(6.1)	201,066	205,219	(4,152)	(2.0)	324,494	325,920	(1,426)	(0.4)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2017 (Oct. 1, 2016-Jun. 30, 2017) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent
Total Competitive Mail	675,003	702,109	(27,106)	(3.9)	118,988	132,713	(13,725)	(10.3)	64,277	71,253	(6,976)	(9.8)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2017 (Oct. 1, 2016-Jun. 30, 2017) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent
Total Competitive Revenue	675,003	702,109	(27,106)	(3.9)	118,988	132,713	(13,725)	(10.3)	64,277	71,253	(6,976)	(9.8)

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2017 (Oct. 1, 2016-Jun. 30, 2017) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	7,913,736	8,535,362	(621,626)	(7.3)	23,750,011	24,331,533	(581,523)	(2.4)	5,832,911	6,112,417	(279,506)	(4.6)
Total All Services	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	7,913,736	8,535,362	(621,626)	(7.3)	23,750,011	24,331,533	(581,523)	(2.4)	5,832,911	6,112,417	(279,506)	(4.6)
Total All Other Revenue												
Total All Revenue	7,913,736	8,535,362	(621,626)	(7.3)								

**TABLE 2-C
PARCEL MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2017 (Apr. 1, 2017-Jun. 30, 2017) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent
First-Class Mail:												
Single-Piece Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Single-Piece Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Single-Piece Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Parcels	127,620	186,894	(59,274)	(31.7)	42,640	65,805	(23,164)	(35.2)	13,797	20,664	(6,866)	(33.2)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	127,620	186,894	(59,274)	(31.7)	42,640	65,805	(23,164)	(35.2)	13,797	20,664	(6,866)	(33.2)
USPS Marketing Mail / Standard Mail:												
High Density and Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density and Saturation Flats & Parcels	75	16	60	384.7	104	51	52	101.6	6	5	0	7.4
Carrier Route	127	3	124	4141.3	287	8	280	3716.4	263	4	259	6,309.6
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	58	146	(88)	(60.5)	133	342	(209)	(61.2)	5	9	(5)	(48.2)
Parcels	11,905	13,738	(1,833)	(13.3)	10,367	12,164	(1,798)	(14.8)	4,097	4,647	(551)	(11.8)
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
USPS Marketing Mail / Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
USPS Marketing Mail / Standard Mail Dom. NS/	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total USPS Marketing Mail / Standard Mail	12,165	13,903	(1,738)	(12.5)	10,891	12,565	(1,675)	(13.3)	4,370	4,666	(296)	(6.3)
Periodicals Mail:												
In-County	26	26	(0)	(1.8)	156	171	(14)	(8.4)	80	79	1	1.0
Outside County	763	823	(59)	(7.2)	945	913	33	3.6	1,618	1,878	(260)	(13.8)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	789	849	(60)	(7.0)	1,101	1,083	18	1.7	1,697	1,957	(259)	(13.2)
Package Services Mail:												
Alaska Bypass	8,228	7,845	384	4.9	318	307	11	3.6	21,404	20,668	736	3.6
Inbound Intl. Surface Parcel Post (at UPU Rates	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	58,648	55,544	3,104	5.6	56,005	50,772	5,233	10.3	113,119	106,594	6,525	6.1
Media and Library Mail	61,576	58,362	3,214	5.5	17,384	16,429	955	5.8	42,767	41,745	1,022	2.4
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	128,452	121,750	6,702	5.5	73,707	67,508	6,199	9.2	177,290	169,007	8,283	4.9

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2017 (Apr. 1, 2017-Jun. 30, 2017) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent
Total Competitive Mail	3,893,209	3,340,841	552,367	16.5	1,103,504	951,434	152,070	16.0	2,154,162	1,814,720	339,442	18.7

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2017 (Apr. 1, 2017-Jun. 30, 2017) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent
Total Competitive Revenue	3,893,209	3,340,841	552,367	16.5	1,103,504	951,434	152,070	16.0	2,154,162	1,814,720	339,442	18.7

**TABLE 2-C
PARCEL MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2017 (Oct. 1, 2016-Jun. 30, 2017) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	Percent
First-Class Mail:												
Single-Piece Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Single-Piece Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Single-Piece Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Parcels	428,889	469,023	(40,134)	(8.6)	143,079	160,273	(17,194)	(10.7)	47,416	49,599	(2,182)	(4.4)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	428,889	469,023	(40,134)	(8.6)	143,079	160,273	(17,194)	(10.7)	47,416	49,599	(2,182)	(4.4)
USPS Marketing Mail / Standard Mail:												
High Density and Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density and Saturation Flats & Parcels	95	56	39	68.8	163	181	(18)	(10.1)	13	16	(3)	(16.1)
Carrier Route	142	18	124	701.3	322	40	282	704.4	266	27	239	886.4
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	693	612	81	13.3	1,585	1,363	222	16.3	31	66	(35)	(52.7)
Parcels	36,154	41,864	(5,710)	(13.6)	32,411	35,539	(3,128)	(8.8)	11,365	13,648	(2,283)	(16.7)
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
USPS Marketing Mail / Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
USPS Marketing Mail / Standard Mail Dom. NS/	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total USPS Marketing Mail / Standard Mail	37,084	42,550	(5,466)	(12.8)	34,481	37,123	(2,642)	(7.1)	11,676	13,757	(2,081)	(15.1)
Periodicals Mail:												
In-County	80	102	(22)	(21.5)	477	601	(124)	(20.6)	242	307	(65)	(21.3)
Outside County	2,383	2,658	(275)	(10.4)	2,900	2,970	(69)	(2.3)	5,060	5,970	(910)	(15.2)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	2,463	2,760	(297)	(10.8)	3,378	3,570	(193)	(5.4)	5,302	6,277	(976)	(15.5)
Package Services Mail:												
Alaska Bypass	24,830	24,954	(124)	(0.5)	964	948	15	1.6	64,919	63,899	1,020	1.6
Inbound Intl. Surface Parcel Post (at UPU Rates)	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	222,899	210,188	12,711	6.0	209,012	179,529	29,483	16.4	463,684	410,205	53,479	13.0
Media and Library Mail	184,508	184,679	(170)	(0.1)	52,302	51,036	1,266	2.5	128,861	126,800	2,061	1.6
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	432,237	419,820	12,417	3.0	262,277	231,512	30,765	13.3	657,463	600,903	56,560	9.4

