

MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2018 (Apr. 1, 2018-Jun. 30, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		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	1,937,598	2,027,156	(89,558)	(4.4)	3,851,020	4,121,190	(270,170)	(6.6)	114,432	125,388	(10,956)	(8.7)
Single-Piece Cards	51,924	53,246	(1,322)	(2.5)	144,423	153,070	(8,647)	(5.6)	927	981	(54)	(5.5)
Total Single-Piece Letters and Cards	1,989,522	2,080,402	(90,879)	(4.4)	3,995,443	4,274,260	(278,817)	(6.5)	115,359	126,369	(11,010)	(8.7)
Presort Letters	3,318,131	3,341,888	(23,758)	(0.7)	8,584,007	8,779,664	(195,657)	(2.2)	469,900	483,632	(13,732)	(2.8)
Presort Cards	129,490	129,611	(121)	(0.1)	495,394	502,278	(6,884)	(1.4)	4,047	4,103	(55)	(1.4)
Total Presort Letters and Cards	3,447,620	3,471,499	(23,879)	(0.7)	9,079,401	9,281,942	(202,541)	(2.2)	473,947	487,735	(13,788)	(2.8)
Flats	450,740	468,377	(17,638)	(3.8)	324,518	341,357	(16,840)	(4.9)	62,728	66,481	(3,753)	(5.6)
Parcels 4/	0	144,827	(144,827)	(100.0)	0	50,512	(50,512)	(100.0)	0	15,810	(15,810)	(100.0)
Domestic Negotiated Serv. Agreement Mail	0	0	0	-	0	0	0	-	0	0	0	-
Outbound First-Class Mail International	41,557	55,214	(13,657)	(24.7)	26,480	35,910	(9,429)	(26.3)	1,535	2,021	(487)	(24.1)
Inbound Intl. Letter-Post Single-Piece & NSA Mail Fees	177,497	184,292	(6,795)	(3.7)	134,562	168,161	(33,598)	(20.0)	49,819	56,092	(6,272)	(11.2)
First-Class Mail Fees	31,116	32,258	(1,142)	(3.5)	-	-	-	-	-	-	-	-
First-Class Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total First-Class Mail	6,138,053	6,436,869	(298,816)	(4.6)	13,560,404	14,152,141	(591,737)	(4.2)	703,389	754,508	(51,119)	(6.8)
USPS Marketing Mail:												
High Density and Saturation Letters	279,775	264,361	15,414	5.8	1,747,246	1,701,653	45,593	2.7	60,109	58,466	1,644	2.8
High Density and Saturation Flats & Parcels	520,873	482,742	38,131	7.9	2,953,098	2,753,616	199,482	7.2	537,653	521,803	15,850	3.0
Carrier Route	400,125	412,556	(12,431)	(3.0)	1,517,608	1,585,546	(67,937)	(4.3)	289,439	340,314	(50,874)	(14.9)
Letters	2,364,253	2,327,476	36,777	1.6	11,214,899	11,229,701	(14,802)	(0.1)	541,771	549,879	(8,108)	(1.5)
Flats	376,260	377,157	(897)	(0.2)	926,309	931,571	(5,262)	(0.6)	230,406	234,420	(4,014)	(1.7)
Parcels	9,501	11,906	(2,405)	(20.2)	7,639	10,368	(2,729)	(26.3)	3,031	4,097	(1,066)	(26.0)
Every Door Direct Mail Retail	33,916	34,958	(1,042)	(3.0)	190,539	197,501	(6,962)	(3.5)	24,168	25,051	(883)	(3.5)
Domestic Negotiated Serv. Agreement Mail	(837)	11,722	(12,559)	(107.1)	0	48,297	(48,297)	(100.0)	0	10,476	(10,476)	(100.0)
USPS Marketing Mail Fees	8,177	9,068	(890)	(9.8)	-	-	-	-	-	-	-	-
USPS Marketing Mail Dom. NSA Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total USPS Marketing Mail	3,992,042	3,931,944	60,098	1.5	18,557,338	18,458,252	99,087	0.5	1,686,577	1,744,505	(57,928)	(3.3)
Periodicals Mail:												
In-County	14,553	14,877	(324)	(2.2)	131,988	134,952	(2,964)	(2.2)	35,317	37,379	(2,062)	(5.5)
Outside County	323,815	329,232	(5,418)	(1.6)	1,225,290	1,228,518	(3,228)	(0.3)	430,383	446,080	(15,697)	(3.5)
Periodicals Mail Fees	2,737	2,999	(262)	(8.7)	-	-	-	-	-	-	-	-
Total Periodicals Mail	341,105	347,109	(6,004)	(1.7)	1,357,278	1,363,470	(6,191)	(0.5)	465,700	483,459	(17,759)	(3.7)
Package Services Mail:												
Alaska Bypass	7,789	8,228	(439)	(5.3)	297	318	(21)	(6.6)	19,968	21,404	(1,436)	(6.7)
Bound Printed Matter Flats	44,116	44,337	(220)	(0.5)	59,396	58,918	478	0.8	101,185	98,162	3,023	3.1
Bound Printed Matter Parcels	71,427	58,649	12,778	21.8	66,829	56,004	10,824	19.3	136,374	113,118	23,256	20.6
Media and Library Mail	64,358	65,807	(1,449)	(2.2)	18,222	18,891	(669)	(3.5)	42,050	44,088	(2,038)	(4.6)
Package Services Mail Fees	707	702	4	0.6	-	-	-	-	-	-	-	-
Total Package Services Mail	188,397	177,723	10,674	6.0	144,743	134,131	10,612	7.9	299,578	276,772	22,806	8.2

