

MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2018 (Jan. 1, 2018-Mar. 31, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2018 over FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2018 over FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2018 over FY 2017 Percent
First-Class Mail:												
Single-Piece Letters	2,060,315	2,147,800	(87,485)	(4.1)	4,123,877	4,403,609	(279,733)	(6.4)	119,976	128,715	(8,740)	(6.8)
Single-Piece Cards	52,248	58,206	(5,957)	(10.2)	147,208	166,076	(18,868)	(11.4)	946	1,064	(118)	(11.0)
Total Single-Piece Letters and Cards	2,112,563	2,206,005	(93,442)	(4.2)	4,271,085	4,569,685	(298,600)	(6.5)	120,922	129,779	(8,857)	(6.8)
Presort Letters	3,691,840	3,725,698	(33,858)	(0.9)	9,578,561	9,732,114	(153,553)	(1.6)	521,140	533,884	(12,744)	(2.4)
Presort Cards	130,878	141,957	(11,079)	(7.8)	501,579	549,000	(47,422)	(8.6)	4,097	4,484	(387)	(8.6)
Total Presort Letters and Cards	3,822,718	3,867,655	(44,937)	(1.2)	10,080,140	10,281,115	(200,975)	(2.0)	525,237	538,368	(13,131)	(2.4)
Flats	487,648	514,783	(27,135)	(5.3)	350,788	370,659	(19,871)	(5.4)	68,692	74,631	(5,939)	(8.0)
Parcels	0	142,372	(142,372)	(100.0)	0	49,506	(49,506)	(100.0)	0	15,604	(15,604)	(100.0)
Domestic Negotiated Serv. Agreement Mail	0	0	0	-	0	0	0	-	0	0	0	-
Outbound First-Class Mail International	47,459	55,505	(8,046)	(14.5)	31,356	36,030	(4,674)	(13.0)	1,751	2,078	(327)	(15.7)
Inbound Intl. Letter-Post Single-Piece & NSA Mail	232,765	156,868	75,897	48.4	175,424	154,273	21,152	13.7	62,446	56,579	5,868	10.4
First-Class Mail Fees	36,502	37,738	(1,237)	(3.3)	-	-	-	-	-	-	-	-
First-Class Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total First-Class Mail	6,739,655	6,980,927	(241,272)	(3.5)	14,908,793	15,461,268	(552,475)	(3.6)	779,049	817,041	(37,991)	(4.6)
USPS Marketing Mail:												
High Density and Saturation Letters	284,922	278,470	6,452	2.3	1,791,279	1,802,124	(10,845)	(0.6)	59,762	61,962	(2,200)	(3.6)
High Density and Saturation Flats & Parcels	483,191	459,473	23,718	5.2	2,779,967	2,641,327	138,640	5.2	505,343	483,452	21,891	4.5
Carrier Route	432,737	445,303	(12,566)	(2.8)	1,621,212	1,682,325	(61,113)	(3.6)	337,891	375,507	(37,616)	(10.0)
Letters	2,337,916	2,313,707	24,209	1.0	11,251,913	11,303,463	(51,550)	(0.5)	556,544	567,529	(10,985)	(1.9)
Flats	406,768	449,391	(42,623)	(9.5)	977,222	1,111,895	(134,673)	(12.1)	251,419	288,491	(37,072)	(12.9)
Parcels	10,263	10,602	(339)	(3.2)	8,459	9,314	(856)	(9.2)	3,291	3,062	229	7.5
Every Door Direct Mail Retail	32,342	34,686	(2,343)	(6.8)	181,918	196,215	(14,297)	(7.3)	23,074	24,888	(1,813)	(7.3)
Domestic Negotiated Serv. Agreement Mail	0	11,271	(11,271)	(100.0)	0	45,681	(45,681)	(100.0)	0	9,650	(9,650)	(100.0)
USPS Marketing Mail Fees	11,494	11,561	(67)	(0.6)	-	-	-	-	-	-	-	-
USPS Marketing Mail Dom. NSA Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total USPS Marketing Mail	3,999,634	4,014,464	(14,830)	(0.4)	18,611,971	18,792,344	(180,374)	(1.0)	1,737,323	1,814,540	(77,217)	(4.3)
Periodicals Mail:												
In-County	13,198	13,585	(387)	(2.8)	123,818	127,063	(3,245)	(2.6)	30,159	32,053	(1,894)	(5.9)
Outside County	289,367	324,027	(34,660)	(10.7)	1,063,163	1,188,143	(124,981)	(10.5)	375,718	430,359	(54,642)	(12.7)
Periodicals Mail Fees	2,583	3,042	(459)	(15.1)	-	-	-	-	-	-	-	-
Total Periodicals Mail	305,149	340,654	(35,506)	(10.4)	1,186,980	1,315,206	(128,226)	(9.7)	405,877	462,412	(56,536)	(12.2)
Package Services Mail:												
Alaska Bypass	8,173	8,397	(224)	(2.7)	313	325	(12)	(3.7)	21,056	21,903	(847)	(3.9)
Bound Printed Matter Flats	48,380	48,098	281	0.6	61,555	60,307	1,248	2.1	103,214	100,396	2,818	2.8
Bound Printed Matter Parcels	81,582	78,274	3,308	4.2	74,677	71,840	2,837	3.9	164,641	165,195	(554)	(0.3)
Media and Library Mail	66,970	67,079	(109)	(0.2)	19,331	19,487	(157)	(0.8)	42,568	44,357	(1,789)	(4.0)
Package Services Mail Fees	664	675	(11)	(1.7)	-	-	-	-	-	-	-	-
Total Package Services Mail	205,768	202,523	3,245	1.6	155,876	151,960	3,916	2.6	331,479	331,852	(372)	(0.1)

MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2018 (Jan. 1, 2018-Mar. 31, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2018 over FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2018 over FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2018 over FY 2017 Percent
U.S. Postal Service Mail	-	-	-	-	57,426	63,766	(6,340)	(9.9)	27,674	25,652	2,022	7.9
Free Mail	-	-	-	-	10,438	9,392	1,046	11.1	3,182	4,418	(1,236)	(28.0)
Total Market Dominant Mail	11,250,206	11,538,568	(288,363)	(2.5)	34,931,483	35,793,936	(862,453)	(2.4)	3,284,585	3,455,915	(171,331)	(5.0)
Ancillary Services:												
Certified Mail	168,493	158,103	10,390	6.6	49,063	47,244	1,820	3.9				
Collect on Delivery	935	1,057	(122)	(11.5)	83	99	(16)	(15.9)				
Delivery Confirmation	246	215	31	14.6	1,276,089	1,188,356	87,733	7.4				
Insurance	18,295	18,237	57	0.3	3,454	3,557	(103)	(2.9)				
Registered Mail	6,922	7,448	(526)	(7.1)	445	484	(40)	(8.2)				
Return Receipts	88,034	83,544	4,490	5.4	38,001	36,232	1,769	4.9				
Stamped Envelopes and Cards	3,080	2,948	132	4.5	-	-	-	-				
Other Domestic Ancillary Services	21,742	30,228	(8,486)	(28.1)	7,496	8,564	(1,068)	(12.5)				
International Ancillary Services	14,074	10,985	3,089	28.1	7,330	8,567	(1,238)	(14.4)				
Total Ancillary Services	321,822	312,766	9,056	2.9	1,381,961	1,293,104	88,857	6.9				
Special Services:												
Money Orders	37,576	35,138	2,438	6.9	23,417	22,246	1,171	5.3				
Post Office Box Service	70,625	67,747	2,878	4.2	5,749	5,846	(96)	(1.7)				
Other Domestic Special Services	26,641	26,558	82	0.3	267	512	(246)	(48.0)				
Other International Special Services	0	0	-	-	0	0	-	-				
Total Additional Special Services	134,841	129,443	5,398	4.2	29,433	28,604	829	2.9				
Total Market Dominant Services	456,663	442,209	14,454	3.3	1,411,394	1,321,707	89,686	6.8				
Total Market Dominant Mail and Services	11,706,869	11,980,777	(273,909)	(2.3)								
Other Market Dominant Revenue	184,194	276,207	(92,013)	(33.3)								
Total Market Dominant Revenue	11,891,062	12,256,984	(365,922)	(3.0)								
									Service Transactions			
									U.S. Postal Service Mail			
									Quarter 2, FY 2018 1/			
									Ancillary Services 3,113			
									Other Services 233			
									Total 3,346			

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2018 (Jan. 1, 2018-Mar. 31, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent
Priority Mail Express:												
Total Priority Mail Express Mail	188,635	189,714	(1,079)	(0.6)	6,965	7,366	(402)	(5.5)	7,553	7,794	(242)	(3.1)
First-Class Package Service:												
Total First Class Package Service	912,530	678,741	233,789	34.4	296,614	233,586	63,028	27.0	115,480	95,401	20,079	21.0
USPS Retail Ground Mail:												
Total USPS Retail Ground	66,029	80,163	(14,134)	(17.6)	3,369	4,281	(912)	(21.3)	21,745	26,360	(4,615)	(17.5)
Priority Mail:												
Total Priority Mail	2,219,935	2,017,448	202,487	10.0	262,298	248,684	13,614	5.5	629,437	600,008	29,430	4.9
Parcel Select Mail:												
Total Parcel Select Mail	1,494,032	1,339,785	154,247	11.5	702,123	667,076	35,047	5.3	1,620,689	1,454,650	166,039	11.4
Parcel Return Service Mail:												
Total Parcel Return Service Mail	55,253	45,457	9,796	21.6	22,320	16,899	5,420	32.1	58,826	50,677	8,149	16.1
International Mail:												
Outbound Priority Mail International	94,092	100,824	(6,732)	(6.7)	1,580	1,770	(190)	(10.7)	10,507	11,456	(949)	(8.3)
Outbound International Expedited Services	83,681	48,875	34,806	71.2	979	680	299	44.0	8,153	4,420	3,733	84.5
Other Outbound International Mail	202,112	210,031	(7,919)	(3.8)	42,679	47,789	(5,110)	(10.7)	22,358	21,964	394	1.8
Inbound International	60,537	54,357	6,180	11.4	3,814	3,622	192	5.3	26,548	25,179	1,370	5.4
International Mail Fees	1	2	(1)	(38.6)	-	-	-	-	-	-	-	-
Total International Mail	440,424	414,090	26,334	6.4	49,052	53,861	(4,809)	(8.9)	67,567	63,018	4,549	7.2
Total Competitive Mail	5,376,838	4,765,397	611,441	12.8	1,342,741	1,231,754	110,988	9.0	2,521,297	2,297,908	223,389	9.7