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2017 (Oct. 1, 2016-Jun. 30, 2017) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	Percent
Total Competitive Mail	12,430,515	10,685,893	1,744,622	16.3	3,513,318	3,074,681	438,636	14.3	7,039,619	5,907,714	1,131,905	19.2

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2017 (Oct. 1, 2016-Jun. 30, 2017) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent
Total Competitive Revenue	12,430,515	10,685,893	1,744,622	16.3	3,513,318	3,074,681	438,636	14.3	7,039,619	5,907,714	1,131,905	19.2

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2017 (Oct. 1, 2016-Jun. 30, 2017) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	13,331,187	11,620,046	1,711,141	14.7	3,993,139	3,544,225	448,914	12.7	7,842,708	6,671,703	1,171,005	17.6
Total All Services	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	13,331,187	11,620,046	1,711,141	14.7	3,993,139	3,544,225	448,914	12.7	7,842,708	6,671,703	1,171,005	17.6
Total All Other Revenue												
Total All Revenue	13,331,187	11,620,046	1,711,141	14.7								

**TABLE 3-A
STAMPED MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2017 (Apr. 1, 2017-Jun. 30, 2017) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent
First-Class Mail:												
Single-Piece Letters	1,139,667	1,223,632	(83,965)	(6.9)	2,300,038	2,451,791	(151,752)	(6.2)	59,747	64,844	(5,096)	(7.9)
Single-Piece Cards	29,855	39,284	(9,429)	(24.0)	84,705	110,509	(25,804)	(23.4)	529	691	(161)	(23.4)
Total Single-Piece Letters and Cards	1,169,522	1,262,916	(93,394)	(7.4)	2,384,743	2,562,299	(177,556)	(6.9)	60,277	65,534	(5,258)	(8.0)
Presort Letters	42,869	45,241	(2,372)	(5.2)	108,959	113,773	(4,814)	(4.2)	6,403	6,582	(180)	(2.7)
Presort Cards	673	713	(40)	(5.6)	2,552	2,719	(168)	(6.2)	15	18	(3)	(18.9)
Total Presort Letters and Cards	43,543	45,954	(2,412)	(5.2)	111,511	116,492	(4,981)	(4.3)	6,418	6,601	(183)	(2.8)
Flats	38,082	44,161	(6,079)	(13.8)	25,046	28,899	(3,853)	(13.3)	4,682	5,446	(764)	(14.0)
Parcels	9,148	9,541	(393)	(4.1)	4,059	4,336	(277)	(6.4)	950	1,024	(74)	(7.2)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	1,260,294	1,362,572	(102,278)	(7.5)	2,525,360	2,712,027	(186,667)	(6.9)	72,327	78,605	(6,279)	(8.0)
USPS Marketing Mail / Standard Mail:												
High Density and Saturation Letters	3,881	3,475	406	11.7	23,476	21,684	1,792	8.3	851	855	(4)	(0.5)
High Density and Saturation Flats & Parcels	341	312	28	9.1	1,989	1,835	154	8.4	69	71	(2)	(3.5)
Carrier Route	569	488	82	16.7	2,932	2,165	766	35.4	641	465	176	37.8
Letters	128,973	137,866	(8,893)	(6.5)	776,195	808,900	(32,705)	(4.0)	39,984	42,200	(2,216)	(5.3)
Flats	5,193	5,319	(125)	(2.4)	17,010	17,434	(424)	(2.4)	3,043	3,023	20	0.7
Parcels	39	27	13	47.5	29	18	12	65.1	4	1	3	211.0
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
USPS Marketing Mail / Standard Mail Fees	0	51	(51)	(100.0)	0	0	0	0.0	0	0	0	0.0
USPS Marketing Mail / Standard Mail Dom. NS/	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total USPS Marketing Mail / Standard Mail	138,996	147,538	(8,542)	(5.8)	821,631	852,036	(30,405)	(3.6)	44,593	46,617	(2,024)	(4.3)
Periodicals Mail:												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Surface Parcel Post (at UPU Rates)	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	527	505	21	4.2	163	156	6	4.1	277	278	(1)	(0.3)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	527	505	21	4.2	163	156	6	4.1	277	278	(1)	(0.3)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2017 (Apr. 1, 2017-Jun. 30, 2017) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2016 Percent
Total Competitive Mail	13,383	16,149	(2,766)	(17.1)	1,908	2,185	(277)	(12.7)	2,110	2,501	(391)	(15.6)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2017 (Apr. 1, 2017-Jun. 30, 2017) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent
Total Competitive Revenue	13,383	16,149	(2,766)	(17.1)	1,908	2,185	(277)	(12.7)	2,110	2,501	(391)	(15.6)