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2018 (Apr. 1, 2018-Jun. 30, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		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	190,584	191,811	(1,226)	(0.6)	7,230	7,498	(267)	(3.6)	7,133	7,857	(723)	(9.2)
First-Class Package Service:												
Total First Class Package Service	964,975	691,047	273,928	39.6	316,281	235,561	80,720	34.3	118,832	95,853	22,979	24.0
USPS Retail Ground Mail:												
Total USPS Retail Ground	55,260	66,984	(11,723)	(17.5)	2,536	3,324	(788)	(23.7)	18,677	22,929	(4,252)	(18.5)
Priority Mail:												
Total Priority Mail	2,155,578	2,008,293	147,285	7.3	256,512	247,979	8,533	3.4	597,978	590,127	7,851	1.3
Parcel Select Mail:												
Total Parcel Select Mail	1,529,066	1,336,864	192,203	14.4	706,715	655,706	51,008	7.8	1,705,338	1,457,787	247,551	17.0
Parcel Return Service Mail:												
Total Parcel Return Service Mail	57,176	46,997	10,179	21.7	23,341	18,002	5,339	29.7	55,602	46,549	9,053	19.4
International Mail:												
Outbound Priority Mail International	88,344	96,525	(8,181)	(8.5)	1,517	1,712	(195)	(11.4)	10,067	11,429	(1,363)	(11.9)
Outbound International Expedited Services	66,350	59,122	7,229	12.2	754	714	40	5.5	6,279	4,558	1,721	37.8
Other Outbound International Mail	181,856	195,682	(13,825)	(7.1)	38,284	41,731	(3,448)	(8.3)	20,694	20,873	(179)	(0.9)
Inbound International	57,271	57,572	(301)	(0.5)	3,670	3,668	2	0.1	25,493	26,120	(627)	(2.4)
International Mail Fees	1	1	0	1.8	-	-	-	-	-	-	-	-
Total International Mail	393,824	408,902	(15,078)	(3.7)	44,224	47,825	(3,601)	(7.5)	62,532	62,980	(448)	(0.7)
Total Competitive Mail	5,346,464	4,750,897	595,567	12.5	1,356,838	1,215,895	140,944	11.6	2,566,092	2,284,081	282,011	12.3

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2018 (Apr. 1, 2018-Jun. 30, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		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	16,006,061	15,644,543	361,518	2.3	35,070,086	35,432,370	(362,285)	(1.0)	5,750,454	5,571,131	179,323	3.2
Total All Services	688,966	672,066	16,900	2.5	1,431,739	1,337,641	94,098	7.0				
Total All Mail and Services	16,695,027	16,316,609	378,418	2.3								
Total All Other Revenue	415,260	375,243	40,018	10.7								
Total All Revenue	17,110,287	16,691,852	418,436	2.5								

