### 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)

PIECES 6/ **REVENUE 6/** WEIGHT (Pounds) 6/ Change Change Change Quarter 3 FY 2017 over FY 2016 Quarter 3 FY 2017 over FY 2016 Quarter 3 FY 2017 over FY 2016 Service Category FY 2017 FY 2016 FY 2017 FY 2016 FY 2017 FY 2016 Amount Percent Amount Percent Amount Percent First-Class Mail: 125,627 Single-Piece Letters 2,030,848 2.217.945 (187,096)(8.4)4,128,485 4,454,713 (326, 228)(7.3)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 4,646,504 (364,583)137,736 2,084,222 2.285.250 (201,028)(8.8)4,281,921 (7.8)126,610 (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 Ω Λ Λ Λ 0 Ω Ω 0 0 276 Outbound First-Class Mail International 55.216 54.940 0.5 35.910 35.220 690 2.0 2.021 2.041 (20)(1.0)Inbound Intl. Letter-Post Single-Piece & NSA Ma 184.368 136.844 34.7 170.685 137.403 33.282 24.2 9.400 47.524 56.124 46.724 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 (41,238)795,776 (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)2,729,055 24,338 521,757 11.999 2,753,392 0.9 509,758 2.4 180,523 42,594 Carrier Route 412,305 369,729 42,575 1,404,914 12.8 340,291 297,697 14.3 11.5 1,585,437 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 Λ Λ 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. NS/ 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 (4.0)134.952 138.563 (2.6)37.379 38.922 (1.543)(4.0)(618)(3.611)**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 (63,808)(4.5)483,451 346,741 369,741 (23,000)(6.2)1,363,447 1,427,255 512,966 (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 Mai 0 0 0 0 0 0 Bound Printed Matter Flats 851 8.631 44.337 43.485 2.0 58.918 56.215 2.704 4.8 98.163 89.532 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 Mai 8,885 177,666 170,110 7,556 4.4 134,159 125,274 7.1 276,818 260,120 16,698 6.4

## 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)

		REVE				PIECES 6				WEIGHT (F	,	
Service Category		arter 3 FY 2016	Cha FY 2017 ov Amount	nge er FY 2016 Percent	Quar FY 2017		Chang FY 2017 over Amount	е	Qua FY 2017	rter 3 FY 2016	Chan- FY 2017 ove Amount	ge
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 Collect on Delivery Delivery Confirmation Insurance Registered Mail Return Receipts Stamped Envelopes and Cards Other Domestic Ancillary Services International Ancillary Services Total Ancilliary Services	174,752 308 154 16,774 7,540 89,279 3,641 22,501 9,413 324,362	171,438 444 126 17,344 7,754 91,045 2,515 19,500 10,977 321,143	3,313 (136) 28 (569) (214) (1,766) 1,126 3,002 (1,564) 3,219	1.9 (30.7) 22.2 (3.3) (2.8) (1.9) 44.8 15.4 (14.3) 1.0	51,802 30 1,173,159 3,206 496 38,139 8,098 7,082 1,282,012	51,294 44 1,017,346 3,411 501 39,157 - 7,414 7,333 1,126,500	509 (14) 155,813 (205) (6) (1,018) - 684 (251) 155,512	1.0 (31.9) 15.3 (6.0) (1.1) (2.6) - 9.2 (3.4) 13.8				
Special Services: Money Orders Post Office Box Service Other Domestic Special Services Other International Special Services Total Additional Special Services  Total Market Dominant Services  Total Market Dominant Mail and Services	38,489 68,815 24,661 0 131,965 456,327	37,470 70,875 24,580 0 132,924 454,067 11,955,787	1,019 (2,060) 81 - (959) 2,260 (607,177)	2.7 (2.9) 0.3 - (0.7) 0.5 (5.1)	22,162 5,841 431 0 28,435 1,310,447	23,274 5,941 1,580 0 30,795 1,157,295	(1,111) (100) (1,149) - (2,360) 153,152	(4.8) (1.7) (72.7) - (7.7)		Service Transa U.S. Postal Ser Quarter 3, FY 2	vice Mail 017 1/	
Other Market Dominant Revenue  Deferred Revenue Change in Estimate 3/	367,956 0	380,592 948,500	(12,637) (948,500)	(3.3)						Ancillary Services Other Services Total	======= es	3,420 194 3,614

(11.8)

Total Market Dominant Revenue

11,716,566 13,284,879 (1,568,314)

### 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)

**REVENUE 6/** PIECES 6/ WEIGHT (Pounds) 6/ Change Change Change Quarter 3 FY 2017 over FY 2016 Quarter 3 FY 2017 over FY 2016 Quarter 3 FY 2017 over FY 2016 Service Category 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 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 27,780 40.7 481,046 211,626 44.0 236,097 175,056 61,040 34.9 96,083 68,304 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 7.3 1,995,678 1,882,517 113,161 6.0 246,118 243,574 2,544 1.0 584,572 544,914 39,658 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 7.2 46,549 379 0.8 16.793 1.209 46,170 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 22,410 548 1,323 41.4 59,108 36,698 61.1 716 168 30.6 4,517 3,194 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 49 (48)(97.1)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

		REVE				PIECES				,	Pounds) 6/	
		rter 3	 Cha FY 2017 ov	nge		======================================	 Chanç FY 2017 over	ge		======= arter 3	Cha FY 2017 ov	
Service Category	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent
Ancillary Services:												
Other Domestic Ancillary Services	2,903	1,866	1,037	55.6	472	308	163	53.0				
International Ancillary Services	1,385	1,858	(472)	(25.4)	1,222	1,177	45	3.8				
Total Ancilliary Services	4,288	3,723	`565 <sup>°</sup>	15.2	1,694	1,486	208	14.0				
Special Services:												
Premium Forwarding Service	5,279	5,398	(119)	(2.2)	272	290	(18)	(6.2)				
Intl. Money Orders & Money Transfer Service	266	214	51	24.0	27	32	(5)	(14.4)				
Other Domestic Special Services	205,010	199,773	5,237	2.6	25,219	26,532	(1,312)	(4.9)				
Other International Special Services	-	-	-	-	-	-	-	-				
Total Special Services	210,555	205,385	5,169	2.5	25,519	26,854	(1,335)	(5.0)				
Total Competitive Services	214,843	209,109	5,734	2.7	27,213	28,340	(1,127)	(4.0)				
Total Competitive Mail and Services	4,938,049	4,413,661	524,388	11.9								
Other Competitive Revenue	37,237	27,885	9,352	33.5								
Total Competitive Revenue	4,975,286	4,441,546	533,740	12.0								

## 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)

			NUE 6/ 			PIECES	··			WEIGHT (F		
Service Category		arter 3	 Chai FY 2017 ove	nge		 rter 3	Chang FY 2017 over	е		 urter 3	Char FY 2017 ove	 nge
	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	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.

### 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)

PIECES 6/ **REVENUE 6/** WEIGHT (Pounds) 6/ Change Change Change Quarter 3 YTD FY 2017 over FY 2016 Quarter 3 YTD FY 2017 over FY 2016 Quarter 3 YTD FY 2017 over FY 2016 Service Category FY 2017 FY 2016 FY 2017 FY 2016 FY 2017 FY 2016 Amount Percent Amount Percent 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 (698,590)(1.009,429)419,727 455,785 6,938,736 7,637,326 (9.1)14,346,773 15,356,202 (6.6)(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 Ω Λ Λ 0 Ω 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 Ma 526.562 440.151 502.542 451,947 50.595 153.837 24.898 86.411 19.6 11.2 178.735 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 (138,856)2,570,197 (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)8,248,676 260,185 3.2 1,565,383 50,711 8,508,861 1,514,673 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 Λ Λ 0 0 0 0 USPS Marketing Mail / Standard Mail Fees 32,078 39,116 (7,038)(18.0)USPS Marketing Mail / Standard Mail Dom. NS/ 60,688,940 Total USPS Marketing Mail / Standard Mail 12,651,654 13,362,843 (711,189)(5.3)59,615,238 (1,073,702)(1.8)5,741,899 5,984,900 (243,001)(4.1)Periodicals Mail: In-County 42.943 47.058 (8.7)387.440 407.998 (20.558)(5.0)107.331 115.416 (8.085)(7.0)(4.115)**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 (4.9)(97,236)(6.2)1,047,572 1,152,083 (104,511)(9.1)4,048,382 4,258,495 (210,113)1,461,261 1,558,497 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 Mai 0 0 0 0 0 0 Bound Printed Matter Flats 200.330 149.291 159.090 (9.799)(6.2)196.300 (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 198,994 1,460 197,975 (1.019)(0.5)57,068 55,924 1,144 2.0 133,170 131,710 1.1 Package Services Mail Fees 1,929 1,735 194 11.2 Total Package Services Mai 463,344 436,731 26,613 6.1 981,957 55,133 596,929 594,970 1,959 0.3 926,824 5.9