**TABLE 3-A
STAMPED MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2017 (Oct. 1, 2016-Jun. 30, 2017) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent
First-Class Mail:												
Single-Piece Letters	3,910,566	4,303,449	(392,884)	(9.1)	8,012,972	8,600,578	(587,606)	(6.8)	210,403	233,380	(22,977)	(9.8)
Single-Piece Cards	97,562	125,221	(27,659)	(22.1)	276,532	346,924	(70,392)	(20.3)	1,728	2,168	(440)	(20.3)
Total Single-Piece Letters and Cards	4,008,128	4,428,670	(420,542)	(9.5)	8,289,504	8,947,502	(657,998)	(7.4)	212,131	235,548	(23,417)	(9.9)
Presort Letters	138,247	153,328	(15,081)	(9.8)	350,122	374,144	(24,022)	(6.4)	20,812	22,686	(1,874)	(8.3)
Presort Cards	1,904	2,071	(167)	(8.1)	7,231	7,685	(454)	(5.9)	47	50	(3)	(6.4)
Total Presort Letters and Cards	140,151	155,399	(15,248)	(9.8)	357,353	381,829	(24,476)	(6.4)	20,858	22,736	(1,878)	(8.3)
Flats	122,270	145,651	(23,381)	(16.1)	80,647	94,177	(13,530)	(14.4)	15,556	18,256	(2,700)	(14.8)
Parcels	30,001	32,075	(2,074)	(6.5)	13,593	14,302	(709)	(5.0)	3,218	3,392	(174)	(5.1)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	4,300,550	4,761,796	(461,246)	(9.7)	8,741,097	9,437,809	(696,713)	(7.4)	251,764	279,932	(28,168)	(10.1)
USPS Marketing Mail / Standard Mail:												
High Density and Saturation Letters	12,052	11,311	740	6.5	79,483	73,649	5,833	7.9	3,047	2,691	356	13.2
High Density and Saturation Flats & Parcels	886	897	(11)	(1.2)	5,129	4,871	258	5.3	207	191	16	8.3
Carrier Route	923	1,032	(109)	(10.6)	4,393	4,246	147	3.5	769	634	135	21.3
Letters	422,436	447,151	(24,715)	(5.5)	2,606,987	2,626,136	(19,148)	(0.7)	136,658	137,528	(870)	(0.6)
Flats	13,982	15,687	(1,705)	(10.9)	42,766	46,404	(3,638)	(7.8)	7,151	6,953	199	2.9
Parcels	89	100	(11)	(11.0)	59	68	(9)	(13.0)	8	5	4	77.7
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
USPS Marketing Mail / Standard Mail Fees	0	57	(57)	(100.0)	0	0	0	0.0	0	0	0	0.0
USPS Marketing Mail / Standard Mail Dom. NS/	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total USPS Marketing Mail / Standard Mail	450,368	476,235	(25,867)	(5.4)	2,738,817	2,755,373	(16,557)	(0.6)	147,840	148,001	(161)	(0.1)
Periodicals Mail:												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Surface Parcel Post (at UPU Rates)	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	1,425	1,799	(374)	(20.8)	437	536	(99)	(18.5)	774	1,027	(253)	(24.6)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	1,425	1,799	(374)	(20.8)	437	536	(99)	(18.5)	774	1,027	(253)	(24.6)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2017 (Oct. 1, 2016-Jun. 30, 2017) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2016 Percent
Total Competitive Mail	44,253	58,201	(13,948)	(24.0)	6,058	8,017	(1,959)	(24.4)	8,091	10,813	(2,722)	(25.2)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2017 (Oct. 1, 2016-Jun. 30, 2017) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2016 Percent
Total Competitive Revenue	44,253	58,201	(13,948)	(24.0)	6,058	8,017	(1,959)	(24.4)	8,091	10,813	(2,722)	(25.2)

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2017 (Oct. 1, 2016-Jun. 30, 2017) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	4,796,596	5,298,031	(501,435)	(9.5)	11,486,407	12,201,744	(715,337)	(5.9)	408,469	439,773	(31,304)	(7.1)
Total All Services	31,441	31,685	(244)	(0.8)	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	4,828,037	5,329,715	(501,679)	(9.4)	11,486,407	12,201,744	(715,337)	(5.9)	408,469	439,773	(31,304)	(7.1)
Total All Other Revenue												
Total All Revenue	4,828,037	5,329,715	(501,679)	(9.4)								