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2018 (Jan. 1, 2018-Mar. 31, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2018	FY 2017	FY 2018 over FY 2017	Percent	FY 2018	FY 2017	FY 2018 over FY 2017	Percent	FY 2018	FY 2017	FY 2018 over FY 2017	Percent
Total Market Dominant and Competitive												
Total All Mail	16,627,044	16,303,966	323,078	2.0	36,274,225	37,025,690	(751,465)	(2.0)	5,805,882	5,753,823	52,059	0.9
Total All Services	672,489	651,473	21,016	3.2	1,438,395	1,349,740	88,655	6.6				
Total All Mail and Services	17,299,533	16,955,438	344,095	2.0								
Total All Other Revenue	230,047	324,975	(94,928)	(29.2)								
Total All Revenue	17,529,580	17,280,413	249,166	1.4								

RPW SUMMARY REPORT FOOTNOTES: MARKET DOMINANT PRODUCTS SECTION

1/ Not included elsewhere in this report.

4/ First-Class Mail Parcels within this category have been shifted to the First-Class Package Service competitive product category as of September 3, 2017.

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

4/ First-Class Mail Parcels within this category have been shifted to the First-Class Package Service competitive product category as of September 3, 2017.

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

- Report totals may not sum due to rounding.

MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2018 (Oct. 1, 2017-Mar. 31, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2018	FY 2017	Amount	Percent	FY 2018	FY 2017	Amount	Percent	FY 2018	FY 2017	Amount	Percent
First-Class Mail:												
Single-Piece Letters	4,516,363	4,722,109	(205,746)	(4.4)	9,100,882	9,693,658	(592,777)	(6.1)	269,821	290,253	(20,432)	(7.0)
Single-Piece Cards	116,758	122,478	(5,720)	(4.7)	330,968	351,380	(20,412)	(5.8)	2,123	2,249	(126)	(5.6)
Total Single-Piece Letters and Cards	4,633,121	4,844,587	(211,466)	(4.4)	9,431,849	10,045,038	(613,189)	(6.1)	271,944	292,503	(20,559)	(7.0)
Presort Letters	7,167,330	7,354,662	(187,332)	(2.5)	18,700,693	19,176,525	(475,832)	(2.5)	1,020,183	1,055,021	(34,839)	(3.3)
Presort Cards	285,063	288,910	(3,847)	(1.3)	1,100,302	1,121,795	(21,493)	(1.9)	8,990	9,163	(173)	(1.9)
Total Presort Letters and Cards	7,452,393	7,643,572	(191,179)	(2.5)	19,800,995	20,298,320	(497,325)	(2.5)	1,029,173	1,064,184	(35,011)	(3.3)
Flats	986,308	1,056,504	(70,197)	(6.6)	716,777	772,018	(55,241)	(7.2)	140,009	154,938	(14,929)	(9.6)
Parcels	0	301,957	(301,957)	(100.0)	0	105,676	(105,676)	(100.0)	0	33,186	(33,186)	(100.0)
Domestic Negotiated Serv. Agreement Mail	0	0	-	-	0	0	-	-	0	0	-	-
Outbound First-Class Mail International	118,610	128,773	(10,164)	(7.9)	78,912	85,955	(7,043)	(8.2)	4,248	4,778	(529)	(11.1)
Inbound Intl. Letter-Post Single-Piece & NSA Mail	464,171	342,128	122,043	35.7	352,630	331,549	21,081	6.4	135,660	122,584	13,076	10.7
First-Class Mail Fees	70,908	74,045	(3,137)	(4.2)	-	-	-	-	-	-	-	-
First-Class Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total First-Class Mail	13,725,509	14,391,566	(666,057)	(4.6)	30,381,164	31,638,556	(1,257,392)	(4.0)	1,581,034	1,672,173	(91,139)	(5.5)
USPS Marketing Mail:												
High Density and Saturation Letters	591,145	565,361	25,784	4.6	3,754,819	3,720,766	34,053	0.9	124,450	125,098	(647)	(0.5)
High Density and Saturation Flats & Parcels	1,005,545	1,017,504	(11,959)	(1.2)	5,758,477	5,756,397	2,080	0.0	1,072,295	1,043,805	28,490	2.7
Carrier Route	1,007,087	990,421	16,666	1.7	3,853,535	3,818,416	35,119	0.9	818,867	801,131	17,737	2.2
Letters	4,870,027	4,908,426	(38,399)	(0.8)	23,729,114	24,386,362	(657,248)	(2.7)	1,187,472	1,223,575	(36,103)	(3.0)
Flats	861,483	1,099,829	(238,345)	(21.7)	2,126,490	2,969,968	(843,479)	(28.4)	540,390	723,750	(183,360)	(25.3)
Parcels	22,334	24,262	(1,929)	(7.9)	18,814	22,050	(3,236)	(14.7)	6,922	7,270	(348)	(4.8)
Every Door Direct Mail Retail	64,054	68,962	(4,908)	(7.1)	361,079	390,964	(29,885)	(7.6)	45,799	49,590	(3,791)	(7.6)
Domestic Negotiated Serv. Agreement Mail	15,048	24,289	(9,240)	(38.0)	68,445	100,663	(32,219)	(32.0)	14,508	21,316	(6,808)	(31.9)
USPS Marketing Mail Fees	22,584	25,490	(2,906)	(11.4)	-	-	-	-	-	-	-	-
USPS Marketing Mail Dom. NSA Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total USPS Marketing Mail	8,459,308	8,724,543	(265,236)	(3.0)	39,670,772	41,165,586	(1,494,813)	(3.6)	3,810,704	3,995,534	(184,831)	(4.6)
Periodicals Mail:												
In-County	27,606	28,069	(462)	(1.6)	252,315	252,492	(177)	(0.1)	67,217	69,952	(2,735)	(3.9)
Outside County	609,439	667,716	(58,277)	(8.7)	2,250,534	2,432,162	(181,628)	(7.5)	813,097	907,743	(94,647)	(10.4)
Periodicals Mail Fees	5,860	5,780	80	1.4	-	-	-	-	-	-	-	-
Total Periodicals Mail	642,905	701,565	(58,660)	(8.4)	2,502,848	2,684,654	(181,805)	(6.8)	880,314	977,695	(97,382)	(10.0)
Package Services Mail:												
Alaska Bypass	16,579	16,604	(25)	(0.2)	638	646	(8)	(1.2)	42,928	43,514	(587)	(1.3)
Bound Printed Matter Flats	103,409	104,954	(1,545)	(1.5)	138,307	137,817	491	0.4	226,692	222,724	3,968	1.8
Bound Printed Matter Parcels	169,023	164,110	4,913	3.0	157,061	153,385	3,676	2.4	346,360	351,447	(5,087)	(1.4)
Media and Library Mail	138,049	131,572	6,477	4.9	39,752	38,040	1,711	4.5	90,099	88,851	1,248	1.4
Package Services Mail Fees	1,493	1,674	(182)	(10.8)	-	-	-	-	-	-	-	-
Total Package Services Mail	428,553	418,915	9,638	2.3	335,758	329,887	5,870	1.8	706,079	706,536	(458)	(0.1)

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FISCAL YEAR 2018 (Oct. 1, 2017-Mar. 31, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2018	FY 2017	Amount	Percent	FY 2018	FY 2017	Amount	Percent	FY 2018	FY 2017	Amount	Percent
U.S. Postal Service Mail	-	-	-	-	139,402	154,930	(15,529)	(10.0)	55,135	52,767	2,368	4.5
Free Mail	-	-	-	-	21,226	22,321	(1,094)	(4.9)	7,146	10,060	(2,914)	(29.0)
Total Market Dominant Mail	23,256,274	24,236,589	(980,315)	(4.0)	73,051,170	75,995,934	(2,944,764)	(3.9)	7,040,411	7,414,766	(374,355)	(5.0)
Ancillary Services:												
Certified Mail	324,473	334,867	(10,394)	(3.1)	95,528	100,732	(5,204)	(5.2)				
Collect on Delivery	2,157	2,064	93	4.5	210	197	13	6.4				
Delivery Confirmation	565	452	113	25.1	2,793,214	2,590,632	202,583	7.8				
Insurance	40,265	40,288	(23)	(0.1)	10,279	8,230	2,049	24.9				
Registered Mail	14,225	14,833	(607)	(4.1)	927	968	(41)	(4.2)				
Return Receipts	168,286	167,741	545	0.3	72,935	73,146	(211)	(0.3)				
Stamped Envelopes and Cards	6,049	6,277	(229)	(3.6)	-	-	-	-				
Other Domestic Ancillary Services	42,716	52,562	(9,845)	(18.7)	14,768	16,745	(1,977)	(11.8)				
International Ancillary Services	22,471	17,324	5,147	29.7	13,334	12,657	677	5.4				
Total Ancillary Services	621,207	636,407	(15,200)	(2.4)	3,001,196	2,803,306	197,889	7.1				
Special Services:												
Money Orders	72,000	71,738	262	0.4	43,732	43,917	(186)	(0.4)				
Post Office Box Service 3/	141,409	137,398	4,011	2.9	5,749	5,846	(96)	(1.7)				
Other Domestic Special Services	51,096	52,292	(1,197)	(2.3)	571	1,097	(526)	(48.0)				
Other International Special Services	0	0	-	-	0	0	-	-				
Total Additional Special Services	264,505	261,428	3,077	1.2	50,052	50,861	(809)	(1.6)				
Total Market Dominant Services	885,712	897,835	(12,123)	(1.4)	3,051,248	2,854,167	197,081	6.9				
Total Market Dominant Mail and Services	24,141,986	25,134,424	(992,438)	(3.9)								
Other Market Dominant Revenue 4/	471,822	530,484	(58,662)	(11.1)								
Total Market Dominant Revenue	24,613,808	25,664,908	(1,051,100)	(4.1)								