			NUE 6/			PIECES				WEIGHT (F	,	
Service Category		er 3 YTD FY 2016	Cha FY 2017 ov Amount	er FY 2016 Percent	Quarte FY 2017	r 3 YTD FY 2016	Chang FY 2017 over Amount	ie		er 3 YTD FY 2016	Chan FY 2017 ove Amount	r FY 2016 Percent
U.S. Postal Service Mail	-	-	-	-	253,293	348,437	(95,144)	(27.3)	76,051	92,176	(16,125)	(17.5)
Free Mail	-	-	-	-	33,622	33,502	120	0.4	15,026	14,144	882	6.2
Total Market Dominant Mail	35,158,770	37,556,887	(2,398,117)	(6.4)	110,201,498	113,468,404	(3,266,907)	(2.9)	10,707,536	11,146,737	(439,202)	(3.9)
Ancillary Services: Certified Mail Collect on Delivery Delivery Confirmation Insurance Registered Mail Return Receipts Stamped Envelopes and Cards Other Domestic Ancillary Services International Ancillary Services Total Ancilliary Services Special Services: Money Orders Post Office Box Service 3/ Other Domestic Special Services Other International Special Services Total Additional Special Services	510,971 1,103 605 55,752 21,696 257,579 9,079 74,460 26,738 957,984 110,227 206,213 76,953 0 393,393	505,101 1,601 397 59,862 23,909 274,254 7,233 66,853 33,355 972,565 116,352 211,352 79,140 1	5,870 (498) 208 (4,109) (2,213) (16,675) 1,846 7,608 (6,617) (14,581) (6,126) (5,139) (2,186) (1) (13,452)	1.2 (31.1) 52.5 (6.9) (9.3) (6.1) 25.5 11.4 (19.8) (1.5) (5.3) (2.4) (2.8) (100.0) (3.3)	152,941 109 3,763,790 11,137 1,413 111,489 - 24,805 19,737 4,085,421 66,080 5,841 1,528 0 73,449	147,836 159 3,254,885 11,989 1,519 116,591 - 24,558 22,725 3,580,261 68,384 5,941 2,463 81 76,868	5,105 (50) 508,905 (853) (106) (5,102) - 247 (2,987) 505,160 (2,304) (100) (934) (81) (3,419)	3.5 (31.2) 15.6 (7.1) (7.0) (4.4) - 1.0 (13.1) 14.1 (3.4) (1.7) (37.9) (100.0) (4.4)				
Total Market Dominant Services	1,351,377	1,379,410	(28,033)	(2.0)	4,158,870	3,657,129	501,741	13.7		Service Transa U.S. Postal Ser		
Total Market Dominant Mail and Services	36,510,147	38,936,297	(2,426,150)	(6.2)						YTD, FY 2017		
Other Market Dominant Revenue	898,091	873,012	25,079	2.9						Ancillary Services Other Services		10,725 579
Deferred Revenue Change in Estimate 5/ Total Market Dominant Revenue	0 37,408,238	948,500 40,757,809	(948,500) (3,349,571)	(100.0)						Total		11,304

### 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)

**REVENUE 6/** PIECES 6/ WEIGHT (Pounds) 6/ Change Change Change Quarter 3 YTD Quarter 3 YTD FY 2017 over FY 2016 Quarter 3 YTD FY 2017 over FY 2016 FY 2017 over FY 2016 Service Category 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 30.4 2,033,818 1,545,710 488,108 31.6 703,993 585,532 118,461 20.2 289,458 221,944 67,514 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 7.3 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 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 48.598 7.1 149,950 7.627 52.060 3.461 142.324 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 22,407 2,036 13,716 2,229 19.4 159,401 136,994 16.4 2,136 11,487 100 4.9 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

			NUE 6/			PIECES				,	Pounds) 6/	
Service Category		er 3 YTD FY 2016	Cha FY 2017 ov Amount	nge		r 3 YTD FY 2016	Chang FY 2017 over Amount	je		er 3 YTD FY 2016	Cha FY 2017 ov Amount	nge
=======================================	=======	========	========	========	=======	=======	=======		========	=======	=======	======
Ancillary Services:												
Other Domestic Ancillary Services	6,974	4,216	2,758	65.4	1,104	701	403	57.5				
International Ancillary Services	4,372	6,393	(2,021)	(31.6)	4,002	2,502	1,499	59.9				
Total Ancilliary Services	11,346	10,609	737	7.0	5,106	3,203	1,902	59.4				
Special Services:												
Premium Forwarding Service	20,858	21,446	(588)	(2.7)	1,115	1,159	(44)	(3.8)				
Intl. Money Orders & Money Transfer Service	741	679	62	9.1	90	101	(11)	(11.3)				
Other Domestic Special Services	612,818	601,049	11,769	2.0	65,976	67,019	(1,043)	(1.6)				
Other International Special Services	-	-	-	-	-	-	-	-				
Total Special Services	634,418	623,175	11,243	1.8	67,180	68,279	(1,099)	(1.6)				
Total Competitive Services	645,764	633,784	11,980	1.9	72,286	71,482	803	1.1				
Total Competitive Mail and Services	15,662,771	14,016,713	1,646,058	11.7								
Other Competitive Revenue	111,122	92,608	18,515	20.0								
Total Competitive Revenue	15,773,893	14,109,320	1,664,573	11.8								

## 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)

			NUE 6/			PIECES				WEIGHT (I	,	
Service Category		er 3 YTD	 Chai FY 2017 ove	 nge		r 3 YTD	 Chang FY 2017 over	====  e		======== er 3 YTD	 Char FY 2017 ove	nge
	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)	(8.0)	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	ŧ 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

		REVEN				PIECE				WEIGHT (	. ,	
Service Category		rter 3 FY 2016	Char FY 2017 ove Amount	nge	======== Quar FY 2017		Char FY 2017 ove Amount	ige		rter 3 FY 2016	Cha FY 2017 ov  Amount	3 -
=======================================		========			=======	=======		========	========		========	
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	0,540	0	(1,030)	0.0	2,023	2,515	(290)	0.0	000	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 Ma	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)
Total First-Class Mail	5,555,056	5,925,096	(366,040)	(6.2)	13,333,302	14,224,009	(009,300)	(4.7)	614,516	649,090	(34,373)	(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,.00	0	(1,011)	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
, , , , , , , , , , , , , , , , , , ,	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	0	0	0.0 0.0
Inbound Intl. Negotiated Service Agreement Ma	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 0.0
Bound Printed Matter Parcels	· ·	· ·	•	0.0	Ū	· ·	Ū		Ū	Ū	Ū	
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

## 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)

		REVEN	_			PIECE				WEIGHT	` '	
Service Category	Quar FY 2017	ter 3 FY 2016	Char FY 2017 ove Amount	ige er FY 2016 Percent	Quar FY 2017	ter 3 FY 2016	Char FY 2017 ove Amount	nge		arter 3 FY 2016	Cha FY 2017 ov Amount	nge
U.S. Postal Service Mail	0	0	0	0.0	85,751	93,066	(7,315)	(7.9)	1,440	1,874	(433)	(23.1)
Free Mail	0	0	0	0.0	847	1,442	(595)	(41.3)	64	74	(10)	(13.2)
Total Market Dominant Mail	8,165,550	8,590,441	(424,892)	(4.9)	26,680,542	27,788,391	(1,107,848)	(4.0)	1,231,120	1,292,631	(61,511)	(4.8)
Ancillary Services: Certified Mail Collect on Delivery USPS Tracking Insurance Registered Mail Return Receipts Stamped Envelopes and Cards Other Domestic Ancillary Services												

Special Services:

Money Orders

Post Office Box Service

Other Domestic Special Services

International Ancillary Services
Total Ancilliary Services

Other International Special Services

Total Additional Special Services

Total Market Dominant Services

Total Market Dominant Mail and Services 8,165,550 8,590,441 (424,892) (4.9)

Other Market Dominant Revenue

Total Market Dominant Revenue 8,165,550 8,590,441 (424,892) (4.9)

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

		REVE	NUE			PIECE	S			WEIGHT	(Pounds)	
		Change Quarter 3 FY 2017 over FY 2016				======== arter 3	 Cha FY 2017 ov	nge		======================================	Cha	====== inge ver FY 2016
Service Category	FY 2017	FY 2016	FY 2016 Amount Percent		FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent
T. 10	4.450	4 000	0.440	040.0	000	440	570	404.7	00	•	5.4	500.5
Total Competitive Revenue	4,158	4,158 1,009 3,149 312.2			692	119	573	481.7	60	9	51	588.5

		REVE	NUE			PIECE	S			WEIGHT	(Pounds)	
Service Category	Qua	rter 3		3 -	Qua	======== rter 3	Chan FY 2017 ove	•	Qua	arter 3	 Cha FY 2017 ov	· ·
=======================================	FY 2017	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	8,169,708	8,591,450	(421,742)	(4.9)	26,681,234	27,788,510	(1,107,276)	(4.0)	1,231,180	1,292,640	(61,459)	(4.8)
Total All Services	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	8,169,708	8,591,450	(421,742)	(4.9)	26,681,234	27,788,510	(1,107,276)	(4.0)	1,231,180	1,292,640	(61,459)	(4.8)
Total All Other Revenue												
Total All Revenue	8,169,708	8,591,450	(421,742)	(4.9)								

### TABLE 2-A LETTER MAIL

### MARKET DOMINANT PRODUCTS

		REVE				PIECE				WEIGHT (	,	
Service Category		r 3 YTD FY 2016	Char FY 2017 ove Amount	nge	Quarter FY 2017		Char FY 2017 ove Amount	ige		er 3 YTD FY 2016	Cha FY 2017 ov Amount	3 -
=======================================	=======	=======			=======	=======		=======	========		=======	
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			, ,	5,547	6,889		` ,	1,549,601	2,088		(19.9)
Parcels	9,732	13,123 0	(3,390) 0	(25.8) 0.0	0,547	0,009	(1,342) 0	(19.5) 0.0	1,072	2,000	(416) 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	0	0	0.0
Outbound First-Class Mail International	0	0	-		0	0	0		0	0	0	
Inbound Intl. Letter-Post Single-Piece & NSA Ma	0	•	0	0.0	0	•	•	0.0	Ū	•	0	0.0
First-Class Mail Fees	•	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	1 071 000	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	4,504	0,307	(1,004)	0.0	19,043	25,729	(0,004)	0.0	0	0,555	(1,723)	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)
Dockogo Sancioso Mail:												
Package Services Mail:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
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
Inbound Intl. Negotiated Service Agreement Ma	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