**TABLE 3-B
METERED MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2017 (Apr. 1, 2017-Jun. 30, 2017) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	Percent
First-Class Mail:												
Single-Piece Letters	744,814	849,349	(104,534)	(12.3)	1,531,286	1,710,376	(179,091)	(10.5)	53,526	60,020	(6,494)	(10.8)
Single-Piece Cards	14,580	18,355	(3,775)	(20.6)	42,138	52,745	(10,607)	(20.1)	263	330	(66)	(20.1)
Total Single-Piece Letters and Cards	759,394	867,703	(108,309)	(12.5)	1,573,424	1,763,121	(189,697)	(10.8)	53,790	60,350	(6,560)	(10.9)
Presort Letters	887,163	955,967	(68,804)	(7.2)	2,319,475	2,477,697	(158,222)	(6.4)	137,939	146,957	(9,018)	(6.1)
Presort Cards	653	950	(297)	(31.2)	2,474	3,620	(1,146)	(31.7)	26	33	(7)	(21.8)
Total Presort Letters and Cards	887,817	956,917	(69,101)	(7.2)	2,321,949	2,481,317	(159,368)	(6.4)	137,965	146,990	(9,025)	(6.1)
Flats	271,922	312,192	(40,270)	(12.9)	195,316	223,284	(27,968)	(12.5)	37,213	42,846	(5,633)	(13.1)
Parcels	52,211	121,660	(69,449)	(57.1)	19,300	46,090	(26,790)	(58.1)	6,207	13,952	(7,745)	(55.5)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	1,971,343	2,258,472	(287,129)	(12.7)	4,109,990	4,513,813	(403,823)	(8.9)	235,174	264,138	(28,963)	(11.0)
USPS Marketing Mail / Standard Mail:												
High Density and Saturation Letters	359	316	44	13.9	2,237	1,993	243	12.2	79	77	1	1.9
High Density and Saturation Flats & Parcels	39	13	26	192.1	240	75	165	220.9	19	5	14	271.2
Carrier Route	136	14	122	864.0	547	55	493	901.5	19	2	17	719.7
Letters	64,476	71,581	(7,105)	(9.9)	360,691	390,213	(29,522)	(7.6)	18,815	20,373	(1,558)	(7.6)
Flats	2,830	2,325	505	21.7	9,181	6,269	2,913	46.5	973	776	197	25.3
Parcels	96	92	4	4.6	59	53	6	11.5	8	5	3	56.4
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
USPS Marketing Mail / Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
USPS Marketing Mail / Standard Mail Dom. NS/	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total USPS Marketing Mail / Standard Mail	67,937	74,341	(6,404)	(8.6)	372,955	398,657	(25,702)	(6.4)	19,913	21,240	(1,327)	(6.2)
Periodicals Mail:												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Surface Parcel Post (at UPU Rates)	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	44,868	41,630	3,238	7.8	13,245	12,225	1,020	8.3	28,256	26,887	1,369	5.1
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	44,868	41,630	3,238	7.8	13,245	12,225	1,020	8.3	28,256	26,887	1,369	5.1

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2017 (Apr. 1, 2017-Jun. 30, 2017) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2016 Percent
Total Competitive Mail	1,802,629	1,576,054	226,574	14.4	345,204	295,662	49,541	16.8	459,662	406,783	52,880	13.0

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2017 (Apr. 1, 2017-Jun. 30, 2017) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent
Total Competitive Revenue	1,802,629	1,576,054	226,574	14.4	345,204	295,662	49,541	16.8	459,662	406,783	52,880	13.0

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2017 (Apr. 1, 2017-Jun. 30, 2017) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent
Total Market Dominant and Competitive												
Total All Mail	3,886,777	3,950,497	(63,721)	(1.6)	4,841,393	5,220,358	(378,964)	(7.3)	743,005	719,047	23,958	3.3
Total All Services	177,507	174,830	2,677	1.5	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	4,064,284	4,125,328	(61,044)	(1.5)	4,841,393	5,220,358	(378,964)	(7.3)	743,005	719,047	23,958	3.3
Total All Other Revenue												
Total All Revenue	4,064,284	4,125,328	(61,044)	(1.5)								