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 3 YTD
FISCAL YEAR 2018 (Oct. 1, 2017-Jun. 30, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2018	FY 2017	Amount	Percent	FY 2018	FY 2017	Amount	Percent	FY 2018	FY 2017	Amount	Percent
First-Class Mail:												
Single-Piece Letters	6,453,961	6,749,265	(295,304)	(4.4)	12,951,902	13,814,848	(862,947)	(6.2)	384,253	415,641	(31,388)	(7.6)
Single-Piece Cards	168,682	175,723	(7,041)	(4.0)	475,391	504,449	(29,058)	(5.8)	3,050	3,230	(180)	(5.6)
Total Single-Piece Letters and Cards	6,622,643	6,924,988	(302,345)	(4.4)	13,427,292	14,319,298	(892,005)	(6.2)	387,303	418,871	(31,568)	(7.5)
Presort Letters	10,485,461	10,696,551	(211,090)	(2.0)	27,284,699	27,956,188	(671,489)	(2.4)	1,490,083	1,538,654	(48,571)	(3.2)
Presort Cards	414,552	418,521	(3,968)	(0.9)	1,595,696	1,624,073	(28,377)	(1.7)	13,037	13,265	(228)	(1.7)
Total Presort Letters and Cards	10,900,014	11,115,071	(215,058)	(1.9)	28,880,396	29,580,262	(699,866)	(2.4)	1,503,120	1,551,919	(48,799)	(3.1)
Flats	1,437,047	1,524,882	(87,834)	(5.8)	1,041,295	1,113,375	(72,080)	(6.5)	202,737	221,419	(18,682)	(8.4)
Parcels 5/	0	446,784	(446,784)	(100.0)	0	156,188	(156,188)	(100.0)	0	48,997	(48,997)	(100.0)
Domestic Negotiated Serv. Agreement Mail	0	0	-	-	0	0	-	-	0	0	-	-
Outbound First-Class Mail International	160,167	183,987	(23,820)	(12.9)	105,392	121,865	(16,473)	(13.5)	5,783	6,799	(1,016)	(14.9)
Inbound Intl. Letter-Post Single-Piece & NSA Mail	641,668	526,420	115,247	21.9	487,193	499,710	(12,517)	(2.5)	185,480	178,676	6,804	3.8
First-Class Mail Fees	102,024	106,303	(4,279)	(4.0)	-	-	-	-	-	-	-	-
First-Class Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total First-Class Mail	19,863,562	20,828,435	(964,873)	(4.6)	43,941,568	45,790,697	(1,849,129)	(4.0)	2,284,423	2,426,681	(142,258)	(5.9)
USPS Marketing Mail:												
High Density and Saturation Letters	870,920	829,722	41,198	5.0	5,502,065	5,422,419	79,647	1.5	184,560	183,563	996	0.5
High Density and Saturation Flats & Parcels	1,526,418	1,500,245	26,172	1.7	8,711,576	8,510,013	201,563	2.4	1,609,948	1,565,608	44,340	2.8
Carrier Route	1,407,212	1,402,977	4,235	0.3	5,371,143	5,403,962	(32,819)	(0.6)	1,108,307	1,141,444	(33,138)	(2.9)
Letters	7,234,280	7,235,903	(1,622)	(0.0)	34,944,013	35,616,063	(672,050)	(1.9)	1,729,243	1,773,453	(44,211)	(2.5)
Flats	1,237,743	1,476,985	(239,242)	(16.2)	3,052,798	3,901,539	(848,741)	(21.8)	770,796	958,170	(187,374)	(19.6)
Parcels	31,834	36,168	(4,334)	(12.0)	26,452	32,417	(5,965)	(18.4)	9,953	11,367	(1,414)	(12.4)
Every Door Direct Mail Retail	97,970	103,919	(5,949)	(5.7)	551,618	588,465	(36,846)	(6.3)	69,967	74,641	(4,674)	(6.3)
Domestic Negotiated Serv. Agreement Mail	14,211	36,010	(21,799)	(60.5)	68,445	148,960	(80,516)	(54.1)	14,508	31,792	(17,284)	(54.4)
USPS Marketing Mail Fees	30,761	34,558	(3,796)	(11.0)	-	-	-	-	-	-	-	-
USPS Marketing Mail Dom. NSA Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total USPS Marketing Mail	12,451,349	12,656,488	(205,138)	(1.6)	58,228,111	59,623,837	(1,395,727)	(2.3)	5,497,281	5,740,039	(242,759)	(4.2)
Periodicals Mail:												
In-County	42,160	42,946	(786)	(1.8)	384,303	387,443	(3,141)	(0.8)	102,534	107,331	(4,797)	(4.5)
Outside County	933,254	996,949	(63,695)	(6.4)	3,475,824	3,660,680	(184,856)	(5.0)	1,243,480	1,353,824	(110,344)	(8.2)
Periodicals Mail Fees	8,597	8,779	(182)	(2.1)	-	-	-	-	-	-	-	-
Total Periodicals Mail	984,010	1,048,674	(64,664)	(6.2)	3,860,127	4,048,123	(187,997)	(4.6)	1,346,014	1,461,155	(115,141)	(7.9)
Package Services Mail:												
Alaska Bypass	24,368	24,832	(464)	(1.9)	935	964	(29)	(3.0)	62,896	64,919	(2,022)	(3.1)
Bound Printed Matter Flats	147,525	149,291	(1,766)	(1.2)	197,703	196,734	969	0.5	327,877	320,886	6,991	2.2
Bound Printed Matter Parcels	240,449	222,759	17,691	7.9	223,890	209,389	14,500	6.9	482,734	464,565	18,170	3.9
Media and Library Mail	202,407	197,379	5,028	2.5	57,973	56,931	1,042	1.8	132,149	132,939	(790)	(0.6)
Package Services Mail Fees	2,200	2,377	(177)	(7.5)	-	-	-	-	-	-	-	-
Total Package Services Mail	616,949	596,638	20,311	3.4	480,500	464,018	16,482	3.6	1,005,657	983,309	22,348	2.3