## 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)

		REVEN	_			PIECE	_			WEIGHT	,	
		======= r 3 YTD	Char FY 2017 ove	nge	Quarte	======== r 3 YTD	Chan FY 2017 ove	ige		======= er 3 YTD	Char FY 2017 ove	nge
Service Category	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent
U.S. Postal Service Mail	0	0	0	0.0	217,770	316,918	(99,148)	(31.3)	4,614	8,456	(3,842)	(45.4)
Free Mail	0	0	0	0.0	3,637	4,362	(724)	(16.6)	168	214	(46)	(21.5)
Total Market Dominant Mail	26,166,637	27,983,921	(1,817,284)	(6.5)	85,466,241	88,209,743	(2,743,502)	(3.1)	3,950,291	4,180,307	(230,016)	(5.5)

Ancillary Services:
Certified Mail
Collect on Delivery
USPS Tracking
Insurance
Registered Mail
Return Receipts
Stamped Envelopes and Cards
Other Domestic Ancillary Services
International Ancillary Services
Total Ancilliary Services

Special Services:
Money Orders
Post Office Box Service
Other Domestic Special Services
Other International Special Services
Total Additional Special Services

**Total Market Dominant Services** 

Total Market Dominant Mail and Services 26,166,637 27,983,921 (1,817,284) (6.5)

Other Market Dominant Revenue

Total Market Dominant Revenue 26,166,637 27,983,921 (1,817,284) (6.5)

		REVE	NUE			PIECE	ES			WEIGHT	(Pounds)	
		======= er 3 YTD		nge		======== er 3 YTD	Cha FY 2017 ov	nge		======== er 3 YTD		====== ange ver FY 2016
Service Category	FY 2017	7 FY 2016 Amount		Percent	FY 2017	FY 2016	Amount	Percent	FY 2017	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

		REVE	NUE			PIECE	≣S			WEIGHT	(Pounds)	
	Quarte	er 3 YTD	Cha FY 2017 ov	0	Quart	======= er 3 YTD	Cha FY 2017 ov	0	Quarte	er 3 YTD		====== ange ver FY 2016
Service Category	FY 2017			Percent	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent
Total Competitive Revenue	6,625	4,025	4,025 2,599 64.6		1,022	612	409	66.9	82	58	24	41.1

# 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)

		REVE	_			PIECE	_			WEIGHT	,	
Service Category		Change Quarter 3 YTD FY 2017 over FY 2016  FY 2017 FY 2016 Amount Percent				er 3 YTD	Char FY 2017 ove	nge		er 3 YTD	 Char FY 2017 ove	nge
	FY 2017	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	26,173,261	27,987,946	(1,814,685)	(6.5)	85,467,263	88,210,356	(2,743,093)	(3.1)	3,950,374	4,180,366	(229,992)	(5.5)
Total All Services	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	26,173,261	27,987,946	(1,814,685)	(6.5)	85,467,263	88,210,356	(2,743,093)	(3.1)	3,950,374	4,180,366	(229,992)	(5.5)
Total All Other Revenue												
Total All Revenue	26.173.261	27.987.946	(1.814.685)	(6.5)								

#### 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)

REVENUE **PIECES** WEIGHT (Pounds) \_\_\_\_\_ \_\_\_\_\_\_ \_\_\_\_\_ Change Change Change Quarter 3 FY 2017 over FY 2016 Quarter 3 FY 2017 over FY 2016 Quarter 3 FY 2017 over FY 2016 Service Category FY 2017 FY 2016 Amount Percent FY 2017 FY 2016 Amount Percent FY 2017 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 0.0 Single-Piece Cards 0 0 0 0 0 0 0.0 0 0 0 0.0 Total Single-Piece Letters and Cards 0 Λ 0.0 Ω 0 0 0.0 0 n 0 n 0.0 0 Ω 0 Presort Letters O Λ 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 Total Presort Letters and Cards O 0 0.0 0 0 0 0.0 0 0 0 0.0 Flats 466,180 524,127 (57,947)340,005 380,824 (40.819)(10.7)66,035 74,834 (11.1)(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 Ma 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 43.157 183.274 42,681 14.4 408,806 365,650 11.8 1,571,799 1,388,525 13.2 339,536 296,855 Letters 0 (0) (227.6)(2)(2)(406.7)(0) 0 (0)(174.0)(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 Every Door Direct Mail Retail 36.997 34.958 (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/ O 0 0 0.0 0 0 0 0.0 0 0 0 0.0 Total USPS Marketing Mail / Standard Mail 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)1,301,350 (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 O 0.0 0 0 0 0.0 0 0 Ω 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 O 0 0 0.0 0 0 0 0.0 0 0 0 0.0 **Bound Printed Matter Flats** 44,337 43.485 851 58,918 2.704 4.8 98.163 89,532 8.631 2.0 56,215 9.6 **Bound Printed Matter Parcels** 0 0.0 0 0 0.0 0 Ω 0.0 0 0 0 0 Media and Library Mail 4,443 (47)(1.1)(18)1,581 (215)(13.6)4,395 1,533 1,552 (1.2)1,366 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

## 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)

		REVEN	_			PIECE				WEIGHT (	,	
One day Ontareas	Quai		Char FY 2017 ove	nge er FY 2016	Quar		Char FY 2017 ove	ige er FY 2016	Qua	arter 3	Cha FY 2017 ov	nge er FY 2016
Service Category	FY 2017 = ======	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent
U.S. Postal Service Mail	0	0	0	0.0	8,088	7,105	983	13.8	1,159	854	306	35.8
Free Mail	0	0	0	0.0	2,004	2,363	(359)	(15.2)	506	624	(118)	(18.9)
Total Market Dominant Mail	2,175,550	2,353,637	(178,087)	(7.6)	7,188,275	7,529,761	(341,486)	(4.5)	1,777,542	1,854,875	(77,333)	(4.2)
Ancillary Services: Certified Mail Collect on Delivery USPS Tracking Insurance Registered Mail Return Receipts Stamped Envelopes and Cards Other Domestic Ancillary Services												

Special Services: Money Orders

Post Office Box Service

Other Domestic Special Services

International Ancillary Services
Total Ancilliary Services

Other International Special Services

Total Additional Special Services

Total Market Dominant Services

Total Market Dominant Mail and Services 2,175,550 2,353,637 (178,087) (7.6)

Other Market Dominant Revenue

Total Market Dominant Revenue 2,175,550 2,353,637 (178,087) (7.6)

		REVE	NUE			PIECE	ES			WEIGHT	(Pounds)	
		arter 3		ange		======== arter 3	Cha FY 2017 ov	nge		arter 3		====== ange ver FY 2016
Service Category	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	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)	

		REVE	NUE			PIECE	≣S			WEIGHT	(Pounds)	
	Qua	arter 3	Cha FY 2017 ov	0	Qua	arter 3	Cha FY 2017 ov	0	Qua	arter 3	Cha FY 2017 ov	====== ange ver FY 2016
Service Category	Quarter 3 ervice Category FY 2017 FY 2016		Amount	Percent	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	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)	

		REVE	-			PIECE				WEIGHT	,	
Service Category		rter 3	Chai	nge	Quar	ter 3	Chan FY 2017 ove	ge		urter 3	 Char FY 2017 ove	nge
	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	2,401,995	2,597,098	(195,104)	(7.5)	7,228,153	7,571,882	(343,728)	(4.5)	1,797,640	1,878,600	(80,961)	(4.3)
Total All Services Total All Mail and Services Total All Other Revenue	2,401,995	2,597,098	(195,104)	0.0 (7.5)	7,228,153	7,571,882	(343,728)	0.0 (4.5)	1,797,640	1,878,600	(80,961)	0.0 (4.3)
Total All Revenue	2,401,995	2,597,098	(195,104)	(7.5)								

#### 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)

REVENUE **PIECES** WEIGHT (Pounds) \_\_\_\_\_ \_\_\_\_\_\_ \_\_\_\_\_ Change Change Change Quarter 3 YTD FY 2017 over FY 2016 Quarter 3 YTD FY 2017 over FY 2016 Quarter 3 YTD FY 2017 over FY 2016 Service Category FY 2017 FY 2016 Amount Percent FY 2017 FY 2016 Amount Percent FY 2017 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 0.0 Single-Piece Cards 0 0 0 0 0 0 0.0 0 n 0 0.0 Total Single-Piece Letters and Cards Λ Λ 0.0 Ω 0 0 0.0 0 n 0 n 0.0 0 0 Presort Letters 0 Λ 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 Total Presort Letters and Cards O 0 0.0 0 0 0 0.0 0 0 0 0.0 Flats 1,520,333 1,699,698 (179,365)1,110,498 1,203,063 (92,565)220,537 242,066 (8.9)(10.6)(7.7)(21,529)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 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 Ma 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 Λ 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 1.359.864 32,128 366.845 7.3 1,139,497 31.653 2.9 1,391,992 2.4 5,361,673 4,994,828 1,107,844 Letters (1) (116.8)(2)9 (11)(119.8)(0) (1) (107.9)(0)Flats 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)Parcels Λ (8) (100.0)0 (2)(100.0)2 (2)(100.0)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)39,406 Domestic Negotiated Serv. Agreement Mail 36,109 45,187 (9,078)(20.1)148,960 192,856 (43,896)(22.8)31,792 (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 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 (4.0)(156,111)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 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 O 0.0 0 0 0 0.0 0 0 Ω 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 O 0 0 0.0 0 0 0 0.0 0 0 0 0.0 **Bound Printed Matter Flats** 149,291 159.090 (9.799)196.300 200.330 (4.030)320.185 (6.2)(2.0)321.010 (826)(0.3)**Bound Printed Matter Parcels** 0.0 0 0.0 Ω 0.0 0 0 0 0 0 0 n Media and Library Mail (836)(5.9)(122)4,910 (601)13,432 14,269 4,766 4,888 (2.5)4,309 (12.2)Package Services Mail Fees 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)