**TABLE 3-B
METERED MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2017 (Oct. 1, 2016-Jun. 30, 2017) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent
First-Class Mail:												
Single-Piece Letters	2,414,532	2,662,492	(247,960)	(9.3)	4,944,563	5,251,945	(307,382)	(5.9)	170,355	182,484	(12,129)	(6.6)
Single-Piece Cards	50,152	60,084	(9,932)	(16.5)	144,781	169,912	(25,132)	(14.8)	905	1,062	(157)	(14.8)
Total Single-Piece Letters and Cards	2,464,684	2,722,576	(257,892)	(9.5)	5,089,344	5,421,857	(332,514)	(6.1)	171,260	183,546	(12,286)	(6.7)
Presort Letters	2,797,491	3,099,776	(302,285)	(9.8)	7,304,661	7,836,591	(531,930)	(6.8)	433,942	462,335	(28,393)	(6.1)
Presort Cards	2,064	2,683	(619)	(23.1)	7,845	9,981	(2,136)	(21.4)	75	93	(18)	(19.2)
Total Presort Letters and Cards	2,799,555	3,102,459	(302,903)	(9.8)	7,312,505	7,846,572	(534,067)	(6.8)	434,017	462,429	(28,411)	(6.1)
Flats	868,494	988,972	(120,479)	(12.2)	624,459	689,292	(64,833)	(9.4)	120,378	133,572	(13,194)	(9.9)
Parcels	190,179	247,616	(57,437)	(23.2)	70,917	93,810	(22,893)	(24.4)	23,236	27,126	(3,890)	(14.3)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	6,322,912	7,061,623	(738,711)	(10.5)	13,097,225	14,051,532	(954,307)	(6.8)	748,892	806,672	(57,781)	(7.2)
USPS Marketing Mail / Standard Mail:												
High Density and Saturation Letters	1,087	823	264	32.1	6,824	5,091	1,733	34.0	296	248	48	19.4
High Density and Saturation Flats & Parcels	106	30	76	252.1	652	189	463	244.7	34	10	24	252.9
Carrier Route	271	150	121	80.4	1,076	582	494	84.9	46	23	23	98.4
Letters	203,056	234,353	(31,297)	(13.4)	1,151,255	1,253,841	(102,586)	(8.2)	60,491	66,218	(5,727)	(8.6)
Flats	7,761	7,652	109	1.4	23,834	20,439	3,394	16.6	2,788	2,242	547	24.4
Parcels	262	199	63	31.7	158	116	42	36.1	21	8	13	161.1
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
USPS Marketing Mail / Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
USPS Marketing Mail / Standard Mail Dom. NS/	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total USPS Marketing Mail / Standard Mail	212,543	243,207	(30,664)	(12.6)	1,183,799	1,280,259	(96,460)	(7.5)	63,675	68,748	(5,073)	(7.4)
Periodicals Mail:												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Surface Parcel Post (at UPU Rates)	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	123,490	131,321	(7,831)	(6.0)	36,582	37,798	(1,216)	(3.2)	78,515	82,116	(3,601)	(4.4)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	123,490	131,321	(7,831)	(6.0)	36,582	37,798	(1,216)	(3.2)	78,515	82,116	(3,601)	(4.4)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2017 (Oct. 1, 2016-Jun. 30, 2017) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2016 Percent
Total Competitive Mail	5,468,583	4,940,099	528,484	10.7	1,047,045	974,937	72,108	7.4	1,419,580	1,295,408	124,172	9.6

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2017 (Oct. 1, 2016-Jun. 30, 2017) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2016 Percent
Total Competitive Revenue	5,468,583	4,940,099	528,484	10.7	1,047,045	974,937	72,108	7.4	1,419,580	1,295,408	124,172	9.6

**TABLE 3-D
PVI MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2017 (Apr. 1, 2017-Jun. 30, 2017) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	Percent
First-Class Mail:												
Single-Piece Letters	9,111	9,717	(606)	(6.2)	15,346	16,771	(1,425)	(8.5)	891	987	(95)	(9.7)
Single-Piece Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Single-Piece Letters and Cards	9,111	9,717	(606)	(6.2)	15,346	16,771	(1,425)	(8.5)	891	987	(95)	(9.7)
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	32,102	34,187	(2,085)	(6.1)	19,448	21,077	(1,629)	(7.7)	4,550	4,942	(392)	(7.9)
Parcels	75,130	66,498	8,631	13.0	24,450	22,039	2,410	10.9	7,928	7,203	725	10.1
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	116,342	110,402	5,940	5.4	59,243	59,887	(644)	(1.1)	13,369	13,131	238	1.8
USPS Marketing Mail / Standard Mail:												
High Density and Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density and Saturation Flats & Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Carrier Route	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
USPS Marketing Mail / Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
USPS Marketing Mail / Standard Mail Dom. NS/	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total USPS Marketing Mail / Standard Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail:												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Surface Parcel Post (at UPU Rates)	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	14,436	14,558	(122)	(0.8)	3,750	3,763	(13)	(0.3)	11,336	11,697	(361)	(3.1)
Package Services Mail Fees	0	0	(0)	(100.0)	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	14,436	14,558	(122)	(0.8)	3,750	3,763	(13)	(0.3)	11,336	11,697	(361)	(3.1)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2017 (Apr. 1, 2017-Jun. 30, 2017) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2016 Percent
Total Competitive Mail	525,004	494,881	30,123	6.1	46,873	45,878	996	2.2	131,679	130,127	1,552	1.2

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2017 (Apr. 1, 2017-Jun. 30, 2017) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2016 Percent
Total Competitive Revenue	525,004	494,881	30,123	6.1	46,873	45,878	996	2.2	131,679	130,127	1,552	1.2

TABLE 3-D
PVI MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2017 (Oct. 1, 2016-Jun. 30, 2017) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent
First-Class Mail:												
Single-Piece Letters	23,745	26,356	(2,611)	(9.9)	40,068	43,912	(3,844)	(8.8)	2,390	2,662	(271)	(10.2)
Single-Piece Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Single-Piece Letters and Cards	23,745	26,356	(2,611)	(9.9)	40,068	43,912	(3,844)	(8.8)	2,390	2,662	(271)	(10.2)
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	97,324	105,922	(8,598)	(8.1)	58,914	62,984	(4,070)	(6.5)	14,057	15,096	(1,039)	(6.9)
Parcels	235,410	217,162	18,247	8.4	76,455	70,055	6,400	9.1	25,236	23,135	2,101	9.1
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	356,478	349,440	7,037	2.0	175,436	176,951	(1,515)	(0.9)	41,684	40,893	791	1.9
USPS Marketing Mail / Standard Mail:												
High Density and Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density and Saturation Flats & Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Carrier Route	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
USPS Marketing Mail / Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
USPS Marketing Mail / Standard Mail Dom. NS/	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total USPS Marketing Mail / Standard Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail:												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Surface Parcel Post (at UPU Rates)	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	54,577	46,070	8,507	18.5	14,704	11,949	2,754	23.1	40,631	34,408	6,222	18.1
Package Services Mail Fees	0	0	(0)	(100.0)	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	54,577	46,070	8,507	18.5	14,704	11,949	2,754	23.1	40,631	34,408	6,222	18.1