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2018 (Oct. 1, 2017-Jun. 30, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2018	FY 2017	Amount	Percent	FY 2018	FY 2017	Amount	Percent	FY 2018	FY 2017	Amount	Percent
Priority Mail Express:												
Total Priority Mail Express Mail	577,447	587,595	(10,148)	(1.7)	21,650	22,816	(1,166)	(5.1)	23,506	26,371	(2,866)	(10.9)
First-Class Package Service:												
Total First Class Package Service	2,846,641	2,058,270	788,372	38.3	938,548	712,947	225,600	31.6	364,435	292,662	71,773	24.5
USPS Retail Ground Mail:												
Total USPS Retail Ground	231,419	280,841	(49,423)	(17.6)	11,375	15,227	(3,851)	(25.3)	76,914	91,966	(15,052)	(16.4)
Priority Mail:												
Total Priority Mail	6,899,147	6,377,055	522,092	8.2	812,206	782,483	29,723	3.8	1,949,681	1,908,953	40,728	2.1
Parcel Select Mail:												
Total Parcel Select Mail	4,849,837	4,273,638	576,198	13.5	2,283,483	2,120,368	163,115	7.7	5,356,935	4,754,202	602,733	12.7
Parcel Return Service Mail:												
Total Parcel Return Service Mail	166,707	138,480	28,227	20.4	67,157	52,050	15,108	29.0	176,499	149,926	26,573	17.7
International Mail:												
Outbound Priority Mail International	307,019	336,106	(29,087)	(8.7)	5,198	5,842	(644)	(11.0)	34,899	39,077	(4,179)	(10.7)
Outbound International Expedited Services	238,353	158,626	79,727	50.3	2,782	2,120	662	31.2	22,988	13,680	9,308	68.0
Other Outbound International Mail	626,072	654,497	(28,425)	(4.3)	127,845	139,956	(12,110)	(8.7)	69,265	68,271	994	1.5
Inbound International	188,492	176,670	11,822	6.7	12,096	11,563	534	4.6	85,276	82,265	3,011	3.7
International Mail Fees	21	5	16	321.6	-	-	-	-	-	-	-	-
Total International Mail	1,359,957	1,325,904	34,053	2.6	147,922	159,480	(11,558)	(7.2)	212,428	203,293	9,135	4.5
Total Competitive Mail	16,931,155	15,041,783	1,889,372	12.6	4,282,341	3,865,370	416,970	10.8	8,160,398	7,427,374	733,025	9.9