Service Transactions
U.S. Postal Service Mail
YTD, FY 2018 1/

Ancillary Services	6,449
Other Services	516
Total	6,965

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2018 (Oct. 1, 2017-Mar. 31, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent
Priority Mail Express:												
Total Priority Mail Express Mail	386,863	395,785	(8,922)	(2.3)	14,420	15,318	(899)	(5.9)	16,372	18,515	(2,142)	(11.6)
First-Class Package Service:												
Total First Class Package Service	1,881,666	1,367,222	514,444	37.6	622,266	477,386	144,880	30.3	245,602	196,809	48,794	24.8
USPS Retail Ground Mail:												
Total USPS Retail Ground	176,158	213,857	(37,699)	(17.6)	8,840	11,903	(3,063)	(25.7)	58,237	69,038	(10,800)	(15.6)
Priority Mail:												
Total Priority Mail	4,743,569	4,368,762	374,807	8.6	555,694	534,504	21,190	4.0	1,351,703	1,318,827	32,876	2.5
Parcel Select Mail:												
Total Parcel Select Mail	3,320,770	2,936,775	383,996	13.1	1,576,769	1,464,662	112,107	7.7	3,651,597	3,296,415	355,182	10.8
Parcel Return Service Mail:												
Total Parcel Return Service Mail	109,531	91,483	18,048	19.7	43,817	34,048	9,769	28.7	120,898	103,377	17,521	16.9
International Mail:												
Outbound Priority Mail International	218,675	239,581	(20,906)	(8.7)	3,682	4,130	(448)	(10.9)	24,832	27,648	(2,816)	(10.2)
Outbound International Expedited Services	172,002	99,504	72,498	72.9	2,028	1,406	622	44.3	16,709	9,122	7,587	83.2
Other Outbound International Mail	444,215	458,815	(14,600)	(3.2)	89,562	98,224	(8,663)	(8.8)	48,572	47,398	1,173	2.5
Inbound International	131,221	119,098	12,123	10.2	8,426	7,895	531	6.7	59,783	56,145	3,638	6.5
International Mail Fees	19	4	16	448.9	-	-	-	-	-	-	-	-
Total International Mail	966,133	917,002	49,131	5.4	103,698	111,655	(7,957)	(7.1)	149,896	140,314	9,583	6.8
Total Competitive Mail	11,584,691	10,290,886	1,293,805	12.6	2,925,502	2,649,475	276,027	10.4	5,594,306	5,143,293	451,013	8.8

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2018 (Oct. 1, 2017-Mar. 31, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2018	FY 2017	Amount	Percent	FY 2018	FY 2017	Amount	Percent	FY 2018	FY 2017	Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	34,840,965	34,527,475	313,490	0.9	75,976,672	78,645,409	(2,668,737)	(3.4)	12,634,717	12,558,059	76,658	0.6
Total All Services	1,330,006	1,328,578	1,429	0.1	3,101,280	2,905,685	195,594	6.7				
Total All Mail and Services	36,170,971	35,856,052	314,919	0.9								
Total All Other Revenue	544,747	634,227	(89,480)	(14.1)								
Total All Revenue	36,715,719	36,490,279	225,439	0.6								

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/ First-Class Mail Parcels within this category have been shifted to the First-Class Package Service competitive product category as of September 3, 2017.

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

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/ First-Class Mail Parcels within this category have been shifted to the First-Class Package Service competitive product category as of September 3, 2017.

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.

**TABLE 2-A
LETTER MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2018 (Jan. 1, 2018-Mar. 31, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent
First-Class Mail:												
Single-Piece Letters	2,060,315	2,147,800	(87,485)	(4.1)	4,123,877	4,403,609	(279,733)	(6.4)	119,976	128,715	(8,740)	(6.8)
Single-Piece Cards	52,248	58,206	(5,957)	(10.2)	147,208	166,076	(18,868)	(11.4)	946	1,064	(118)	(11.0)
Total Single-Piece Letters and Cards	2,112,563	2,206,005	(93,442)	(4.2)	4,271,085	4,569,685	(298,600)	(6.5)	120,922	129,779	(8,857)	(6.8)
Presort Letters	3,691,840	3,725,698	(33,858)	(0.9)	9,578,561	9,732,114	(153,553)	(1.6)	521,140	533,884	(12,744)	(2.4)
Presort Cards	130,878	141,957	(11,079)	(7.8)	501,579	549,000	(47,422)	(8.6)	4,097	4,484	(387)	(8.6)
Total Presort Letters and Cards	3,822,718	3,867,655	(44,937)	(1.2)	10,080,140	10,281,115	(200,975)	(2.0)	525,237	538,368	(13,131)	(2.4)
Flats	3,578	3,119	459	14.7	2,035	1,700	334	19.7	671	538	132	24.6
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	5,938,859	6,076,779	(137,920)	(2.3)	14,353,259	14,852,500	(499,241)	(3.4)	646,830	668,686	(21,856)	(3.3)
Standard Mail:												
High Density and Saturation Letters	284,922	278,470	6,452	2.3	1,791,279	1,802,124	(10,845)	(0.6)	59,762	61,962	(2,200)	(3.6)
High Density and Saturation Flats & Parcels	13,101	13,630	(529)	(3.9)	81,168	84,424	(3,256)	(3.9)	3,239	3,525	(287)	(8.1)
Carrier Route	2,622	2,623	(2)	(0.1)	10,209	10,537	(328)	(3.1)	388	383	5	1.3
Letters	2,334,933	2,313,707	21,226	0.9	11,239,318	11,303,463	(64,144)	(0.6)	555,442	567,529	(12,087)	(2.1)
Flats	185	173	12	7.2	347	323	24	7.5	96	91	5	5.3
Parcels	0	10	(10)	(100.0)	0	2	(2)	(100.0)	0	0	(0)	(100.0)
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
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	2,635,763	2,608,613	27,150	1.0	13,122,322	13,200,873	(78,551)	(0.6)	618,927	633,491	(14,565)	(2.3)
Periodicals Mail:												
In-County	182	230	(47)	(20.6)	2,109	2,946	(836)	(28.4)	100	159	(59)	(36.9)
Outside County	1,129	1,389	(259)	(18.7)	4,826	5,948	(1,121)	(18.9)	448	533	(85)	(15.9)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	1,312	1,618	(306)	(18.9)	6,936	8,893	(1,958)	(22.0)	549	692	(143)	(20.7)
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2018 (Jan. 1, 2018-Mar. 31, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2018 over FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2018 over FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2018 over FY 2017 Percent
Total Competitive Mail	1,417	665	752	113.1	250	65	185	284.8	15	6	9	151.8

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2018 (Jan. 1, 2018-Mar. 31, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 FY 2018	Quarter 2 FY 2017	Change FY 2018 over FY 2017 Amount	Change FY 2018 over FY 2017 Percent	Quarter 2 FY 2018	Quarter 2 FY 2017	Change FY 2018 over FY 2017 Amount	Change FY 2018 over FY 2017 Percent	Quarter 2 FY 2018	Quarter 2 FY 2017	Change FY 2018 over FY 2017 Amount	Change FY 2018 over FY 2017 Percent
Total Competitive Revenue	1,417	665	752	113.1	250	65	185	284.8	15	6	9	151.8

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2018 (Jan. 1, 2018-Mar. 31, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	8,577,352	8,687,676	(110,324)	(1.3)	27,533,587	28,115,097	(581,510)	(2.1)	1,267,601	1,304,123	(36,521)	(2.8)
Total All Services	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	8,577,352	8,687,676	(110,324)	(1.3)	27,533,587	28,115,097	(581,510)	(2.1)	1,267,601	1,304,123	(36,521)	(2.8)
Total All Other Revenue												
Total All Revenue	8,577,352	8,687,676	(110,324)	(1.3)								