## 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)

		REVEN				PIECE				WEIGHT (	,	
Service Category	Quarter FY 2017	r 3 YTD FY 2016	Char FY 2017 ove Amount	nge er FY 2016 Percent	Quarter FY 2017		Chan FY 2017 ove Amount	ge		er 3 YTD FY 2016	Cha FY 2017 ov Amount	nge
U.S. Postal Service Mail	0	0	0	0.0	21,864	17,717	4,147	23.4	3,104	2,697	407	15.1
Free Mail	0	0	0	0.0	7,038	5,877	1,161	19.7	1,959	1,500	460	30.7
Total Market Dominant Mail	7,238,733	7,833,253	(594,520)	(7.6)	23,631,023	24,198,821	(567,797)	(2.3)	5,768,635	6,041,164	(272,530)	(4.5)
Ancillary Services: Certified Mail Collect on Delivery USPS Tracking Insurance Registered Mail Return Receipts												

Special Services:

Money Orders
Post Office Box Service

OSI Office Box Service

Stamped Envelopes and Cards Other Domestic Ancillary Services International Ancillary Services Total Ancilliary Services

Other Domestic Special Services
Other International Special Services

Total Additional Special Services

Total Market Dominant Services

Total Market Dominant Mail and Services 7,238,733 7,833,253 (594,520) (7.6)

Other Market Dominant Revenue

Total Market Dominant Revenue 7,238,733 7,833,253 (594,520) (7.6)

	REVENUE					PIECE	S			WEIGHT	(Pounds)	
			Cha	====== ange /er FY 2016		======== er 3 YTD	Cha FY 2017 ov	nge	Quarte	======= er 3 YTD		====== ange ver FY 2016
Service Category			Amount	Percent	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	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)	

		REVE	NUE			PIECE	≣S			WEIGHT	(Pounds)	
	Quarte	er 3 YTD	Cha FY 2017 ov	0	Quarte	======== er 3 YTD	Cha FY 2017 ov	0	Quarte	er 3 YTD		====== ange ver FY 2016
Service Category	Quarter 3 YTD FY 2017 FY 2016 ========		Amount	Percent	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	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)

		REVE				PIECE	S			WEIGHT	,	
Service Category		======= er 3 YTD	Cha FY 2017 ov	 nge		======== er 3 YTD	Char FY 2017 ove	ige		======== er 3 YTD	 Chai FY 2017 ove	nge
=======================================	FY 2017	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

	REVENUE					PIECE	_	WEIGHT (Pounds)				
= Service Category		rter 3 FY 2016	Chai FY 2017 ove Amount	nge	Quar FY 2017	ter 3 FY 2016	Char FY 2017 ove Amount	nge		rter 3 FY 2016	Cha FY 2017 ov Amount	inge
		=======	=======	=======================================	=======	=======	=======	=======	=======	=======	=======	=======
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 Ma	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	(1,000)	0.0	0	0	(1,700)	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	01,570	0	0,214	0.0	0	0,425	0	0.0	72,707	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
Total I donago octivides Iviali	120,702	121,100	0,702	5.5	13,101	01,000	0,100	ع.د	111,230	100,007	0,200	7.3

## 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)

		REVE	_			PIECE	WEIGHT (Pounds)					
Service Category	Qua FY 2017	rter 3 FY 2016	Char FY 2017 ove Amount	nge er FY 2016 Percent	Quar FY 2017	ter 3 FY 2016	Char FY 2017 ove Amount	nge er FY 2016 Percent	Qua FY 2017	arter 3 FY 2016	Cha FY 2017 ov Amount	ange /er FY 2016 Percent
U.S. Postal Service Mail	0	0	0	0.0	3,953	4,295	(342)	(8.0)	20,405	25,162	(4,757)	(18.9)
Free Mail	0	0	0	0.0	8,337	8,125	212	2.6	4,363	4,094	270	6.6
Total Market Dominant Mail	269,026	323,395	(54,370)	(16.8)	140,629	159,381	(18,752)	(11.8)	221,923	225,549	(3,626)	(1.6)
Ancillary Services: Certified Mail Collect on Delivery USPS Tracking Insurance Registered Mail Return Receipts Stamped Envelopes and Cards												

Special Services:

Money Orders

Post Office Box Service

Other Domestic Special Services

Other Domestic Ancillary Services International Ancillary Services Total Ancilliary Services

Other International Special Services

Total Additional Special Services

Total Market Dominant Services

Total Market Dominant Mail and Services 269,026 323,395 (54,370) (16.8)

Other Market Dominant Revenue

Total Market Dominant Revenue 269,026 323,395 (54,370) (16.8)

		REVE	NUE			PIECE	S		WEIGHT (Pounds)				
		arter 3	Change FY 2017 over FY 2016		Quarter 3		Change FY 2017 over FY 2016		Quarter 3		Change FY 2017 over FY 2016		
Service Category	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	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	

		REVE	NUE			PIECE	S		WEIGHT (Pounds)				
	Change Quarter 3 FY 2017 over FY 2016			Qua	arter 3	Cha FY 2017 ov	Qua	arter 3	Cha FY 2017 ov	0			
Service Category	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	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	

		REVE	-		PIECES				WEIGHT (Pounds)			
Service Category	Chang Quarter 3 FY 2017 over			 nge	•			===== nge er FY 2016	Quarter 3		Change FY 2017 over FY 2016	
	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	4,162,234	3,664,237	497,998	13.6	1,244,133	1,110,815	133,318	12.0	2,376,085	2,040,270	335,816	16.5
Total All Services	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	4,162,234	3,664,237	497,998	13.6	1,244,133	1,110,815	133,318	12.0	2,376,085	2,040,270	335,816	16.5
Total All Other Revenue												
Total All Revenue	4 162 234	3 664 237	497 998	13.6								

### 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)

		REVEN	-			PIECE	-	WEIGHT (Pounds)				
Service Category	Quarter FY 2017	FY 2016	Char FY 2017 ove Amount	nge	Quarter FY 2017	r 3 YTD FY 2016	Char FY 2017 ove Amount	nge		er 3 YTD FY 2016	Char FY 2017 ove Amount	nge er 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	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	, o	0.0	0	0	O O	0.0	0	0	O O	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 Ma	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

### 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)

		REVEN	_			PIECE				WEIGHT (	,	
Service Category	Quarter FY 2017	r 3 YTD FY 2016	Char FY 2017 ove Amount	nge er FY 2016 Percent	Quarter FY 2017		Chan FY 2017 ove Amount	ige		r 3 YTD FY 2016	Char FY 2017 ove Amount	nge
U.S. Postal Service Mail	0	0	0	0.0	13,659	13,801	(143)	(1.0)	68,333	81,023	(12,690)	(15.7)
Free Mail	0	0	0	0.0	22,947	23,263	(316)	(1.4)	12,899	12,430	469	3.8
Total Market Dominant Mail	900,672	934,153	(33,481)	(3.6)	479,822	469,544	10,277	2.2	803,089	763,989	39,100	5.1
Ancillary Services: Certified Mail Collect on Delivery USPS Tracking Insurance Registered Mail Return Receipts Stamped Envelopes and Cards Other Domestic Ancillary Services International Ancillary Services Total Ancilliary Services												

Special Services:
Money Orders
Post Office Box Service
Other Domestic Special

Other Domestic Special Services Other International Special Services

Total Additional Special Services

**Total Market Dominant Services** 

Total Market Dominant Mail and Services 900,672 934,153 (33,481) (3.6)

Other Market Dominant Revenue

Total Market Dominant Revenue 900,672 934,153 (33,481) (3.6)

		REVE	_			PIECE				WEIGHT	. ,	
Service Category		er 3 YTD	Cha	====== ange ver FY 2016		======== er 3 YTD		nge		er 3 YTD	Cha FY 2017 ov	inge
	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent	FY 2017	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

		REVE	NUE			PIECE	≣S			WEIGHT	(Pounds)	
		======= er 3 YTD	Cha	inge		======= er 3 YTD	 Cha FY 2017 ov	nge	Quarte	er 3 YTD		====== ange /er FY 2016
Service Category	FY 2017	FY 2016	2016 Amount Percent		FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	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

		REVE	-			PIECE	-			WEIGHT	•	
Service Category			 Cha FY 2017 ov	 nge		er 3 YTD		nge		======== er 3 YTD	 Chai FY 2017 ove	nge
	Quarter 3 YTD FY 2017 over FY 2016 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	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

		REVEN	_			PIECE	-			WEIGHT	` '	
= Service Category		rter 3 FY 2016	Char FY 2017 ove Amount	nge	Qua FY 2017	rter 3 FY 2016	Chan FY 2017 ove Amount	ge		rter 3 FY 2016	Cha	ange ver FY 2016 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	0,140	0,041	0	0.0	4,009	4,550	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 Ma	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)
Total Tilist-Class Iviali	1,200,294	1,302,372	(102,276)	(7.5)	2,323,300	2,712,027	(100,007)	(0.9)	12,321	78,003	(0,279)	(6.0)
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	Ö	0	0.0	0	0	0	0.0	0	0	0	0.0
Dockogo Santingo Mailt												
Package Services Mail:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Alaska Bypass	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
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	•	ŭ	ŭ	0.0	ŭ	-	•	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)