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2017 (Oct. 1, 2016-Jun. 30, 2017) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2016 Percent
Total Competitive Mail	1,853,004	1,787,726	65,278	3.7	162,249	165,296	(3,047)	(1.8)	486,227	499,273	(13,045)	(2.6)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2017 (Oct. 1, 2016-Jun. 30, 2017) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2016 Percent
Total Competitive Revenue	1,853,004	1,787,726	65,278	3.7	162,249	165,296	(3,047)	(1.8)	486,227	499,273	(13,045)	(2.6)

**TABLE 3-E
PERMIT IMPRINT MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2017 (Apr. 1, 2017-Jun. 30, 2017) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	Percent
First-Class Mail:												
Single-Piece Letters	135,342	132,866	2,477	1.9	278,052	271,020	7,032	2.6	11,334	10,483	852	8.1
Single-Piece Cards	8,886	9,607	(721)	(7.5)	26,449	28,369	(1,920)	(6.8)	189	203	(13)	(6.6)
Total Single-Piece Letters and Cards	144,228	142,473	1,756	1.2	304,501	299,389	5,112	1.7	11,523	10,685	838	7.8
Presort Letters	2,408,196	2,497,677	(89,481)	(3.6)	6,341,909	6,462,762	(120,853)	(1.9)	338,868	352,864	(13,997)	(4.0)
Presort Cards	127,931	132,894	(4,963)	(3.7)	495,989	515,220	(19,230)	(3.7)	4,052	4,208	(156)	(3.7)
Total Presort Letters and Cards	2,536,127	2,630,571	(94,444)	(3.6)	6,837,898	6,977,982	(140,083)	(2.0)	342,920	357,072	(14,152)	(4.0)
Flats	126,626	137,144	(10,518)	(7.7)	101,519	109,319	(7,800)	(7.1)	20,013	22,187	(2,174)	(9.8)
Parcels	8,085	10,081	(1,997)	(19.8)	2,646	3,150	(504)	(16.0)	690	821	(131)	(15.9)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	2,815,066	2,920,269	(105,203)	(3.6)	7,246,565	7,389,840	(143,275)	(1.9)	375,146	390,766	(15,619)	(4.0)
USPS Marketing Mail / Standard Mail:												
High Density and Saturation Letters	260,098	256,513	3,585	1.4	1,675,801	1,690,455	(14,654)	(0.9)	59,139	56,091	3,047	5.4
High Density and Saturation Flats & Parcels	482,318	487,721	(5,404)	(1.1)	2,751,164	2,727,145	24,018	0.9	521,670	509,681	11,988	2.4
Carrier Route	411,599	369,228	42,372	11.5	1,581,958	1,402,695	179,264	12.8	339,631	297,229	42,401	14.3
Letters	2,133,856	2,176,528	(42,672)	(2.0)	10,092,041	10,436,246	(344,205)	(3.3)	491,041	515,877	(24,836)	(4.8)
Flats	369,106	497,870	(128,764)	(25.9)	905,315	1,342,667	(437,352)	(32.6)	230,387	330,668	(100,281)	(30.3)
Parcels	11,770	13,620	(1,850)	(13.6)	10,279	12,094	(1,815)	(15.0)	4,084	4,641	(557)	(12.0)
Every Door Direct Mail Retail	34,958	36,997	(2,039)	(5.5)	197,501	209,260	(11,759)	(5.6)	25,051	26,542	(1,491)	(5.6)
Domestic Negotiated Serv. Agreement Mail	11,851	13,779	(1,927)	(14.0)	48,297	56,094	(7,797)	(13.9)	10,476	11,692	(1,216)	(10.4)
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
USPS Marketing Mail / Standard Mail Fees	0	179	(179)	(100.0)	0	0	0	0.0	0	0	0	0.0
USPS Marketing Mail / Standard Mail Dom. NS/	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total USPS Marketing Mail / Standard Mail	3,715,557	3,852,435	(136,878)	(3.6)	17,262,355	17,876,655	(614,301)	(3.4)	1,681,478	1,752,421	(70,943)	(4.0)
Periodicals Mail:												
In-County	14,878	15,496	(618)	(4.0)	134,952	138,563	(3,611)	(2.6)	37,379	38,922	(1,543)	(4.0)
Outside County	329,232	352,503	(23,271)	(6.6)	1,228,495	1,288,692	(60,197)	(4.7)	446,072	474,044	(27,972)	(5.9)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	344,110	367,999	(23,890)	(6.5)	1,363,447	1,427,255	(63,808)	(4.5)	483,451	512,966	(29,515)	(5.8)
Package Services Mail:												
Alaska Bypass	8,228	7,845	384	4.9	318	307	11	3.6	21,404	20,668	736	3.6
Inbound Intl. Surface Parcel Post (at UPU Rates)	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	44,337	43,485	851	2.0	58,918	56,215	2,704	4.8	98,163	89,532	8,631	9.6
Bound Printed Matter Parcels	58,648	55,544	3,104	5.6	56,005	50,772	5,233	10.3	113,119	106,594	6,525	6.1
Media and Library Mail	6,106	6,086	21	0.3	1,748	1,830	(82)	(4.5)	4,247	4,443	(195)	(4.4)
Package Services Mail Fees	0	5	(5)	(100.0)	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	117,319	112,964	4,355	3.9	116,989	109,123	7,866	7.2	236,933	221,237	15,696	7.1