**TABLE 2-A
LETTER MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2018 (Oct. 1, 2017-Mar. 31, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent
First-Class Mail:												
Single-Piece Letters	4,516,363	4,722,109	(205,746)	(4.4)	9,100,882	9,693,658	(592,777)	(6.1)	269,821	290,253	(20,432)	(7.0)
Single-Piece Cards	116,758	122,478	(5,720)	(4.7)	330,968	351,380	(20,412)	(5.8)	2,123	2,249	(126)	(5.6)
Total Single-Piece Letters and Cards	4,633,121	4,844,587	(211,466)	(4.4)	9,431,849	10,045,038	(613,189)	(6.1)	271,944	292,503	(20,559)	(7.0)
Presort Letters	7,167,330	7,354,662	(187,332)	(2.5)	18,700,693	19,176,525	(475,832)	(2.5)	1,020,183	1,055,021	(34,839)	(3.3)
Presort Cards	285,063	288,910	(3,847)	(1.3)	1,100,302	1,121,795	(21,493)	(1.9)	8,990	9,163	(173)	(1.9)
Total Presort Letters and Cards	7,452,393	7,643,572	(191,179)	(2.5)	19,800,995	20,298,320	(497,325)	(2.5)	1,029,173	1,064,184	(35,011)	(3.3)
Flats	7,767	6,351	1,416	22.3	4,172	3,506	666	19.0	1,378	1,063	315	29.7
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	12,093,281	12,494,510	(401,229)	(3.2)	29,237,017	30,346,863	(1,109,847)	(3.7)	1,302,495	1,357,750	(55,255)	(4.1)
Standard Mail:												
High Density and Saturation Letters	591,145	565,361	25,784	4.6	3,754,819	3,720,766	34,053	0.9	124,450	125,098	(647)	(0.5)
High Density and Saturation Flats & Parcels	25,706	27,881	(2,175)	(7.8)	160,921	174,204	(13,283)	(7.6)	6,445	7,109	(664)	(9.3)
Carrier Route	5,610	6,771	(1,161)	(17.1)	22,168	27,673	(5,505)	(19.9)	851	987	(136)	(13.8)
Letters	4,865,330	4,908,426	(43,096)	(0.9)	23,709,215	24,386,362	(677,147)	(2.8)	1,185,476	1,223,575	(38,099)	(3.1)
Flats	322	426	(104)	(24.5)	605	805	(200)	(24.9)	179	222	(43)	(19.3)
Parcels	0	10	(10)	(100.0)	0	2	(2)	(100.0)	0	0	(0)	(100.0)
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
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	5,488,113	5,508,876	(20,763)	(0.4)	27,647,728	28,309,812	(662,084)	(2.3)	1,317,401	1,356,990	(39,589)	(2.9)
Periodicals Mail:												
In-County	358	412	(54)	(13.1)	4,298	5,176	(878)	(17.0)	200	259	(58)	(22.5)
Outside County	2,304	3,181	(877)	(27.6)	10,143	13,884	(3,741)	(26.9)	922	1,268	(346)	(27.3)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	2,663	3,594	(931)	(25.9)	14,441	19,060	(4,619)	(24.2)	1,123	1,527	(404)	(26.5)
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2018 (Oct. 1, 2017-Mar. 31, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2018 over FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2018 over FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2018 over FY 2017 Percent
Total Competitive Mail	2,338	2,443	(105)	(4.3)	371	324	47	14.4	23	22	1	3.2

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2018 (Oct. 1, 2017-Mar. 31, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2018 over FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2018 over FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2018 over FY 2017 Percent
Total Competitive Revenue	2,338	2,443	(105)	(4.3)	371	324	47	14.4	23	22	1	3.2

**TABLE 2-B
FLAT MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2018 (Jan. 1, 2018-Mar. 31, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent
First-Class Mail:												
Single-Piece Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Single-Piece Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Single-Piece Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	484,012	511,664	(27,652)	(5.4)	348,737	368,958	(20,222)	(5.5)	68,020	74,093	(6,073)	(8.2)
Parcels	0	17,975	(17,975)	(100.0)	0	8,468	(8,468)	(100.0)	0	2,178	(2,178)	(100.0)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	484,012	529,639	(45,627)	(8.6)	348,737	377,426	(28,690)	(7.6)	68,020	76,271	(8,251)	(10.8)
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	469,930	445,828	24,103	5.4	2,698,265	2,556,858	141,407	5.5	502,071	479,921	22,149	4.6
Carrier Route	430,114	442,670	(12,556)	(2.8)	1,611,002	1,671,766	(60,764)	(3.6)	337,503	375,122	(37,619)	(10.0)
Letters	2,983	0	2,983	0.0	12,594	0	12,594	0.0	1,102	0	1,102	0.0
Flats	406,550	449,122	(42,572)	(9.5)	976,798	1,111,354	(134,556)	(12.1)	251,320	288,390	(37,071)	(12.9)
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Every Door Direct Mail Retail	32,342	34,686	(2,343)	(6.8)	181,918	196,215	(14,297)	(7.3)	23,074	24,888	(1,813)	(7.3)
Domestic Negotiated Serv. Agreement Mail	0	11,271	(11,271)	(100.0)	0	45,681	(45,681)	(100.0)	0	9,650	(9,650)	(100.0)
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	1,341,920	1,383,577	(41,657)	(3.0)	5,480,578	5,581,873	(101,296)	(1.8)	1,115,069	1,177,971	(62,902)	(5.3)
Periodicals Mail:												
In-County	12,998	13,333	(335)	(2.5)	121,583	123,954	(2,371)	(1.9)	30,012	31,835	(1,823)	(5.7)
Outside County	287,521	321,850	(34,330)	(10.7)	1,057,506	1,181,234	(123,727)	(10.5)	373,787	428,159	(54,371)	(12.7)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	300,519	335,183	(34,664)	(10.3)	1,179,090	1,305,188	(126,098)	(9.7)	403,799	459,993	(56,195)	(12.2)
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	48,380	48,098	281	0.6	61,555	60,307	1,248	2.1	103,214	100,396	2,818	2.8
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	4,791	4,750	41	0.9	1,675	1,735	(59)	(3.4)	1,526	1,448	78	5.4
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	53,170	52,848	322	0.6	63,230	62,042	1,189	1.9	104,741	101,844	2,896	2.8

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2018 (Jan. 1, 2018-Mar. 31, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2018 over FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2018 over FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2018 over FY 2017 Percent
Total Competitive Mail	244,126	218,225	25,901	11.9	47,838	38,399	9,439	24.6	21,248	22,337	(1,089)	(4.9)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2018 (Jan. 1, 2018-Mar. 31, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 FY 2018	Quarter 2 FY 2017	Change FY 2018 over FY 2017 Amount	Change FY 2018 over FY 2017 Percent	Quarter 2 FY 2018	Quarter 2 FY 2017	Change FY 2018 over FY 2017 Amount	Change FY 2018 over FY 2017 Percent	Quarter 2 FY 2018	Quarter 2 FY 2017	Change FY 2018 over FY 2017 Amount	Change FY 2018 over FY 2017 Percent
Total Competitive Revenue	244,126	218,225	25,901	11.9	47,838	38,399	9,439	24.6	21,248	22,337	(1,089)	(4.9)

**TABLE 2-B
FLAT MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2018 (Oct. 1, 2017-Mar. 31, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent
First-Class Mail:												
Single-Piece Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Single-Piece Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Single-Piece Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	978,436	1,050,153	(71,717)	(6.8)	712,576	768,512	(55,936)	(7.3)	138,626	153,875	(15,248)	(9.9)
Parcels	0	39,832	(39,832)	(100.0)	0	19,254	(19,254)	(100.0)	0	4,779	(4,779)	(100.0)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	978,436	1,089,985	(111,549)	(10.2)	712,576	787,766	(75,190)	(9.5)	138,626	158,654	(20,027)	(12.6)
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	979,579	989,603	(10,024)	(1.0)	5,596,678	5,582,134	14,544	0.3	1,065,795	1,036,689	29,106	2.8
Carrier Route	1,001,472	983,635	17,837	1.8	3,831,355	3,790,708	40,646	1.1	818,016	800,141	17,875	2.2
Letters	4,697	0	4,697	0.0	19,899	0	19,899	0.0	1,996	0	1,996	0.0
Flats	861,045	1,098,767	(237,722)	(21.6)	2,125,609	2,967,710	(842,101)	(28.4)	540,201	723,502	(183,301)	(25.3)
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Every Door Direct Mail Retail	64,054	68,962	(4,908)	(7.1)	361,079	390,964	(29,885)	(7.6)	45,799	49,590	(3,791)	(7.6)
Domestic Negotiated Serv. Agreement Mail	15,048	24,289	(9,240)	(38.0)	68,445	100,663	(32,219)	(32.0)	14,508	21,316	(6,808)	(31.9)
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	2,925,895	3,165,255	(239,359)	(7.6)	12,003,064	12,832,180	(829,116)	(6.5)	2,486,315	2,631,237	(144,923)	(5.5)
Periodicals Mail:												
In-County	27,199	27,602	(403)	(1.5)	247,735	246,995	741	0.3	66,864	69,531	(2,667)	(3.8)
Outside County	605,650	662,916	(57,265)	(8.6)	2,238,665	2,416,323	(177,658)	(7.4)	809,015	903,033	(94,018)	(10.4)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	632,849	690,518	(57,669)	(8.4)	2,486,400	2,663,318	(176,918)	(6.6)	875,879	972,565	(96,685)	(9.9)
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	103,409	104,954	(1,545)	(1.5)	138,307	137,817	491	0.4	226,692	222,724	3,968	1.8
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	9,472	8,943	530	5.9	3,353	3,201	151	4.7	2,947	2,823	124	4.4
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	53,170	52,848	322	0.6	63,230	62,042	1,189	1.9	104,741	101,844	2,896	2.8

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2018 (Oct. 1, 2017-Mar. 31, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2018 over FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2018 over FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2018 over FY 2017 Percent
Total Competitive Mail	481,370	432,428	48,942	11.3	97,382	76,993	20,388	26.5	42,392	43,297	(906)	(2.1)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2018 (Oct. 1, 2017-Mar. 31, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent
Total Competitive Revenue	481,370	432,428	48,942	11.3	97,382	76,993	20,388	26.5	42,392	43,297	(906)	(2.1)