#### 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)

		REVEN	_			PIECE				WEIGHT	,	
		 rter 3	 Char FY 2017 ove	nge		rter 3	Chan FY 2017 ove	ge		 rter 3	Cha	====== ange /er FY 2016
Service Category	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent
U.S. Postal Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Free Mail	0	0	0	0.0	0	8	(8)	(100.0)	0	0	(0)	(100.0)
Total Market Dominant Mail	1,399,817	1,510,615	(110,798)	(7.3)	3,347,154	3,564,227	(217,074)	(6.1)	117,197	125,500	(8,304)	(6.6)
Ancillary Services: Certified Mail Collect on Delivery USPS Tracking												

Insurance Registered Mail Return Receipts Stamped Envelopes and Cards

Other Domestic Ancillary Services International Ancillary Services
Total Ancilliary Services

Special Services:

Money Orders Post Office Box Service Other Domestic Special Services Other International Special Services Total Additional Special Services

**Total Market Dominant Services** 

Total Market Dominant Revenue

Total Market Dominant Mail and Services 1,411,110 1,521,864 (110,754) (7.3)Other Market Dominant Revenue

1,411,110

1,521,864

(110,754)

(7.3)

		REVE	_			PIEC	_				(Pounds)	
		======= arter 3	Cha FY 2017 ov	nge		======== uarter 3	Cha FY 2017 ov	nge		arter 3		ange ver FY 2016
Service Category	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	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)

		REVE	_			PIEC	_				(Pounds)	
Service Category		======= arter 3		inge		arter 3	Cha FY 2017 ov	nge		arter 3	Ch	ange ver FY 2016
	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	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)	

		REVEN	-			PIECI					(Pounds)	
Service Category		rter 3	Char FY 2017 ove	nge		arter 3	Char FY 2017 ove	nge		rter 3	Cha FY 2017 ov	inge
	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	1,413,200	1,526,764	(113,564)	(7.4)	3,349,062	3,566,412	(217,351)	(6.1)	119,307	128,001	(8,694)	(6.8)
Total All Services	11,293	11,249	44	0.4	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services Total All Other Revenue	1,424,493	1,538,013	(113,520)	(7.4)	3,349,062	3,566,412	(217,351)	(6.1)	119,307	128,001	(8,694)	(6.8)
Total All Revenue	1,424,493	1,538,013	(113,520)	(7.4)								

#### 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)

**REVENUE PIECES** WEIGHT (Pounds) \_\_\_\_\_ \_\_\_\_\_ Change Change Change Quarter 3 YTD Quarter 3 YTD Quarter 3 YTD FY 2017 over FY 2016 FY 2017 over FY 2016 FY 2017 over FY 2016 Service Category 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)346.924 (20.3)1.728 (20.3)276.532 (70,392)2.168 (440)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 (9.8)350,122 374,144 (6.4)20,812 22,686 (8.3)(15,081)(24,022)(1,874)Presort Cards 1,904 2,071 (167)(8.1)7,231 7,685 (454)(5.9)47 50 (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 Ma 0 0 0 0.0 0 0 0 0.0 0 0 0 0.0 First-Class Mail Fees 0 0 O 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 9,437,809 4,300,550 (696,713)279,932 Total First-Class Mail 4,761,796 (461,246)(9.7)8,741,097 (7.4)251,764 (28, 168)(10.1)USPS Marketing Mail / Standard Mail: 13.2 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 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)13,982 199 Flats 15,687 (1,705)(10.9)42,766 46,404 (3,638)(7.8)7,151 6,953 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 Λ 0 0 0.0 Λ Λ Λ 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 O 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 Λ 0 0.0 Λ 0 0 0.0 Λ 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)437 536 (99)(18.5)774 1,027 (253)(20.8)(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)

### 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)

		REVEN	_			PIECE	_			WEIGHT	,	
		======= r 3 YTD	Char FY 2017 ove	nge	Quarte	r 3 YTD	 Char FY 2017 ove	nge		r 3 YTD	Cha	====== ange ver FY 2016
Service Category	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent
U.S. Postal Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Free Mail	0	0	0	0.0	0	9	(9)	(100.0)	0	0	(0)	(100.0)
Total Market Dominant Mail	4,752,343	5,239,829	(487,486)	(9.3)	11,480,350	12,193,727	(713,377)	(5.9)	400,378	428,960	(28,582)	(6.7)
Ancillary Services: Certified Mail Collect on Delivery USPS Tracking												

Certified Mail
Collect on Delivery
USPS Tracking
Insurance
Registered Mail
Return Receipts
Stamped Envelopes and Cards
Other Domestic Ancillary Services
International Ancillary Services
Total Ancilliary Services

Special Services:

Money Orders
Post Office Box Service
Other Domestic Special Services
Other International Special Services
Total Additional Special Services

**Total Market Dominant Services** 

Total Market Dominant Mail and Services 4,783,784 5,271,514 (487,730) (9.3)

Other Market Dominant Revenue

4,783,784

5,271,514

(487,730)

(9.3)

Total Market Dominant Revenue

		REVE	_			PIEC	_				(Pounds)		
Service Category		======= er 3 YTD	Cha FY 2017 ov	nge		======= ter 3 YTD	Cha FY 2017 ov	nge		======== er 3 YTD	Cha	ange ver FY 2016	
Service Category	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	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)	

	REVENUE ===================================					PIEC	ES			WEIGHT	(Pounds)	
		======= er 3 YTD		nge		======== ter 3 YTD	 Cha FY 2017 ov	nge		======= er 3 YTD	Cha	ange ver FY 2016
Service Category	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent
T. 10	44.050	50.004	(40.040)	(0.4.0)	0.050	0.047	(4.050)	(0.1.1)	0.004	40.040	(0.700)	(25.0)
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)

REVENUE PIECES WEIGHT (Pounds)

		KEVEI	_			FIEC	_			WEIGHT	` '	
Service Category		er 3 YTD	 Char FY 2017 ove	nge		er 3 YTD	 Char FY 2017 ove	nge		======= er 3 YTD	Cha	====== inge er FY 2016
	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 Total All Services Total All Mail and Services Total All Other Revenue Total All Revenue	4,796,596 31,441 4,828,037 4.828,037	5,298,031 31,685 5,329,715 5,329,715	(501,435) (244) (501,679) (501,679)	(9.5) (0.8) (9.4) (9.4)	11,486,407 0 11,486,407	12,201,744 0 12,201,744	(715,337) 0 (715,337)	(5.9) 0.0 (5.9)	408,469 0 408,469	439,773 0 439,773	(31,304) 0 (31,304)	(7.1) 0.0 (7.1)

#### TABLE 3-B METERED MAIL

#### MARKET DOMINANT PRODUCTS

		REVEN	-			PIECE	_			WEIGHT	. ,	
Service Category	Quai FY 2017	ter 3 FY 2016	Char FY 2017 ove Amount	nge er FY 2016 Percent	FY 2017	rter 3 FY 2016	Char FY 2017 ove Amount	nge er FY 2016 Percent	Qua FY 2017	rter 3 FY 2016	Cha FY 2017 ov Amount	ange ver FY 2016 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 Ma	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

## 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)

		REVE	_			PIECI	_			WEIGHT	,	
		arter 3	 Cha FY 2017 ov	nge		arter 3	 Chai FY 2017 ove	nge		======== arter 3	 Cha FY 2017 ov	ange
Service Category	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent
	========	=======	=======	=======		=======	========	========	========	========	=======================================	=======
U.S. Postal Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Free Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Market Dominant Mail	2,084,148	2,374,443	(290,295)	(12.2)	4,496,190	4,924,695	(428,506)	(8.7)	283,343	312,264	(28,921)	(9.3)
Ancillary Services: Certified Mail Collect on Delivery												

Certified Mail
Collect on Delivery
USPS Tracking
Insurance
Registered Mail
Return Receipts
Stamped Envelopes and Cards
Other Domestic Ancillary Services

Other Domestic Ancillary Services International Ancillary Services Total Ancilliary Services

Special Services:

Money Orders
Post Office Box Service
Other Domestic Special Services
Other International Special Services
Total Additional Special Services

**Total Market Dominant Services** 

Total Market Dominant Mail and Services 2,261,655 2,549,274 (287,618) (11.3)

Other Market Dominant Revenue

Total Market Dominant Revenue 2,261,655 2,549,274 (287,618) (11.3)

		REVE	NUE			PIEC	ES			WEIGHT	(Pounds)	
		======== arter 3	Cha FY 2017 ov	inge		arter 3		inge		arter 3	Ch	====== ange over FY 2016
Service Category	rvice Category FY 2017 FY 2016 Amount Percent			FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	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

		REVE	_			PIEC	_				(Pounds)	
Service Category		arter 3		nge		ıarter 3	Cha FY 2017 ov	nge		arter 3	Cha	ange ver FY 2016
	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent
Total Competitive Revenue	1,802,629	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	

		REVEN	-			PIECE	_			WEIGHT	(Pounds)	
Service Category	Quar		Char FY 2017 ove	nge		rter 3	Char FY 2017 ove	nge	Qua		Cha	====== ange /er FY 2016
	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent
Total Market Dominant and Competitive		0.050.407	(00.704)		4.044.000	5.000.050	(070.004)		740.005	740.047		
Total All Mail Total All Services	3,886,777 177,507	3,950,497 174,830	(63,721) 2,677	(1.6) 1.5	4,841,393 0	5,220,358 0	(378,964) 0	(7.3) 0.0	743,005 0	719,047 0	23,958 0	3.3 0.0
Total All Mail and Services Total All Other Revenue	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 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)