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2017 (Apr. 1, 2017-Jun. 30, 2017) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2016 Percent
Total Competitive Mail	1,781,334	1,496,750	284,584	19.0	749,907	649,762	100,145	15.4	1,580,544	1,298,696	281,849	21.7

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2017 (Apr. 1, 2017-Jun. 30, 2017) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2016 Percent
Total Competitive Revenue	1,781,334	1,496,750	284,584	19.0	749,907	649,762	100,145	15.4	1,580,544	1,298,696	281,849	21.7

**TABLE 3-E
PERMIT IMPRINT MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2017 (Oct. 1, 2016-Jun. 30, 2017) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent
First-Class Mail:												
Single-Piece Letters	407,661	420,351	(12,690)	(3.0)	831,479	837,445	(5,967)	(0.7)	32,926	32,805	121	0.4
Single-Piece Cards	28,232	30,622	(2,390)	(7.8)	83,792	88,798	(5,007)	(5.6)	601	635	(34)	(5.4)
Total Single-Piece Letters and Cards	435,893	450,973	(15,080)	(3.3)	915,270	926,244	(10,974)	(1.2)	33,527	33,439	87	0.3
Presort Letters	7,743,346	8,118,433	(375,087)	(4.6)	20,256,223	20,493,807	(237,584)	(1.2)	1,081,621	1,154,091	(72,470)	(6.3)
Presort Cards	413,182	432,528	(19,346)	(4.5)	1,604,029	1,635,435	(31,406)	(1.9)	13,104	13,358	(254)	(1.9)
Total Presort Letters and Cards	8,156,528	8,550,960	(394,433)	(4.6)	21,860,252	22,129,242	(268,990)	(1.2)	1,094,725	1,167,449	(72,724)	(6.2)
Flats	439,272	469,072	(29,800)	(6.4)	349,813	361,749	(11,936)	(3.3)	71,713	76,755	(5,041)	(6.6)
Parcels	28,588	29,288	(701)	(2.4)	8,762	9,220	(459)	(5.0)	2,285	2,402	(117)	(4.9)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	9,060,281	9,500,293	(440,013)	(4.6)	23,134,097	23,426,456	(292,358)	(1.2)	1,202,251	1,280,045	(77,794)	(6.1)
USPS Marketing Mail / Standard Mail:												
High Density and Saturation Letters	816,456	793,676	22,780	2.9	5,335,278	5,125,243	210,035	4.1	182,940	195,056	(12,117)	(6.2)
High Density and Saturation Flats & Parcels	1,499,019	1,502,612	(3,593)	(0.2)	8,503,080	8,243,616	259,464	3.1	1,565,143	1,514,473	50,671	3.3
Carrier Route	1,401,081	1,372,434	28,647	2.1	5,397,546	5,044,146	353,399	7.0	1,140,427	1,109,731	30,696	2.8
Letters	6,609,321	6,971,361	(362,039)	(5.2)	31,852,663	32,720,667	(868,005)	(2.7)	1,576,043	1,640,774	(64,732)	(3.9)
Flats	1,454,949	1,765,182	(310,233)	(17.6)	3,834,259	4,670,575	(836,316)	(17.9)	948,063	1,176,326	(228,263)	(19.4)
Parcels	35,813	41,573	(5,761)	(13.9)	32,196	35,357	(3,161)	(8.9)	11,337	13,637	(2,300)	(16.9)
Every Door Direct Mail Retail	103,919	112,318	(8,399)	(7.5)	588,465	620,847	(32,383)	(5.2)	74,641	78,748	(4,107)	(5.2)
Domestic Negotiated Serv. Agreement Mail	36,109	45,187	(9,078)	(20.1)	148,960	192,856	(43,896)	(22.8)	31,792	39,406	(7,614)	(19.3)
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
USPS Marketing Mail / Standard Mail Fees	0	415	(415)	(100.0)	0	0	0	0.0	0	0	0	0.0
USPS Marketing Mail / Standard Mail Dom. NS/	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total USPS Marketing Mail / Standard Mail	11,956,666	12,604,756	(648,090)	(5.1)	55,692,446	56,653,308	(960,863)	(1.7)	5,530,384	5,768,151	(237,767)	(4.1)
Periodicals Mail:												
In-County	42,943	47,058	(4,115)	(8.7)	387,440	407,998	(20,558)	(5.0)	107,331	115,416	(8,085)	(7.0)
Outside County	996,952	1,099,469	(102,518)	(9.3)	3,660,942	3,850,497	(189,556)	(4.9)	1,353,930	1,443,081	(89,150)	(6.2)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	1,039,895	1,146,527	(106,633)	(9.3)	4,048,382	4,258,495	(210,113)	(4.9)	1,461,261	1,558,497	(97,236)	(6.2)
Package Services Mail:												
Alaska Bypass	24,830	24,954	(124)	(0.5)	964	948	15	1.6	64,919	63,899	1,020	1.6
Inbound Intl. Surface Parcel Post (at UPU Rates)	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	149,291	159,090	(9,799)	(6.2)	196,300	200,330	(4,030)	(2.0)	320,185	321,010	(826)	(0.3)
Bound Printed Matter Parcels	222,899	210,188	12,711	6.0	209,012	179,529	29,483	16.4	463,684	410,205	53,479	13.0
Media and Library Mail	18,351	19,313	(963)	(5.0)	5,313	5,493	(180)	(3.3)	13,197	14,022	(825)	(5.9)
Package Services Mail Fees	0	29	(29)	(100.0)	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	415,371	413,575	1,796	0.4	411,589	386,300	25,289	6.5	861,984	809,135	52,848	6.5