**TABLE 2-C
PARCEL MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2018 (Jan. 1, 2018-Mar. 31, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent
First-Class Mail:												
Single-Piece Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Single-Piece Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Single-Piece Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	58	0	58	0.0	16	0	16	0.0	1	0	1	0.0
Parcels	0	124,397	(124,397)	(100.0)	0	41,038	(41,038)	(100.0)	0	13,427	(13,427)	(100.0)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	58	124,397	(124,339)	(100.0)	16	41,038	(41,022)	(100.0)	1	13,427	(13,425)	(100.0)
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	159	15	144	956.5	534	44	489	1100.2	33	5	28	524.2
Carrier Route Letters	1	10	(9)	(93.4)	2	22	(21)	(91.8)	0	2	(1)	(84.1)
Flats	33	96	(63)	(65.6)	77	218	(141)	(64.8)	3	9	(6)	(69.4)
Parcels	10,263	10,592	(329)	(3.1)	8,459	9,313	(854)	(9.2)	3,291	3,061	229	7.5
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
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	10,457	10,713	(257)	(2.4)	9,071	9,598	(527)	(5.5)	3,327	3,078	250	8.1
Periodicals Mail:												
In-County	18	23	(5)	(21.8)	125	163	(38)	(23.3)	47	59	(12)	(20.4)
Outside County	717	788	(71)	(9.0)	830	962	(132)	(13.7)	1,482	1,668	(185)	(11.1)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	735	811	(76)	(9.3)	955	1,125	(170)	(15.1)	1,530	1,727	(197)	(11.4)
Package Services Mail:												
Alaska Bypass	8,173	8,397	(224)	(2.7)	313	325	(12)	(3.7)	21,056	21,903	(847)	(3.9)
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	81,582	78,273	3,309	4.2	74,677	71,840	2,837	3.9	164,641	165,195	(554)	(0.3)
Media and Library Mail	62,164	62,319	(155)	(0.2)	17,655	17,753	(97)	(0.5)	41,042	42,909	(1,867)	(4.4)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	151,919	148,989	2,930	2.0	92,645	89,918	2,727	3.0	226,739	230,007	(3,269)	(1.4)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2018 (Jan. 1, 2018-Mar. 31, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2018 over FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2018 over FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2018 over FY 2017 Percent
Total Competitive Mail	4,501,033	3,942,034	558,998	14.2	1,238,637	1,132,062	106,575	9.4	2,424,915	2,204,753	220,163	10.0

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2018 (Jan. 1, 2018-Mar. 31, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2018 over FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2018 over FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2018 over FY 2017 Percent
Total Competitive Revenue	4,501,033	3,942,034	558,998	14.2	1,238,637	1,132,062	106,575	9.4	2,424,915	2,204,753	220,163	10.0

**TABLE 2-C
PARCEL MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2018 (Oct. 1, 2017-Mar. 31, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent
First-Class Mail:												
Single-Piece Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Single-Piece Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Single-Piece Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	104	0	104	0.0	29	0	29	0.0	4	0	4	0.0
Parcels	0	262,125	(262,125)	(100.0)	0	86,422	(86,422)	(100.0)	0	28,408	(28,408)	(100.0)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	104	262,125	(262,020)	(100.0)	29	86,422	(86,393)	(100.0)	4	28,408	(28,404)	(100.0)
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	260	20	240	1212.5	879	59	820	1389.5	55	8	47	605.3
Carrier Route	5	15	(10)	(68.7)	12	35	(23)	(66.0)	1	3	(2)	(72.5)
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	117	636	(519)	(81.7)	276	1,453	(1,177)	(81.0)	10	26	(16)	(62.6)
Parcels	22,334	24,252	(1,919)	(7.9)	18,814	22,048	(3,234)	(14.7)	6,922	7,270	(348)	(4.8)
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	22,715	24,923	(2,207)	(8.9)	19,980	23,594	(3,614)	(15.3)	6,988	7,307	(319)	(4.4)
Periodicals Mail:												
In-County	49	54	(5)	(9.4)	281	321	(40)	(12.3)	153	162	(9)	(5.8)
Outside County	1,485	1,619	(135)	(8.3)	1,726	1,955	(229)	(11.7)	3,159	3,442	(283)	(8.2)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	1,534	1,674	(140)	(8.4)	2,007	2,276	(269)	(11.8)	3,312	3,604	(292)	(8.1)
Package Services Mail:												
Alaska Bypass	16,579	16,602	(23)	(0.1)	638	646	(8)	(1.2)	42,928	43,514	(587)	(1.3)
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	169,016	164,108	4,907	3.0	157,061	153,385	3,676	2.4	346,360	351,447	(5,087)	(1.4)
Media and Library Mail	128,546	122,608	5,938	4.8	36,399	34,839	1,560	4.5	87,151	86,028	1,124	1.3
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	151,919	148,989	2,930	2.0	92,645	89,918	2,727	3.0	226,739	230,007	(3,269)	(1.4)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2018 (Oct. 1, 2017-Mar. 31, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2018 over FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2018 over FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2018 over FY 2017 Percent
Total Competitive Mail	9,745,382	8,541,915	1,203,467	14.1	2,709,632	2,445,183	264,449	10.8	5,385,623	4,941,145	444,478	9.0

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2018 (Oct. 1, 2017-Mar. 31, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2018 over FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2018 over FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2018 over FY 2017 Percent
Total Competitive Revenue	9,745,382	8,541,915	1,203,467	14.1	2,709,632	2,445,183	264,449	10.8	5,385,623	4,941,145	444,478	9.0

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2018 (Oct. 1, 2017-Mar. 31, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	10,083,874	9,133,954	949,921	10.4	2,947,412	2,770,532	176,879	6.4	5,928,603	5,517,631	410,973	7.4
Total All Services	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	10,083,874	9,133,954	949,921	10.4	2,947,412	2,770,532	176,879	6.4	5,928,603	5,517,631	410,973	7.4
Total All Other Revenue												
Total All Revenue	10,083,874	9,133,954	949,921	10.4								

TABLE 3-A
STAMPED MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2018 (Jan. 1, 2018-Mar. 31, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent
First-Class Mail:												
Single-Piece Letters	1,163,699	1,194,287	(30,588)	(2.6)	2,309,272	2,452,262	(142,990)	(5.8)	57,354	60,760	(3,406)	(5.6)
Single-Piece Cards	27,677	31,382	(3,704)	(11.8)	77,387	88,284	(10,897)	(12.3)	484	552	(68)	(12.3)
Total Single-Piece Letters and Cards	1,191,377	1,225,669	(34,292)	(2.8)	2,386,659	2,540,546	(153,886)	(6.1)	57,838	61,312	(3,474)	(5.7)
Presort Letters	48,182	42,864	5,318	12.4	120,897	108,251	12,646	11.7	7,377	6,802	576	8.5
Presort Cards	767	618	149	24.1	2,907	2,348	559	23.8	20	17	3	18.4
Total Presort Letters and Cards	48,949	43,482	5,467	12.6	123,804	110,599	13,205	11.9	7,397	6,818	579	8.5
Flats	39,046	41,218	(2,172)	(5.3)	25,411	27,025	(1,615)	(6.0)	4,807	5,237	(431)	(8.2)
Parcels	0	9,381	(9,381)	(100.0)	0	4,211	(4,211)	(100.0)	0	1,003	(1,003)	(100.0)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	1,279,372	1,319,750	(40,378)	(3.1)	2,535,874	2,682,381	(146,507)	(5.5)	70,042	74,371	(4,329)	(5.8)
Standard Mail:												
High Density and Saturation Letters	3,617	3,710	(92)	(2.5)	21,794	22,808	(1,014)	(4.4)	740	866	(126)	(14.6)
High Density and Saturation Flats & Parcels	272	278	(5)	(2.0)	1,748	1,602	146	9.1	91	63	28	43.7
Carrier Route	137	177	(40)	(22.7)	571	731	(160)	(21.9)	45	49	(4)	(8.5)
Letters	141,385	135,520	5,865	4.3	841,966	822,683	19,283	2.3	46,239	44,622	1,617	3.6
Flats	4,346	3,533	814	23.0	12,855	9,901	2,954	29.8	1,847	1,490	357	24.0
Parcels	9	9	0	4.7	6	6	0	4.0	1	1	(0)	(13.5)
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
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	149,767	143,226	6,541	4.6	878,941	857,731	21,209	2.5	48,963	47,091	1,872	4.0
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
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	569	434	135	31.1	166	136	30	21.7	289	228	60	26.4
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	569	434	135	31.1	166	136	30	21.7	289	228	60	26.4

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2018 (Jan. 1, 2018-Mar. 31, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent
Total Competitive Mail	22,106	14,622	7,484	51.2	5,486	2,003	3,484	174.0	2,648	3,291	(643)	(19.5)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2018 (Jan. 1, 2018-Mar. 31, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent
Total Competitive Revenue	22,106	14,622	7,484	51.2	5,486	2,003	3,484	174.0	2,648	3,291	(643)	(19.5)