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2018 (Oct. 1, 2017-Jun. 30, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 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	50,847,026	50,172,018	675,008	1.3	111,046,758	114,077,780	(3,031,022)	(2.7)	18,385,171	18,129,190	255,981	1.4
Total All Services	2,018,972	2,000,644	18,329	0.9	4,520,975	4,231,029	289,945	6.9				
Total All Mail and Services	52,865,998	52,172,661	693,337	1.3								
Total All Other Revenue	960,008	1,009,470	(49,462)	(4.9)								
Total All Revenue	53,826,006	53,182,131	643,875	1.2								

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 3
FISCAL YEAR 2018 (Apr. 1, 2018-Jun. 30, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		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	1,937,598	2,027,156	(89,558)	(4.4)	3,851,020	4,121,190	(270,170)	(6.6)	114,432	125,388	(10,956)	(8.7)
Single-Piece Cards	51,924	53,246	(1,322)	(2.5)	144,423	153,070	(8,647)	(5.6)	927	981	(54)	(5.5)
Total Single-Piece Letters and Cards	1,989,522	2,080,402	(90,879)	(4.4)	3,995,443	4,274,260	(278,817)	(6.5)	115,359	126,369	(11,010)	(8.7)
Presort Letters	3,318,131	3,341,888	(23,758)	(0.7)	8,584,007	8,779,664	(195,657)	(2.2)	469,900	483,632	(13,732)	(2.8)
Presort Cards	129,490	129,611	(121)	(0.1)	495,394	502,278	(6,884)	(1.4)	4,047	4,103	(55)	(1.4)
Total Presort Letters and Cards	3,447,620	3,471,499	(23,879)	(0.7)	9,079,401	9,281,942	(202,541)	(2.2)	473,947	487,735	(13,788)	(2.8)
Flats	2,815	3,333	(518)	(15.5)	1,720	2,014	(294)	(14.6)	531	601	(69)	(11.6)
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	5,439,958	5,555,234	(115,276)	(2.1)	13,076,564	13,558,216	(481,652)	(3.6)	589,837	614,704	(24,867)	(4.0)
Standard Mail:												
High Density and Saturation Letters	279,775	264,361	15,414	5.8	1,747,246	1,701,653	45,593	2.7	60,109	58,466	1,644	2.8
High Density and Saturation Flats & Parcels	13,026	13,832	(806)	(5.8)	80,275	86,505	(6,230)	(7.2)	3,616	3,975	(359)	(9.0)
Carrier Route	3,481	3,372	109	3.2	13,641	13,352	289	2.2	508	492	17	3.4
Letters	2,362,668	2,327,477	35,192	1.5	11,208,392	11,229,704	(21,312)	(0.2)	540,987	549,879	(8,891)	(1.6)
Flats	250	129	121	93.4	426	242	184	76.1	171	68	103	151.3
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)	(100.0)	0	0	(0)	(100.0)	0	0	(0)	(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	2,659,200	2,609,170	50,030	1.9	13,049,980	13,031,455	18,525	0.1	605,392	612,880	(7,487)	(1.2)
Periodicals Mail:												
In-County	175	196	(21)	(11.0)	2,033	2,351	(319)	(13.5)	97	116	(19)	(16.2)
Outside County	1,216	1,322	(106)	(8.1)	5,417	5,760	(342)	(5.9)	457	540	(83)	(15.4)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	1,390	1,518	(128)	(8.4)	7,450	8,111	(661)	(8.1)	554	656	(102)	(15.6)
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 3
FISCAL YEAR 2018 (Apr. 1, 2018-Jun. 30, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		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	22,880	4,384	18,496	421.9	11,288	735	10,553	1435.2	336	64	272	425.5

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2018 (Apr. 1, 2018-Jun. 30, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		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	22,880	4,384	18,496	421.9	11,288	735	10,553	1435.2	336	64	272	425.5

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2018 (Apr. 1, 2018-Jun. 30, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		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	8,123,429	8,170,307	(46,878)	(0.6)	26,220,204	26,684,722	(464,518)	(1.7)	1,197,890	1,229,801	(31,912)	(2.6)
Total All Services	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	8,123,429	8,170,307	(46,878)	(0.6)	26,220,204	26,684,722	(464,518)	(1.7)	1,197,890	1,229,801	(31,912)	(2.6)
Total All Other Revenue												
Total All Revenue	8,123,429	8,170,307	(46,878)	(0.6)								