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2017 (Oct. 1, 2016-Jun. 30, 2017) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2016 Percent
Total Competitive Mail	5,741,731	4,599,549	1,142,182	24.8	2,417,406	2,058,960	358,446	17.4	5,188,971	4,172,068	1,016,903	24.4

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2017 (Oct. 1, 2016-Jun. 30, 2017) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2016 Percent
Total Competitive Revenue	5,741,731	4,599,549	1,142,182	24.8	2,417,406	2,058,960	358,446	17.4	5,188,971	4,172,068	1,016,903	24.4

**TABLE 3-F
OTHER INDICIA MAIL*
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2017 (Apr. 1, 2017-Jun. 30, 2017) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	Percent
First-Class Mail:												
Single-Piece Letters	1,914	2,381	(467)	(19.6)	3,763	4,755	(992)	(20.9)	129	179	(50)	(28.2)
Single-Piece Cards	53	60	(7)	(12.0)	144	169	(25)	(14.9)	1	1	(0)	(14.9)
Total Single-Piece Letters and Cards	1,967	2,441	(474)	(19.4)	3,907	4,924	(1,017)	(20.7)	129	180	(51)	(28.1)
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	797	848	(50)	(5.9)	699	557	141	25.3	181	104	77	73.9
Parcels	532	709	(177)	(24.9)	157	211	(54)	(25.7)	67	87	(20)	(23.2)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	70	(70)	(100.0)	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	3,296	4,067	(771)	(19.0)	4,762	5,692	(930)	(16.3)	377	371	6	1.6
USPS Marketing Mail / Standard Mail:												
High Density and Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density and Saturation Flats & Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Carrier Route	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
USPS Marketing Mail / Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
USPS Marketing Mail / Standard Mail Dom. NS/	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total USPS Marketing Mail / Standard Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail:												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Surface Parcel Post (at UPU Rates)	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	35	26	8	31.8	12	7	5	79.5	17	21	(5)	(21.8)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	35	26	8	31.8	12	7	5	79.5	17	21	(5)	(21.8)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2017 (Apr. 1, 2017-Jun. 30, 2017) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2016 Percent
Total Competitive Mail	1,462	1,479	(17)	(1.1)	182	187	(5)	(2.5)	324	348	(24)	(6.8)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2017 (Apr. 1, 2017-Jun. 30, 2017) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent
Total Competitive Revenue	1,462	1,479	(17)	(1.1)	182	187	(5)	(2.5)	324	348	(24)	(6.8)

**TABLE 3-F
OTHER INDICIA MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2017 (Oct. 1, 2016-Jun. 30, 2017) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent
First-Class Mail:												
Single-Piece Letters	6,070	8,442	(2,372)	(28.1)	11,971	15,815	(3,844)	(24.3)	415	585	(170)	(29.0)
Single-Piece Cards	217	310	(93)	(30.0)	617	872	(255)	(29.3)	4	5	(2)	(29.3)
Total Single-Piece Letters and Cards	6,287	8,752	(2,464)	(28.2)	12,588	16,687	(4,099)	(24.6)	419	590	(171)	(29.0)
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	2,706	3,203	(498)	(15.5)	2,212	1,749	462	26.4	504	475	29	6.1
Parcels	2,396	2,786	(390)	(14.0)	729	819	(90)	(11.0)	308	313	(5)	(1.7)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	195	(195)	(100.0)	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	11,389	14,936	(3,547)	(23.7)	15,529	19,255	(3,726)	(19.4)	1,230	1,378	(148)	(10.7)
USPS Marketing Mail / Standard Mail:												
High Density and Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density and Saturation Flats & Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Carrier Route	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
USPS Marketing Mail / Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
USPS Marketing Mail / Standard Mail Dom. NS/	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total USPS Marketing Mail / Standard Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail:												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Surface Parcel Post (at UPU Rates)	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	98	444	(346)	(78.0)	33	148	(115)	(77.7)	53	137	(84)	(61.1)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	98	444	(346)	(78.0)	33	148	(115)	(77.7)	53	137	(84)	(61.1)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2017 (Oct. 1, 2016-Jun. 30, 2017) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2016 Percent
Total Competitive Mail	4,572	6,456	(1,883)	(29.2)	568	796	(228)	(28.6)	1,109	1,464	(355)	(24.3)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2017 (Oct. 1, 2016-Jun. 30, 2017) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016
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Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2016 Percent
Total Competitive Revenue	4,572	6,456	(1,883)	(29.2)	568	796	(228)	(28.6)	1,109	1,464	(355)	(24.3)