**TABLE 3-A
STAMPED MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2018 (Oct. 1, 2017-Mar. 31, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2018	FY 2017	Amount	Percent	FY 2018	FY 2017	Amount	Percent	FY 2018	FY 2017	Amount	Percent
First-Class Mail:												
Single-Piece Letters	2,704,092	2,769,975	(65,883)	(2.4)	5,403,919	5,711,751	(307,832)	(5.4)	140,981	150,620	(9,639)	(6.4)
Single-Piece Cards	67,279	67,493	(214)	(0.3)	188,909	191,209	(2,300)	(1.2)	1,181	1,195	(14)	(1.2)
Total Single-Piece Letters and Cards	2,771,371	2,837,468	(66,097)	(2.3)	5,592,829	5,902,960	(310,131)	(5.3)	142,161	151,815	(9,654)	(6.4)
Presort Letters	100,333	95,362	4,970	5.2	252,832	241,352	11,480	4.8	15,095	14,457	638	4.4
Presort Cards	1,664	1,230	433	35.2	6,317	4,679	1,638	35.0	42	32	10	32.5
Total Presort Letters and Cards	101,996	96,593	5,403	5.6	259,149	246,031	13,118	5.3	15,137	14,489	648	4.5
Flats	79,730	83,773	(4,043)	(4.8)	52,462	55,342	(2,880)	(5.2)	10,007	10,822	(815)	(7.5)
Parcels	0	20,753	(20,753)	(100.0)	0	9,489	(9,489)	(100.0)	0	2,256	(2,256)	(100.0)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	2,953,097	3,038,587	(85,490)	(2.8)	5,904,440	6,213,822	(309,383)	(5.0)	167,305	179,382	(12,077)	(6.7)
Standard Mail:												
High Density and Saturation Letters	8,316	8,171	145	1.8	55,418	56,006	(589)	(1.1)	1,851	2,194	(343)	(15.6)
High Density and Saturation Flats & Parcels	533	545	(12)	(2.3)	3,282	3,140	142	4.5	158	138	20	14.5
Carrier Route	446	354	92	26.0	1,906	1,461	445	30.5	170	128	43	33.5
Letters	306,347	293,463	12,883	4.4	1,896,035	1,830,792	65,242	3.6	101,208	96,674	4,534	4.7
Flats	10,135	8,789	1,346	15.3	30,193	25,756	4,437	17.2	4,595	4,108	486	11.8
Parcels	123	50	73	147.3	76	29	47	158.6	8	4	4	115.2
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
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	325,899	311,372	14,527	4.7	1,986,910	1,917,185	69,724	3.6	107,990	103,245	4,745	4.6
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
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	1,351	1,016	335	33.0	403	308	94	30.6	631	568	63	11.1
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	569	434	135	31.1	166	136	30	21.7	289	228	60	26.4

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2018 (Oct. 1, 2017-Mar. 31, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent
Total Competitive Mail	45,809	31,156	14,652	47.0	11,275	4,163	7,112	170.8	5,777	6,087	(310)	(5.1)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2018 (Oct. 1, 2017-Mar. 31, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent
Total Competitive Revenue	45,809	31,156	14,652	47.0	11,275	4,163	7,112	170.8	5,777	6,087	(310)	(5.1)

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2018 (Oct. 1, 2017-Mar. 31, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent
Total Market Dominant and Competitive												
Total All Mail	3,326,156	3,382,131	(55,975)	(1.7)	7,903,036	8,135,479	(232,443)	(2.9)	281,704	289,283	(7,579)	(2.6)
Total All Services	19,886	20,046	(160)	(0.8)	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	3,346,041	3,402,177	(56,135)	(1.6)	7,903,036	8,135,479	(232,443)	(2.9)	281,704	289,283	(7,579)	(2.6)
Total All Other Revenue												
Total All Revenue	3,346,041	3,402,177	(56,135)	(1.6)								

**TABLE 3-B
METERED MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2018 (Jan. 1, 2018-Mar. 31, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent
First-Class Mail:												
Single-Piece Letters	748,255	805,134	(56,879)	(7.1)	1,519,717	1,651,839	(132,122)	(8.0)	50,971	55,847	(4,876)	(8.7)
Single-Piece Cards	14,684	17,234	(2,550)	(14.8)	41,232	49,391	(8,160)	(16.5)	258	309	(51)	(16.5)
Total Single-Piece Letters and Cards	762,939	822,367	(59,429)	(7.2)	1,560,948	1,701,230	(140,282)	(8.2)	51,229	56,156	(4,927)	(8.8)
Presort Letters	896,233	971,549	(75,317)	(7.8)	2,324,608	2,537,322	(212,714)	(8.4)	138,054	150,408	(12,354)	(8.2)
Presort Cards	724	651	73	11.2	2,744	2,475	269	10.9	26	22	4	16.6
Total Presort Letters and Cards	896,957	972,200	(75,244)	(7.7)	2,327,351	2,539,797	(212,445)	(8.4)	138,080	150,430	(12,350)	(8.2)
Flats	275,160	293,142	(17,982)	(6.1)	196,367	209,340	(12,973)	(6.2)	37,401	40,562	(3,161)	(7.8)
Parcels	0	44,283	(44,283)	(100.0)	0	16,698	(16,698)	(100.0)	0	5,337	(5,337)	(100.0)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	1,935,056	2,131,993	(196,937)	(9.2)	4,084,667	4,467,064	(382,397)	(8.6)	226,710	252,485	(25,775)	(10.2)
Standard Mail:												
High Density and Saturation Letters	536	423	113	26.7	3,266	2,654	612	23.0	175	158	17	10.6
High Density and Saturation Flats & Parcels	28	52	(24)	(46.7)	111	332	(221)	(66.5)	11	9	1	16.0
Carrier Route	22	110	(88)	(80.1)	98	432	(334)	(77.2)	8	22	(14)	(64.5)
Letters	61,073	70,275	(9,202)	(13.1)	343,103	396,250	(53,147)	(13.4)	18,115	20,803	(2,688)	(12.9)
Flats	2,364	2,589	(225)	(8.7)	7,398	7,708	(310)	(4.0)	827	890	(63)	(7.1)
Parcels	107	105	2	1.5	66	62	4	6.3	8	8	0	0.9
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
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	64,129	73,554	(9,425)	(12.8)	354,043	407,439	(53,396)	(13.1)	19,143	21,890	(2,747)	(12.5)
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
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	41,122	45,693	(4,571)	(10.0)	11,970	13,547	(1,577)	(11.6)	25,512	28,927	(3,415)	(11.8)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	41,122	45,693	(4,571)	(10.0)	11,970	13,547	(1,577)	(11.6)	25,512	28,927	(3,415)	(11.8)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2018 (Jan. 1, 2018-Mar. 31, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent
Total Competitive Mail	1,977,176	1,778,317	198,859	11.2	367,031	342,235	24,796	7.2	478,102	458,770	19,332	4.2

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2018 (Jan. 1, 2018-Mar. 31, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent
Total Competitive Revenue	1,977,176	1,778,317	198,859	11.2	367,031	342,235	24,796	7.2	478,102	458,770	19,332	4.2

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2018 (Jan. 1, 2018-Mar. 31, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	4,017,483	4,029,557	(12,074)	(0.3)	4,817,711	5,230,285	(412,574)	(7.9)	749,468	762,072	(12,604)	(1.7)
Total All Services	175,818	165,287	10,532	6.4	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	4,193,302	4,194,844	(1,542)	(0.0)	4,817,711	5,230,285	(412,574)	(7.9)	749,468	762,072	(12,604)	(1.7)
Total All Other Revenue												
Total All Revenue	4,193,302	4,194,844	(1,542)	(0.0)								

**TABLE 3-B
METERED MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2018 (Oct. 1, 2017-Mar. 31, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2018	FY 2017	Amount	Percent	FY 2018	FY 2017	Amount	Percent	FY 2018	FY 2017	Amount	Percent
First-Class Mail:												
Single-Piece Letters	1,525,996	1,660,326	(134,329)	(8.1)	3,123,246	3,394,118	(270,872)	(8.0)	106,307	116,175	(9,868)	(8.5)
Single-Piece Cards	29,387	35,457	(6,070)	(17.1)	83,208	102,304	(19,096)	(18.7)	520	639	(119)	(18.7)
Total Single-Piece Letters and Cards	1,555,383	1,695,782	(140,399)	(8.3)	3,206,453	3,496,421	(289,968)	(8.3)	106,827	116,814	(9,987)	(8.5)
Presort Letters	1,755,376	1,910,342	(154,966)	(8.1)	4,572,811	4,984,993	(412,183)	(8.3)	271,974	295,954	(23,980)	(8.1)
Presort Cards	1,437	1,411	26	1.8	5,446	5,371	76	1.4	53	50	4	7.8
Total Presort Letters and Cards	1,756,813	1,911,753	(154,940)	(8.1)	4,578,257	4,990,364	(412,107)	(8.3)	272,027	296,004	(23,976)	(8.1)
Flats	551,636	592,590	(40,954)	(6.9)	396,278	427,056	(30,779)	(7.2)	74,823	82,527	(7,704)	(9.3)
Parcels	0	98,566	(98,566)	(100.0)	0	37,497	(37,497)	(100.0)	0	11,788	(11,788)	(100.0)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	3,863,832	4,298,692	(434,859)	(10.1)	8,180,988	8,951,338	(770,350)	(8.6)	453,677	507,132	(53,455)	(10.5)
Standard Mail:												
High Density and Saturation Letters	843	728	116	15.9	5,247	4,587	659	14.4	243	217	26	12.2
High Density and Saturation Flats & Parcels	43	67	(24)	(35.7)	185	412	(227)	(55.1)	15	15	0	0.4
Carrier Route	50	135	(85)	(62.7)	233	529	(296)	(56.0)	21	27	(6)	(23.4)
Letters	124,542	138,579	(14,037)	(10.1)	712,114	790,563	(78,449)	(9.9)	38,033	41,676	(3,643)	(8.7)
Flats	4,634	4,930	(297)	(6.0)	14,310	14,652	(343)	(2.3)	1,708	1,815	(108)	(5.9)
Parcels	226	167	59	35.5	128	99	28	28.5	19	12	7	55.4
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
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	130,338	144,606	(14,268)	(9.9)	732,216	810,843	(78,628)	(9.7)	40,038	43,762	(3,723)	(8.5)
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
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	85,734	88,367	(2,633)	(3.0)	24,865	26,047	(1,182)	(4.5)	54,756	57,090	(2,334)	(4.1)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	41,122	45,693	(4,571)	(10.0)	11,970	13,547	(1,577)	(11.6)	25,512	28,927	(3,415)	(11.8)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2018 (Oct. 1, 2017-Mar. 31, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent
Total Competitive Mail	4,101,219	3,693,642	407,578	11.0	770,524	710,772	59,752	8.4	989,923	965,237	24,686	2.6