**TABLE 2-A
LETTER MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2018 (Oct. 1, 2017-Jun. 30, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 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	6,453,961	6,749,265	(295,304)	(4.4)	12,951,902	13,814,848	(862,947)	(6.2)	384,253	415,641	(31,388)	(7.6)
Single-Piece Cards	168,682	175,723	(7,041)	(4.0)	475,391	504,449	(29,058)	(5.8)	3,050	3,230	(180)	(5.6)
Total Single-Piece Letters and Cards	6,622,643	6,924,988	(302,345)	(4.4)	13,427,292	14,319,298	(892,005)	(6.2)	387,303	418,871	(31,568)	(7.5)
Presort Letters	10,485,461	10,696,551	(211,090)	(2.0)	27,284,699	27,956,188	(671,489)	(2.4)	1,490,083	1,538,654	(48,571)	(3.2)
Presort Cards	414,552	418,521	(3,968)	(0.9)	1,595,696	1,624,073	(28,377)	(1.7)	13,037	13,265	(228)	(1.7)
Total Presort Letters and Cards	10,900,014	11,115,071	(215,058)	(1.9)	28,880,396	29,580,262	(699,866)	(2.4)	1,503,120	1,551,919	(48,799)	(3.1)
Flats	10,583	9,685	898	9.3	5,892	5,520	372	6.7	1,910	1,664	246	14.8
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	17,533,239	18,049,744	(516,505)	(2.9)	42,313,581	43,905,079	(1,591,499)	(3.6)	1,892,333	1,972,454	(80,121)	(4.1)
Standard Mail:												
High Density and Saturation Letters	870,920	829,722	41,198	5.0	5,502,065	5,422,419	79,647	1.5	184,560	183,563	996	0.5
High Density and Saturation Flats & Parcels	38,732	41,713	(2,981)	(7.1)	241,195	260,708	(19,513)	(7.5)	10,061	11,084	(1,023)	(9.2)
Carrier Route	9,091	10,143	(1,052)	(10.4)	35,810	41,025	(5,215)	(12.7)	1,359	1,479	(120)	(8.1)
Letters	7,227,998	7,235,903	(7,905)	(0.1)	34,917,607	35,616,066	(698,459)	(2.0)	1,726,463	1,773,453	(46,990)	(2.6)
Flats	572	556	16	3.0	1,031	1,047	(16)	(1.6)	350	290	60	20.8
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)	(100.0)	0	0	(0)	(100.0)	0	0	(0)	(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	8,147,313	8,118,047	29,266	0.4	40,697,708	41,341,267	(643,558)	(1.6)	1,922,794	1,969,870	(47,076)	(2.4)
Periodicals Mail:												
In-County	533	608	(75)	(12.4)	6,330	7,527	(1,197)	(15.9)	298	375	(77)	(20.6)
Outside County	3,520	4,503	(984)	(21.8)	15,560	19,643	(4,083)	(20.8)	1,379	1,808	(429)	(23.7)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	4,053	5,112	(1,059)	(20.7)	21,891	27,170	(5,279)	(19.4)	1,676	2,183	(506)	(23.2)
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2018 (Oct. 1, 2017-Jun. 30, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 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	25,219	6,827	18,391	269.4	11,659	1,060	10,599	1000.2	359	86	273	316.6

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2018 (Oct. 1, 2017-Jun. 30, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 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	25,219	6,827	18,391	269.4	11,659	1,060	10,599	1000.2	359	86	273	316.6