**REVENUE PIECES** WEIGHT (Pounds) \_\_\_\_\_ \_\_\_\_\_ Change Change Change Quarter 3 YTD Quarter 3 YTD Quarter 3 YTD FY 2017 over FY 2016 FY 2017 over FY 2016 FY 2017 over FY 2016 Service Category 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)905 1.062 (14.8)(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)433,942 462,335 Presort Letters 2,797,491 3,099,776 (302,285)(9.8)7,304,661 7,836,591 (531,930)(6.8)(28,393)(6.1)Presort Cards 2,064 2,683 (619)(23.1)7,845 9,981 (2,136)(21.4)75 93 (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 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 Ma 0 0 0 0.0 0 0 0 0.0 0 0 0 0.0 First-Class Mail Fees 0 0 O 0.0 0 0 0 0.0 O 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 6,322,912 (738,711)13,097,225 14,051,532 Total First-Class Mail 7,061,623 (10.5)(954,307)(6.8)748,892 806,672 (57,781)(7.2)USPS Marketing Mail / Standard Mail: 264 248 High Density and Saturation Letters 1,087 823 32.1 6,824 5,091 1,733 34.0 296 48 19.4 24 High Density and Saturation Flats & Parcels 106 30 76 252.1 652 189 463 244.7 34 10 252.9 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)109 2,788 2,242 547 24.4 Flats 7,761 7,652 1.4 23,834 20,439 3,394 16.6 **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 Λ 0 0.0 0 0 0 0.0 n 0 0 0.0 Inbound Intl. Negotiated Serv. Agreement Mail 0 0 0.0 Λ 0 0 0.0 Λ Λ Λ 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 O 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 Λ 0 0.0 Λ 0 0 0.0 Λ 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 131,321 (7,831) 36,582 37,798 (1,216)(3.2)78,515 82,116 (3,601)(4.4)123,490 (6.0)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)

### 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)

		REVEN	_			PIECE	_			WEIGHT	,	
	Quarte	r 3 YTD	Cha FY 2017 ov	 nge er FY 2016	Quarte	er 3 YTD	Char FY 2017 ove	 nge er FY 2016	Quarte	r 3 YTD		 ange ver FY 2016
Service Category	FY 2017 ====================================	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent ======
U.S. Postal Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Free Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Market Dominant Mail	6,658,944	7,436,151	(777,207)	(10.5)	14,317,606	15,369,589	(1,051,983)	(6.8)	891,082	957,537	(66,455)	(6.9)
Ancillary Services: Certified Mail												

Certified Mail
Collect on Delivery
USPS Tracking
Insurance
Registered Mail
Return Receipts
Stamped Envelopes and Cards
Other Domestic Ancillary Services
International Ancillary Services

Total Ancilliary Services

Special Services:

Money Orders
Post Office Box Service
Other Domestic Special Services
Other International Special Services
Total Additional Special Services

**Total Market Dominant Services** 

Total Market Dominant Mail and Services 7,201,138 7,979,098 (777,960) (9.7)

Other Market Dominant Revenue

Other Market Dominant Revenue

Total Market Dominant Revenue 7,201,138 7,979,098 (777,960) (9.7)

		REVE	NUE			PIEC	ES			WEIGHT	(Pounds)	
Service Category		======= er 3 YTD	Cha FY 2017 ov	inge		er 3 YTD		nge		======== er 3 YTD	Ch	====== ange over FY 2016
Service Category			Percent	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	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

		REVE	NUE			PIEC	ES			WEIGHT	(Pounds)	
		======== er 3 YTD		ange	Quart	er 3 YTD	 Cha FY 2017 ov	===== inge er FY 2016	Quarte	======= er 3 YTD		====== ange ver FY 2016
Service Category	FY 2017	FY 2016	Amount Percent		FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	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

### TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS

		REVEN	-			PIECE	_			WEIGHT	` ,	
Service Category		======= r 3 YTD	Chan	ige		er 3 YTD	Char FY 2017 ove	ige		r 3 YTD	Cha	====== ange ver FY 2016
	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	12,127,527	12,376,250	(248,723)	(2.0)	15,364,651	16,344,525	(979,875)	(6.0)	2,310,662	2,252,945	57,717	2.6
Total All Services	542,194	542,947	(753)	(0.1)	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services Total All Other Revenue	12,669,721	12,919,198	(249,476)	(1.9)	15,364,651	16,344,525	(979,875)	(6.0)	2,310,662	2,252,945	57,717	2.6
Total All Revenue	12,669,721	12,919,198	(249,476)	(1.9)								

#### 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)

**REVENUE PIECES** WEIGHT (Pounds) \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ Change Change Change Quarter 3 FY 2017 over FY 2016 Quarter 3 FY 2017 over FY 2016 Quarter 3 FY 2017 over FY 2016 FY 2017 Service Category FY 2016 Amount Percent FY 2017 FY 2016 Amount Percent FY 2017 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 9,717 (606)15,346 (1,425)(8.5)891 987 (95)(9.7)9,111 (6.2)16,771 0.0 0.0 Presort Letters 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 Ma 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 5.940 59,243 59,887 238 Total First-Class Mail 116,342 110,402 5.4 (644)(1.1)13,369 13,131 1.8 USPS Marketing Mail / Standard Mail: 0.0 High Density and Saturation Letters 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 Λ 0 0.0 Letters 0 0 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 **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 Λ 0 0.0 Λ 0 0 0.0 Λ Λ Λ 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 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 O 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 Λ 0 0 0.0 Λ 0 Λ 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)3,763 (13)(0.3)11,336 11,697 (361)(3.1)(0.8)3,750 Package Services Mail Fees 0.0 0.0 0 0 (0)(100.0)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)

### 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)

		REVEN				PIECE				WEIGHT	,	
Service Category	Quar FY 2017	ter 3 FY 2016	Char FY 2017 ove Amount	nge		rter 3 FY 2016	Char FY 2017 ove Amount	nge er FY 2016 Percent		rter 3 FY 2016	Cha	ange ver FY 2016 Percent
U.S. Postal Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Free Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Market Dominant Mail	130,778	124,960	5,818	4.7	62,993	63,650	(656)	(1.0)	24,705	24,828	(123)	(0.5)
Ancillary Services: Certified Mail Collect on Delivery USPS Tracking Insurance Registered Mail Return Receipts Stamped Envelopes and Cards												

### Special Services:

Money Orders
Post Office Box Service
Other Domestic Special Services

Other International Special Services

Other Domestic Ancillary Services International Ancillary Services Total Ancilliary Services

Total Additional Special Services

**Total Market Dominant Services** 

Total Market Dominant Mail and Services 212,730 211,997 733 0.3

Other Market Dominant Revenue

Total Market Dominant Revenue 212,730 211,997 733 0.3

		REVE	NUE			PIEC	ES			WEIGHT	(Pounds)	
Service Category		======== arter 3	======= Cha FY 2017 ov	nge		arter 3	 Cha FY 2017 ov	nge		======= arter 3	Ch	====== ange over FY 2016
Service Category	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	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

	REVENUE				PIECES				WEIGHT (Pounds)			
		======= arter 3	Cha	Change FY 2017 over FY 2016		======== uarter 3	======================================		Quarter 3		Change FY 2017 over FY 2016	
Service Category	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	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

	REVENUE					PIEC			WEIGHT (Pounds)			
Service Category	Quarter 3		Change FY 2017 over FY 2016		Quarter 3		Change FY 2017 over FY 2016		Quarter 3			ange
	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	655,782	619,841	35,941	5.8	109,867	109,527	339	0.3	156,384	154,955	1,428	0.9
Total All Services	81,952	87,037	(5,085)	(5.8)	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services Total All Other Revenue	737,734	706,878	30,856	4.4	109,867	109,527	339	0.3	156,384	154,955	1,428	0.9
Total All Revenue	737,734	706,878	30,856	4.4								

#### 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)

**REVENUE PIECES** WEIGHT (Pounds) \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ Change Change Change Quarter 3 YTD Quarter 3 YTD Quarter 3 YTD FY 2017 over FY 2016 FY 2017 over FY 2016 FY 2017 over FY 2016 FY 2017 FY 2016 Service Category FY 2016 Amount Percent FY 2017 FY 2016 Amount Percent FY 2017 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 (9.9)40,068 43,912 (3,844)(8.8)2,390 2,662 (271)(10.2)(2.611)0.0 0.0 Presort Letters 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 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 Ma 0 0 0 0.0 0 0 0 0.0 0 0 0 0.0 First-Class Mail Fees 0 0 O 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 0 356,478 349,440 7.037 175,436 791 Total First-Class Mail 2.0 176,951 (1,515)(0.9)41,684 40,893 1.9 USPS Marketing Mail / Standard Mail: 0.0 High Density and Saturation Letters 0 0 0 0.0 0 0 0 0 Λ 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 Λ 0 0.0 Letters 0 0 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 **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 Λ 0 0.0 Λ 0 0 0.0 Λ Λ Λ 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 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 O 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 Λ 0 0 0.0 0 0 n 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 46,070 8,507 14,704 11,949 23.1 40,631 34,408 6,222 18.1 54,577 18.5 2,754 Package Services Mail Fees (100.0)0 0.0 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

### 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)

		REVE	NUE			PIEC	ES		WEIGHT (Pounds)				
		======== er 3 YTD	 Cha FY 2017 ov	nge		er 3 YTD	 Chai FY 2017 ove	nge	Quarter 3 YTD		Change FY 2017 over FY 2016		
Service Category	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent	
U.S. Postal Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0	
Free Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0	
Total Market Dominant Mail	411,055	395,511	15,544	3.9	190,140	188,900	1,240	0.7	82,315	75,301	7,014	9.3	
Ancillary Services: Certified Mail Collect on Delivery USPS Tracking													

Certified Mail
Collect on Delivery
USPS Tracking
Insurance
Registered Mail
Return Receipts
Stamped Envelopes and Cards
Other Domestic Ancillary Service

Other Domestic Ancillary Services
International Ancillary Services
Total Ancilliary Services