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2018 (Oct. 1, 2017-Mar. 31, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent
Total Competitive Revenue	4,101,219	3,693,642	407,578	11.0	770,524	710,772	59,752	8.4	989,923	965,237	24,686	2.6

**TABLE 3-D
PVI MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2018 (Jan. 1, 2018-Mar. 31, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent
First-Class Mail:												
Single-Piece Letters	8,236	8,087	150	1.8	13,548	13,544	4	0.0	807	822	(14)	(1.8)
Single-Piece Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Single-Piece Letters and Cards	8,236	8,087	150	1.8	13,548	13,544	4	0.0	807	822	(14)	(1.8)
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	37,333	37,741	(409)	(1.1)	22,331	22,794	(463)	(2.0)	5,261	5,420	(159)	(2.9)
Parcels	0	78,427	(78,427)	(100.0)	0	25,456	(25,456)	(100.0)	0	8,397	(8,397)	(100.0)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	45,569	124,255	(78,686)	(63.3)	35,879	61,793	(25,914)	(41.9)	6,069	14,639	(8,571)	(58.5)
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
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total 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
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	15,332	14,929	403	2.7	4,158	4,053	104	2.6	10,601	10,926	(325)	(3.0)
Package Services Mail Fees	0	0	(0)	(100.0)	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	15,332	14,929	403	2.7	4,158	4,053	104	2.6	10,601	10,926	(325)	(3.0)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2018 (Jan. 1, 2018-Mar. 31, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent
Total Competitive Mail	677,146	567,739	109,407	19.3	75,327	51,294	24,034	46.9	154,930	144,006	10,924	7.6

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2018 (Jan. 1, 2018-Mar. 31, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent
Total Competitive Revenue	677,146	567,739	109,407	19.3	75,327	51,294	24,034	46.9	154,930	144,006	10,924	7.6

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2018 (Jan. 1, 2018-Mar. 31, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	738,048	706,924	31,124	4.4	115,364	117,140	(1,776)	(1.5)	171,599	169,571	2,028	1.2
Total All Services	77,133	80,505	(3,372)	(4.2)	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	815,181	787,429	27,751	3.5	115,364	117,140	(1,776)	(1.5)	171,599	169,571	2,028	1.2
Total All Other Revenue												
Total All Revenue	815,181	787,429	27,751	3.5								

**TABLE 3-D
PVI MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2018 (Oct. 1, 2017-Mar. 31, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2018	FY 2017	Amount	Percent	FY 2018	FY 2017	Amount	Percent	FY 2018	FY 2017	Amount	Percent
First-Class Mail:												
Single-Piece Letters	14,891	14,633	257	1.8	24,630	24,722	(92)	(0.4)	1,456	1,499	(44)	(2.9)
Single-Piece Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Single-Piece Letters and Cards	14,891	14,633	257	1.8	24,630	24,722	(92)	(0.4)	1,456	1,499	(44)	(2.9)
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	64,733	65,222	(489)	(0.7)	38,617	39,466	(849)	(2.2)	9,227	9,508	(281)	(3.0)
Parcels	0	160,280	(160,280)	(100.0)	0	52,005	(52,005)	(100.0)	0	17,308	(17,308)	(100.0)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	79,624	240,135	(160,512)	(66.8)	63,247	116,193	(52,946)	(45.6)	10,682	28,315	(17,633)	(62.3)
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
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total 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
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	31,069	29,842	1,226	4.1	8,430	8,080	350	4.3	21,999	22,163	(164)	(0.7)
Package Services Mail Fees	0	0	(0)	(100.0)	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	15,332	14,929	403	2.7	4,158	4,053	104	2.6	10,601	10,926	(325)	(3.0)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2018 (Oct. 1, 2017-Mar. 31, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent
Total Competitive Mail	1,559,062	1,319,467	239,594	18.2	165,422	114,719	50,704	44.2	379,712	351,760	27,952	7.9

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2018 (Oct. 1, 2017-Mar. 31, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent
Total Competitive Revenue	1,559,062	1,319,467	239,594	18.2	165,422	114,719	50,704	44.2	379,712	351,760	27,952	7.9

**TABLE 3-E
PERMIT IMPRINT MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2018 (Jan. 1, 2018-Mar. 31, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent
First-Class Mail:												
Single-Piece Letters	136,693	138,653	(1,961)	(1.4)	274,513	282,710	(8,197)	(2.9)	10,580	11,175	(595)	(5.3)
Single-Piece Cards	9,823	9,549	274	2.9	28,433	28,291	143	0.5	204	203	1	0.6
Total Single-Piece Letters and Cards	146,516	148,203	(1,687)	(1.1)	302,947	311,001	(8,054)	(2.6)	10,784	11,378	(594)	(5.2)
Presort Letters	2,747,426	2,711,285	36,141	1.3	7,133,056	7,086,541	46,514	0.7	375,709	376,675	(966)	(0.3)
Presort Cards	129,387	140,688	(11,301)	(8.0)	495,928	544,177	(48,249)	(8.9)	4,051	4,445	(394)	(8.9)
Total Presort Letters and Cards	2,876,812	2,851,972	24,840	0.9	7,628,984	7,630,719	(1,734)	(0.0)	379,760	381,120	(1,360)	(0.4)
Flats	135,156	141,841	(6,684)	(4.7)	106,025	110,667	(4,642)	(4.2)	21,092	23,274	(2,182)	(9.4)
Parcels	0	9,383	(9,383)	(100.0)	0	2,874	(2,874)	(100.0)	0	750	(750)	(100.0)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	3,158,484	3,151,399	7,085	0.2	8,037,956	8,055,261	(17,305)	(0.2)	411,637	416,522	(4,885)	(1.2)
Standard Mail:												
High Density and Saturation Letters	280,769	274,337	6,432	2.3	1,766,219	1,776,663	(10,443)	(0.6)	58,847	60,938	(2,091)	(3.4)
High Density and Saturation Flats & Parcels	482,891	459,143	23,747	5.2	2,778,108	2,639,393	138,715	5.3	505,240	483,379	21,861	4.5
Carrier Route	432,578	445,016	(12,438)	(2.8)	1,620,543	1,681,161	(60,618)	(3.6)	337,838	375,436	(37,597)	(10.0)
Letters	2,135,458	2,107,912	27,546	1.3	10,066,844	10,084,530	(17,686)	(0.2)	492,189	502,103	(9,915)	(2.0)
Flats	400,057	443,269	(43,212)	(9.7)	956,970	1,094,287	(137,317)	(12.5)	248,745	286,111	(37,366)	(13.1)
Parcels	10,148	10,488	(341)	(3.2)	8,386	9,246	(860)	(9.3)	3,282	3,053	229	7.5
Every Door Direct Mail Retail	32,342	34,686	(2,343)	(6.8)	181,918	196,215	(14,297)	(7.3)	23,074	24,888	(1,813)	(7.3)
Domestic Negotiated Serv. Agreement Mail	0	11,271	(11,271)	(100.0)	0	45,681	(45,681)	(100.0)	0	9,650	(9,650)	(100.0)
Standard Mail Fees	0	83	(83)	(100.0)	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	3,774,244	3,786,205	(11,962)	(0.3)	17,378,987	17,527,174	(148,187)	(0.8)	1,669,217	1,745,558	(76,341)	(4.4)
Periodicals Mail:												
In-County	13,198	13,585	(387)	(2.8)	123,818	127,063	(3,245)	(2.6)	30,159	32,053	(1,894)	(5.9)
Outside County	289,367	324,027	(34,660)	(10.7)	1,063,163	1,188,143	(124,981)	(10.5)	375,718	430,359	(54,642)	(12.7)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	302,565	337,612	(35,047)	(10.4)	1,186,980	1,315,206	(128,226)	(9.7)	405,877	462,412	(56,536)	(12.2)
Package Services Mail:												
Alaska Bypass	8,173	8,397	(224)	(2.7)	313	325	(12)	(3.7)	21,056	21,903	(847)	(3.9)
Bound Printed Matter Flats	48,380	48,098	281	0.6	61,555	60,307	1,248	2.1	103,214	100,396	2,818	2.8
Bound Printed Matter Parcels	81,582	78,273	3,309	4.2	74,677	71,840	2,837	3.9	164,641	165,195	(554)	(0.3)
Media and Library Mail	9,903	5,950	3,952	66.4	3,028	1,729	1,299	75.1	6,159	4,247	1,912	45.0
Package Services Mail Fees	0	2	(2)	(100.0)	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	148,037	140,720	7,317	5.2	139,573	134,201	5,372	4.0	295,071	291,742	3,329	1.1

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2018 (Jan. 1, 2018-Mar. 31, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent
Total Competitive Mail	2,068,371	1,798,817	269,554	15.0	838,559	774,819	63,740	8.2	1,810,146	1,620,747	189,399	11.7

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2018 (Jan. 1, 2018-Mar. 31, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent
Total Competitive Revenue	2,068,371	1,798,817	269,554	15.0	838,559	774,819	63,740	8.2	1,810,146	1,620,747	189,399	11.7

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2018 (Jan. 1, 2018-Mar. 31, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	9,451,701	9,214,753	236,948	2.6	27,582,120	27,806,758	(224,639)	(0.8)	4,592,039	4,537,111	54,927	1.2
Total All Services	21,918	26,191	(4,272)	(16.3)	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	9,473,619	9,240,944	232,675	2.5	27,582,120	27,806,758	(224,639)	(0.8)	4,592,039	4,537,111	54,927	1.2
Total All Other Revenue												
Total All Revenue	9,473,619	9,240,944	232,675	2.5								

**TABLE 3-E
PERMIT IMPRINT MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2018 (Oct. 1, 2017-Mar. 31, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2018	FY 2017	Amount	Percent	FY 2018	FY 2017	Amount	Percent	FY 2018	FY 2017	Amount	Percent
First-Class Mail:												
Single-Piece Letters	264,776	273,020	(8,244)	(3.0)	535,865	554,861	(18,996)	(3.4)	20,591	21,673	(1,082)	(5.0)
Single-Piece Cards	19,860	19,364	496	2.6	58,216	57,395	821	1.4	418	412	7	1.6
Total Single-Piece Letters and Cards	284,636	292,384	(7,748)	(2.6)	594,081	612,256	(18,176)	(3.0)	21,009	22,085	(1,075)	(4.9)
Presort Letters	5,311,622	5,348,958	(37,337)	(0.7)	13,875,051	13,950,180	(75,129)	(0.5)	733,114	744,610	(11,496)	(1.5)
Presort Cards	281,962	286,269	(4,306)	(1.5)	1,088,539	1,111,745	(23,206)	(2.1)	8,895	9,081	(187)	(2.1)
Total Presort Letters and Cards	5,593,584	5,635,227	(41,643)	(0.7)	14,963,589	15,061,925	(98,335)	(0.7)	742,009	753,692	(11,683)	(1.6)
Flats	288,298	313,020	(24,722)	(7.9)	228,010	248,649	(20,638)	(8.3)	45,696	51,760	(6,064)	(11.7)
Parcels	0	20,503	(20,503)	(100.0)	0	6,115	(6,115)	(100.0)	0	1,595	(1,595)	(100.0)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	6,166,517	6,261,133	(94,616)	(1.5)	15,785,681	15,928,945	(143,264)	(0.9)	808,714	829,131	(20,417)	(2.5)
Standard Mail:												
High Density and Saturation Letters	581,986	556,463	25,523	4.6	3,694,155	3,660,172	33,983	0.9	122,356	122,687	(331)	(0.3)
High Density and Saturation Flats & Parcels	1,004,969	1,016,892	(11,923)	(1.2)	5,755,010	5,752,844	2,166	0.0	1,072,122	1,043,653	28,470	2.7
Carrier Route	1,006,591	989,932	16,659	1.7	3,851,396	3,816,426	34,970	0.9	818,676	800,976	17,700	2.2
Letters	4,439,139	4,476,384	(37,245)	(0.8)	21,120,966	21,765,007	(644,041)	(3.0)	1,048,231	1,085,225	(36,994)	(3.4)
Flats	846,714	1,086,109	(239,395)	(22.0)	2,081,987	2,929,560	(847,573)	(28.9)	534,087	717,827	(183,739)	(25.6)
Parcels	21,985	24,046	(2,061)	(8.6)	18,610	21,921	(3,311)	(15.1)	6,895	7,254	(359)	(4.9)
Every Door Direct Mail Retail	64,054	68,962	(4,908)	(7.1)	361,079	390,964	(29,885)	(7.6)	45,799	49,590	(3,791)	(7.6)
Domestic Negotiated Serv. Agreement Mail	15,048	24,289	(9,240)	(38.0)	68,445	100,663	(32,219)	(32.0)	14,508	21,316	(6,808)	(31.9)
Standard Mail Fees	0	272	(272)	(100.0)	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	7,980,486	8,243,348	(262,861)	(3.2)	36,951,647	38,437,557	(1,485,910)	(3.9)	3,662,675	3,848,527	(185,852)	(4.8)
Periodicals Mail:												
In-County	27,606	28,069	(462)	(1.6)	252,315	252,492	(177)	(0.1)	67,217	69,952	(2,735)	(3.9)
Outside County	609,439	667,716	(58,277)	(8.7)	2,250,534	2,432,162	(181,628)	(7.5)	813,097	907,743	(94,647)	(10.4)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	637,045	695,785	(58,740)	(8.4)	2,502,848	2,684,654	(181,805)	(6.8)	880,314	977,695	(97,382)	(10.0)
Package Services Mail:												
Alaska Bypass	16,579	16,602	(23)	(0.1)	638	646	(8)	(1.2)	42,928	43,514	(587)	(1.3)
Bound Printed Matter Flats	103,409	104,954	(1,545)	(1.5)	138,307	137,817	491	0.4	226,692	222,724	3,968	1.8
Bound Printed Matter Parcels	169,016	164,108	4,907	3.0	157,061	153,385	3,676	2.4	346,360	351,447	(5,087)	(1.4)
Media and Library Mail	19,784	12,244	7,540	61.6	6,031	3,579	2,452	68.5	12,665	8,985	3,680	41.0
Package Services Mail Fees	0	18	(18)	(100.0)	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	148,037	140,720	7,317	5.2	139,573	134,201	5,372	4.0	295,071	291,742	3,329	1.1

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2018 (Oct. 1, 2017-Mar. 31, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent
Total Competitive Mail	4,518,667	3,929,373	589,294	15.0	1,859,442	1,692,465	166,977	9.9	4,051,928	3,660,696	391,232	10.7

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2018 (Oct. 1, 2017-Mar. 31, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent
Total Competitive Revenue	4,518,667	3,929,373	589,294	15.0	1,859,442	1,692,465	166,977	9.9	4,051,928	3,660,696	391,232	10.7

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2018 (Oct. 1, 2017-Mar. 31, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2018 over FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2018 over FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2018 over FY 2017 Percent
Total Market Dominant and Competitive												
Total All Mail	19,611,504	19,427,566	183,937	0.9	57,401,843	59,039,227	(1,637,384)	(2.8)	10,032,491	9,943,011	89,480	0.9
Total All Services	43,698	43,920	(222)	(0.5)	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	19,655,202	19,471,487	183,715	0.9	57,401,843	59,039,227	(1,637,384)	(2.8)	10,032,491	9,943,011	89,480	0.9
Total All Other Revenue												
Total All Revenue	19,655,202	19,471,487	183,715	0.9								

**TABLE 3-F
OTHER INDICIA MAIL*
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2018 (Jan. 1, 2018-Mar. 31, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent
First-Class Mail:												
Single-Piece Letters	3,432	1,639	1,793	109.4	6,827	3,255	3,572	109.7	262	111	151	135.5
Single-Piece Cards	64	40	24	58.5	156	110	46	41.8	1	1	0	41.8
Total Single-Piece Letters and Cards	3,496	1,680	1,816	108.1	6,983	3,365	3,618	107.5	263	112	151	135.0
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	953	840	112	13.3	653	832	(179)	(21.5)	131	137	(6)	(4.3)
Parcels	0	898	(898)	(100.0)	0	268	(268)	(100.0)	0	117	(117)	(100.0)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	159	(159)	(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	4,449	3,577	871	24.4	7,636	4,465	3,171	71.0	395	367	28	7.7
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
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total 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
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	29	63	(34)	(53.7)	9	22	(13)	(59.3)	7	29	(22)	(75.3)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	29	63	(34)	(53.7)	9	22	(13)	(59.3)	7	29	(22)	(75.3)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2018 (Jan. 1, 2018-Mar. 31, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent
Total Competitive Mail	1,776	1,428	348	24.3	321	176	145	82.5	351	282	69	24.4

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2018 (Jan. 1, 2018-Mar. 31, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent
Total Competitive Revenue	1,776	1,428	348	24.3	321	176	145	82.5	351	282	69	24.4

**TABLE 3-F
OTHER INDICIA MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2018 (Oct. 1, 2017-Mar. 31, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2018	FY 2017	Amount	Percent	FY 2018	FY 2017	Amount	Percent	FY 2018	FY 2017	Amount	Percent
First-Class Mail:												
Single-Piece Letters	6,607	4,155	2,452	59.0	13,222	8,206	5,015	61.1	487	286	200	69.9
Single-Piece Cards	232	164	69	42.0	635	472	163	34.5	4	3	1	34.5
Total Single-Piece Letters and Cards	6,839	4,318	2,521	58.4	13,856	8,678	5,178	59.7	491	289	201	69.6
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	1,911	1,899	12	0.6	1,409	1,505	(96)	(6.4)	257	321	(65)	(20.1)
Parcels	0	1,855	(1,855)	(100.0)	0	570	(570)	(100.0)	0	239	(239)	(100.0)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	338	(338)	(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	8,750	8,411	340	4.0	15,266	10,753	4,513	42.0	747	850	(103)	(12.1)
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
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total 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
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	80	81	(1)	(0.9)	23	27	(3)	(13.0)	47	46	1	2.7
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	29	63	(34)	(53.7)	9	22	(13)	(59.3)	7	29	(22)	(75.3)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2018 (Oct. 1, 2017-Mar. 31, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent
Total Competitive Mail	4,333	3,147	1,186	37.7	722	383	339	88.7	698	684	14	2.1

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2018 (Oct. 1, 2017-Mar. 31, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent
Total Competitive Revenue	4,333	3,147	1,186	37.7	722	383	339	88.7	698	684	14	2.1

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2018 (Oct. 1, 2017-Mar. 31, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	13,163	11,639	1,525	13.1	176,441	188,233	(11,792)	(6.3)	63,558	64,116	(558)	(0.9)
Total All Services	1,921	1,559	363	23.3	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	15,085	13,197	1,887	14.3	176,441	188,233	(11,792)	(6.3)	63,558	64,116	(558)	(0.9)
Total All Other Revenue												
Total All Revenue	15,085	13,197	1,887	14.3								