Special Services:

Money Orders
Post Office Box Service
Other Domestic Special Services
Other International Special Services
Total Additional Special Services

**Total Market Dominant Services** 

Total Market Dominant Revenue

Total Market Dominant Mail and Services 640,772 643,649 (2,877) (0.4)
Other Market Dominant Revenue

640,772

643,649

(2,877)

(0.4)

		REVE	NUE		PIECES				WEIGHT (Pounds)			
Service Category	Quarte	======= er 3 YTD	Change FY 2017 over FY 2016		Quarter 3 YTD		======================================		Quarter 3 YTD		======================================	
	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	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)

	REVENUE						PIECES				WEIGHT (Pounds)				
	Change  Quarter 3 YTD  FY 2017 over FY 2016			nge		er 3 YTD	Cha FY 2017 ov	0		======= er 3 YTD	Change FY 2017 over FY 2016				
Service Category	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	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)			

### 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)

	REVENUE					PIEC	ΞS		WEIGHT (Pounds)				
Service Category	Change  Quarter 3 YTD  FY 2017 over FY 2016			Quart	======== er 3 YTD	Char FY 2017 ove	0		======== er 3 YTD	Change FY 2017 over FY 2016			
======================================	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	2,264,059	2,183,236	80,823	3.7	352,389	354,196	(1,807)	(0.5)	568,542	574,574	(6,032)	(1.0)	
Total All Services	229,717	248,138	(18,422)	(7.4)	0	0	0	0.0	0	0	0	0.0	
Total All Mail and Services	2,493,775	2,431,375	62,401	2.6	352,389	354,196	(1,807)	(0.5)	568,542	574,574	(6,032)	(1.0)	
Total All Other Revenue													
Total All Revenue	2.493.775	2.431.375	62.401	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)

**REVENUE PIECES** WEIGHT (Pounds) \_\_\_\_\_ \_\_\_\_\_ Change Change Change FY 2017 over FY 2016 FY 2017 over FY 2016 Quarter 3 FY 2017 over FY 2016 Quarter 3 Quarter 3 Service Category FY 2017 FY 2016 Amount Percent FY 2017 FY 2016 Amount Percent FY 2017 FY 2016 Amount Percent \_\_\_\_\_ ======== ======== ======== \_\_\_\_\_ \_\_\_\_ \_\_\_\_\_ First-Class Mail: 2,477 Single-Piece Letters 135.342 132,866 1.9 278,052 271.020 7,032 2.6 11,334 10,483 852 8.1 Single-Piece Cards 8.886 (721)28.369 (1.920)(6.8)203 (13)(6.6)9.607 (7.5)26,449 189 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 7.8 338,868 Presort Letters 2,408,196 2,497,677 (3.6)6,341,909 6,462,762 (1.9)352.864 (13,997)(4.0)(89,481)(120,853)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 Ma 0 0 0 0.0 0 0 0 0.0 0 0 0 0.0 First-Class Mail Fees 0 0 O 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 n 0 0 0 0 2,815,066 2,920,269 (105,203)7,389,840 (143, 275)375,146 390,766 Total First-Class Mail (3.6)7,246,565 (1.9)(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)(32.6)Flats 369,106 497,870 (128,764)(25.9)905,315 1,342,667 (437, 352)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)197.501 209.260 (11.759)25.051 26.542 (1.491)(5.6)(5.5)(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 Λ Λ 0 0.0 0 0 0.0 0 0 0.0 0 0 179 USPS Marketing Mail / Standard Mail Fees 0 (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 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** (6.6)1,228,495 1,288,692 (4.7)446,072 474,044 (5.9)329.232 352,503 (23,271)(60, 197)(27,972)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 (6.5)483,451 (5.8)(23.890)1,363,447 1,427,255 (63,808)(4.5)512,966 (29,515)Package Services Mail: 307 21,404 Alaska Bypass 8.228 7.845 384 4.9 318 11 3.6 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 6,086 21 1,748 1,830 (4.5)4,247 4,443 (195)6,106 0.3 (82)(4.4)Package Services Mail Fees (5)(100.0)0.0 0.0 0 5 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

### 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)

		REVEN	_			PIECE		WEIGHT (Pounds)				
Service Category		Change Quarter 3 FY 2017 over FY 20			Change 6 Quarter 3 FY 2017 over FY 2016					rter 3	Change FY 2017 over FY 2016	
	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent
U.S. Postal Service Mail	0	0	0	0.0	60	43	17	38.7	87	48	39	81.8
Free Mail	0	0	0	0.0	49	51	(1)	(2.7)	165	77	88	114.7
Total Market Dominant Mail	6,992,052	7,253,667	(261,615)	(3.6)	25,989,465	26,802,968	(813,503)	(3.0)	2,777,260	2,877,514	(100,254)	(3.5)
Ancillary Services: Certified Mail Collect on Delivery USPS Tracking												

Certified Mail
Collect on Delivery
USPS Tracking
Insurance
Registered Mail
Return Receipts
Stamped Envelopes and Cards
Other Domestic Ancillary Services
International Ancillary Services

Total Ancilliary Services

Special Services:

Money Orders
Post Office Box Service
Other Domestic Special Services
Other International Special Services
Total Additional Special Services

**Total Market Dominant Services** 

Total Market Dominant Mail and Services 7,014,493 7,272,359 (257,866) (3.5)

Other Market Dominant Revenue

(257,866)

(3.5)

Total Market Dominant Revenue 7,014,493 7,272,359

		REVE	_			PIEC	ES				(Pounds)	
Service Category		======= arter 3	Cha FY 2017 ov	nge		arter 3	Cha FY 2017 ov	nge		arter 3	Cha	ange ver FY 2016
	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent
Total Competitive Mail	1,781,334 1,496,750 284,584 19.0			19.0	749,907	649,762	100,145	15.4	1,580,544	1,298,696	281,849	21.7

		REVE	NUE			PIEC	ES			WEIGHT	(Pounds)	
		======== arter 3	======== Cha FY 2017 ov	nge	Qu	arter 3		===== inge rer FY 2016	Qua	arter 3		====== nange over FY 2016
Service Category	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	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	

		REVEN	-			PIECE	_			WEIGHT	` '	
Service Category	Quar		Char FY 2017 ove	nge		rter 3	Char FY 2017 ove	ige	Qua		Cha	====== inge rer FY 2016
	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	8,773,385	8,750,417	22,969	0.3	26,739,372	27,452,730	(713,358)	(2.6)	4,357,804	4,176,209	181,595	4.3
Total All Services	22,441	18,692	3,749	20.1	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services Total All Other Revenue	8,795,826	8,769,109	26,717	0.3	26,739,372	27,452,730	(713,358)	(2.6)	4,357,804	4,176,209	181,595	4.3
Total All Revenue	8,795,826	8,769,109	26,717	0.3								

#### 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)

**REVENUE PIECES** WEIGHT (Pounds) \_\_\_\_\_ \_\_\_\_\_ Change Change Change Quarter 3 YTD Quarter 3 YTD Quarter 3 YTD FY 2017 over FY 2016 FY 2017 over FY 2016 FY 2017 over FY 2016 FY 2017 Service Category FY 2017 FY 2016 Amount Percent 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 (5.007)635 (34)(5.4)88.798 (5.6)601 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 (4.6)20,256,223 20,493,807 (237,584)(1.2)1,081,621 1,154,091 (6.3)(375,087)(72,470)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 Ma 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 9,060,281 9,500,293 (440,013)23,426,456 (292, 358)1,202,251 1,280,045 Total First-Class Mail (4.6)23,134,097 (1.2)(77,794)(6.1)USPS Marketing Mail / Standard Mail: 4.1 195,056 High Density and Saturation Letters 816,456 793,676 22,780 2.9 5,335,278 5,125,243 210,035 182,940 (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)(19.4)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)**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)588.465 620.847 (32.383)(5.2)74.641 78.748 (4.107)(5.2)(7.5)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 Λ Λ 0.0 0 Λ 0.0 Λ 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 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 (102,518)(9.3)3.660.942 3,850,497 (4.9)1,353,930 1,443,081 (89,150)(6.2)1,099,469 (189,556)Periodicals Mail Fees 0.0 0 0.0 0.0 0 0 0 0 0 0 0 Total Periodicals Mail 1,039,895 1,146,527 (9.3)4,048,382 4,258,495 1,461,261 1,558,497 (6.2)(106,633)(210,113)(4.9)(97,236)Package Services Mail: 24.954 948 64.919 63.899 1.020 Alaska Bypass 24.830 (124)(0.5)964 15 1.6 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 5,493 (180)14,022 (825)(5.9)19,313 (963)(5.0)5,313 (3.3)13,197 Package Services Mail Fees 29 (29)(100.0)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

#### 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)

		REVE	_			PIECE	_			WEIGHT	,	
		======= r 3 YTD	 Cha FY 2017 ov	nge		======= er 3 YTD	Char FY 2017 ove	ige		======= er 3 YTD	Cha	ange ver FY 2016
Service Category	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent
U.S. Postal Service Mail	0	0	0	0.0	176	384	(208)	(54.2)	208	164	43	26.5
Free Mail	0	0	0	0.0	114	124	(10)	(8.4)	318	162	157	96.7
Total Market Dominant Mail	22,472,212	23,665,152	(1,192,940)	(5.0)	83,286,804	84,725,067	(1,438,264)	(1.7)	9,056,405	9,416,154	(359,749)	(3.8)
Ancillary Services:												

Certified Mail
Collect on Delivery
USPS Tracking
Insurance
Registered Mail
Return Receipts
Stamped Envelopes and Cards
Other Domestic Ancillary Services
International Ancillary Services

Total Ancilliary Services

Special Services:

Money Orders
Post Office Box Service
Other Domestic Special Services
Other International Special Services
Total Additional Special Services

**Total Market Dominant Services** 

Total Market Dominant Mail and Services 22,538,715 23,722,727 (1,184,012) (5.0)

Other Market Dominant Revenue

Total Market Dominant Revenue 22,538,715 23,722,727 (1,184,012) (5.0)

		REVE	NUE			PIEC	ES			WEIGHT	(Pounds)	
Service Category	Quarte	======= er 3 YTD	Cha FY 2017 ov	U	Quart	er 3 YTD	Cha FY 2017 ov	U	Quarte	======== er 3 YTD		ange ver FY 2016
	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	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

		REVE	_			PIEC	_			WEIGHT	(Pounds)	
Sonice Cotegory	Quart	======= er 3 YTD		====== ange /er FY 2016		er 3 YTD	 Cha FY 2017 ov	nge	Quarte	======= er 3 YTD		====== ange ver FY 2016
Service Category	FY 2017	FY 2016	Amount			FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent
=======================================	========	========	=======================================		=======	=======	=======	=======	=======	=======	========	=======
					2.417.406							
Total Competitive Revenue	5,741,731	4,599,549	1,142,182	1,142,182 24.8		2,058,960	358,446	17.4	5,188,971	4,172,068	1,016,903	24.4

### TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS

		REVEN	-			PIECE	_			WEIGHT	` ,	
Service Category		======= r 3 YTD	Chan	nge		er 3 YTD	Char FY 2017 ove	ge		 r 3 YTD	Cha	====== ange ver FY 2016
	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	28,213,943	28,264,700	(50,757)	(0.2)	85,704,210	86,784,027	(1,079,817)	(1.2)	14,245,376	13,588,222	657,154	4.8
Total All Services	66,503	57,576	8,927	15.5	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	28,280,446	28,322,276	(41,830)	(0.1)	85,704,210	86,784,027	(1,079,817)	(1.2)	14,245,376	13,588,222	657,154	4.8
Total All Other Revenue												
Total All Revenue	28,280,446	28,322,276	(41,830)	(0.1)								

#### 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)

		REVEN	-			PIECE	-			WEIGHT	` ,	
= Service Category	Quai FY 2017	ter 3 FY 2016	Chan FY 2017 ove Amount	ige		urter 3 FY 2016	Chan FY 2017 ove	ge		rter 3 FY 2016	Cha	====== ange ver FY 2016 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 Ma	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)
Total Lackage Del Vices Iviali	33	20	0	31.0	12	,	3	13.3	17	21	(3)	(21.0)

#### 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)

		REVEN	_			PIECE				WEIGHT	,	
Service Category	Qua FY 2017	rter 3 FY 2016	Cha FY 2017 ov Amount	nge er FY 2016 Percent	Qua FY 2017	arter 3 FY 2016	Char FY 2017 ove Amount	nge er FY 2016 Percent	Qua FY 2017	arter 3 FY 2016	FY 2017 ov Amount	ange ver FY 2016 Percent
U.S. Postal Service Mail	0	0	0	0.0	97,732	104,423	(6,691)	(6.4)	22,919	27,842	(4,924)	(17.7)
Free Mail	0	0	0	0.0	11,139	11,871	(732)	(6.2)	4,768	4,714	54	1.2
Total Market Dominant Mail	3,331	4,093	(762)	(18.6)	113,645	121,993	(8,348)	(6.8)	28,081	32,949	(4,868)	(14.8)
Ancillary Services: Certified Mail Collect on Delivery USPS Tracking Insurance Registered Mail Return Receipts Stamped Envelopes and Cards Other Domestic Ancillary Services												

### Special Services:

Money Orders
Post Office Box Service
Other Domestic Special Services
Other International Special Services
Total Additional Special Services

International Ancillary Services
Total Ancilliary Services

Total Market Dominant Services

Total Market Dominant Mail and Services 4,270 4,714 (444) (9.4)
Other Market Dominant Revenue

Total Market Dominant Revenue 4,270 4,714 (444) (9.4)

		REVE	NUE			PIEC	ES			WEIGHT	(Pounds)	
		======================================	 Cha FY 2017 ov	nge		======== uarter 3	 Cha FY 2017 ov	nge		arter 3	Ch	====== ange ver FY 2016
Service Category	FY 2017 FY 2016 Amount Percent		Percent	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent	
Total Competitive Mail	1,462			182	187	(5)	(2.5)	324	348	(24)	(6.8)	

		REVE	NUE			PIEC	ES			WEIGHT	(Pounds)	
	Change Quarter 3 FY 2017 over FY 2016					======= uarter 3		nge		======= arter 3	Cha	====== ange over FY 2016
Service Category	FY 2017	FY 2016	Amount Percent		FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent
	=======	=======	=======	=======	=======	=======	=======	=======	=======	=======	=======	=======
Total Competitive Revenue	1,462	1,479	(17)	(1.1)	182	187	(5)	(2.5)	324	348	(24)	(6.8)

		REVE	NUE			PIEC	ΞS			WEIGHT	(Pounds)	
	========	=========	 Char		========	========	 Char		========	=======	======= Cha	===== ange
Service Category	Qua			er FY 2016	Qua	arter 3	FY 2017 ove	er FY 2016	Qua	arter 3	FY 2017 ov	er FY 2016
	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	4,793	5,572	(779)	(14.0)	113,827	122,180	(8,352)	(6.8)	28,405	33,297	(4,892)	(14.7)
Total All Services	940	621	319	51.3	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	5,732	6,193	(460)	(7.4)	113,827	122,180	(8,352)	(6.8)	28,405	33,297	(4,892)	(14.7)
Total All Other Revenue												
Total All Revenue	5 732	6 193	(460)	(7.4)								

#### TABLE 3-F OTHER INDICIA MAIL

#### MARKET DOMINANT PRODUCTS

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

**REVENUE PIECES** WEIGHT (Pounds) \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ Change Change Change Quarter 3 YTD Quarter 3 YTD Quarter 3 YTD FY 2017 over FY 2016 FY 2017 over FY 2016 FY 2017 over FY 2016 FY 2017 FY 2016 Service Category FY 2016 Amount Percent FY 2017 FY 2016 Amount Percent FY 2017 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 (30.0)617 (255)(29.3)(29.3)(93)872 5 (2)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 Ma 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 14,936 15,529 19,255 11,389 (3,547)(23.7)(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 Λ 0 0.0 Letters 0 0 0 0.0 0 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 **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 Λ 0 0.0 Λ 0 0 0.0 Λ Λ Λ 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 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 O 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 Λ 0 0 0.0 Λ 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)33 148 (115)(77.7)53 137 (84)(61.1)(78.0)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)

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Service Category		REVENUE				PIECE		WEIGHT (Pounds)				
	Quarter 3 YTD		 Change FY 2017 over FY 2016		Quarter 3 YTD				Quarter 3 YTD		Change FY 2017 over FY 2016	
	FY 2017 = =======	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent ======	FY 2017	FY 2016	Amount	Percent
U.S. Postal Service Mail	0	0	0	0.0	253,117	348,053	(94,936)	(27.3)	75,844	92,012	(16,168)	(17.6)
Free Mail	0	0	0	0.0	33,509	33,369	139	0.4	14,708	13,982	726	5.2
Total Market Dominant Mail	11,487	15,380	(3,893)	(25.3)	302,187	400,825	(98,638)	(24.6)	91,835	107,508	(15,673)	(14.6)
Ancillary Services: Certified Mail Collect on Delivery USPS Tracking Insurance Registered Mail Return Receipts Stamped Envelopes and Cards Other Domestic Ancillary Services												

Special Services:

Money Orders
Post Office Box Service

Other Domestic Special Services

International Ancillary Services
Total Ancilliary Services

Other International Special Services

Total Additional Special Services

**Total Market Dominant Services** 

Total Market Dominant Mail and Services 13,994 18,067 (4,073) (22.5)

Other Market Dominant Revenue

Total Market Dominant Revenue 13,994 18,067 (4,073) (22.5)

		REVE	NUE		PIECES				WEIGHT (Pounds)			
	======================================			0	9			Change FY 2017 over FY 2016		======= er 3 YTD	======================================	
Service Category	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent
Total Competitive Mail	4,572	6,456	(1,883)	(29.2)	568	796	(228)	(28.6)	1,109	1,464	(355)	(24.3)

		REVE	_		PIECES				WEIGHT (Pounds)			
	Change  Quarter 3 YTD  FY 2017 over FY 2016			nge		ter 3 YTD	Cha FY 2017 ov	nge		======= er 3 YTD	Change FY 2017 over FY 2016	
Service Category	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent
	=======	=======	=======	=======	========	=======	=======	=======	=======	=======	=======	=======
Total Competitive Revenue	4,572	6,456	(1,883)	(29.2)	568	796	(228)	(28.6)	1,109	1,464	(355)	(24.3)

		REVE	-		PIECES					WEIGHT (Pounds)			
Service Category	Quarter 3 YTD		 Change FY 2017 over FY 2016		Quarter 3 YTD		 Change FY 2017 over FY 2016		Quarter 3 YTD		Cha FY 2017 ov	inge	
	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	16,059	21,836	(5,777)	(26.5)	302,756	401,621	(98,865)	(24.6)	92,944	108,972	(16,028)	(14.7)	
Total All Services	2,507	2,687	(179)	(6.7)	0	0	0	0.0	0	0	0	0.0	
Total All Mail and Services Total All Other Revenue	18,567	24,522	(5,956)	(24.3)	302,756	401,621	(98,865)	(24.6)	92,944	108,972	(16,028)	(14.7)	
Total All Revenue	18,567	24,522	(5,956)	(24.3)									