**TABLE 2-B
FLAT MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2018 (Apr. 1, 2018-Jun. 30, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		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	447,420	465,044	(17,624)	(3.8)	322,657	339,343	(16,686)	(4.9)	62,187	65,880	(3,693)	(5.6)
Parcels	0	17,407	(17,407)	(100.0)	0	7,938	(7,938)	(100.0)	0	2,036	(2,036)	(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	447,420	482,451	(35,031)	(7.3)	322,657	347,281	(24,624)	(7.1)	62,187	67,916	(5,729)	(8.4)
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	507,724	468,834	38,889	8.3	2,872,408	2,667,008	205,401	7.7	534,013	517,822	16,191	3.1
Carrier Route	396,505	409,057	(12,553)	(3.1)	1,503,659	1,571,907	(68,248)	(4.3)	288,720	339,559	(50,839)	(15.0)
Letters	1,585	(0)	1,585	(383762.5)	6,507	(3)	6,510	(240567.6)	783	(0)	784	(681,305.5)
Flats	375,961	376,970	(1,009)	(0.3)	925,765	931,196	(5,431)	(0.6)	230,231	234,347	(4,116)	(1.8)
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Every Door Direct Mail Retail	33,916	34,958	(1,042)	(3.0)	190,539	197,501	(6,962)	(3.5)	24,168	25,051	(883)	(3.5)
Domestic Negotiated Serv. Agreement Mail	(837)	11,722	(12,559)	(107.1)	0	48,297	(48,297)	(100.0)	0	10,476	(10,476)	(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	1,314,853	1,301,541	13,312	1.0	5,498,879	5,415,905	82,973	1.5	1,077,915	1,127,255	(49,340)	(4.4)
Periodicals Mail:												
In-County	14,359	14,656	(297)	(2.0)	129,841	132,445	(2,603)	(2.0)	35,161	37,183	(2,022)	(5.4)
Outside County	321,865	327,147	(5,282)	(1.6)	1,218,993	1,221,813	(2,820)	(0.2)	428,503	443,923	(15,419)	(3.5)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	336,224	341,803	(5,578)	(1.6)	1,348,835	1,354,258	(5,423)	(0.4)	463,665	481,106	(17,441)	(3.6)
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	44,116	44,337	(220)	(0.5)	59,396	58,918	478	0.8	101,185	98,162	3,023	3.1
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	4,473	4,383	90	2.0	1,566	1,530	37	2.4	1,304	1,364	(60)	(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	48,589	48,720	(131)	(0.3)	60,962	60,447	515	0.9	102,489	99,525	2,963	3.0

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2018 (Apr. 1, 2018-Jun. 30, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		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	250,830	226,690	24,140	10.6	51,195	39,919	11,275	28.2	21,252	20,132	1,120	5.6

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2018 (Apr. 1, 2018-Jun. 30, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		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	250,830	226,690	24,140	10.6	51,195	39,919	11,275	28.2	21,252	20,132	1,120	5.6

**TABLE 2-B
FLAT MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2018 (Oct. 1, 2017-Jun. 30, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 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	1,425,856	1,515,197	(89,341)	(5.9)	1,035,233	1,107,855	(72,622)	(6.6)	200,814	219,755	(18,942)	(8.6)
Parcels	0	57,239	(57,239)	(100.0)	0	27,192	(27,192)	(100.0)	0	6,815	(6,815)	(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	1,425,856	1,572,436	(146,580)	(9.3)	1,035,233	1,135,047	(99,814)	(8.8)	200,814	226,570	(25,756)	(11.4)
Standard Mail:												
High Density and Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density and Saturation Flats & Parcels	1,487,302	1,458,437	28,865	2.0	8,469,086	8,249,142	219,944	2.7	1,599,808	1,554,511	45,298	2.9
Carrier Route Letters	1,397,977	1,392,692	5,285	0.4	5,335,013	5,362,615	(27,602)	(0.5)	1,106,735	1,139,699	(32,964)	(2.9)
Flats	6,282	(0)	6,282	(1521116.4)	26,406	(3)	26,409	(975926.9)	2,779	(0)	2,779	#####
Parcels	1,237,006	1,475,737	(238,731)	(16.2)	3,051,374	3,898,906	(847,532)	(21.7)	770,432	957,849	(187,417)	(19.6)
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	97,970	103,919	(5,949)	(5.7)	551,618	588,465	(36,846)	(6.3)	69,967	74,641	(4,674)	(6.3)
Standard Mail Fees	14,211	36,010	(21,799)	(60.5)	68,445	148,960	(80,516)	(54.1)	14,508	31,792	(17,284)	(54.4)
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	4,240,748	4,466,795	(226,047)	(5.1)	17,501,943	18,248,085	(746,142)	(4.1)	3,564,230	3,758,492	(194,262)	(5.2)
Periodicals Mail:												
In-County	41,558	42,258	(700)	(1.7)	377,576	379,439	(1,863)	(0.5)	102,025	106,715	(4,689)	(4.4)
Outside County	927,515	990,062	(62,547)	(6.3)	3,457,658	3,638,137	(180,478)	(5.0)	1,237,519	1,346,956	(109,438)	(8.1)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	969,073	1,032,320	(63,247)	(6.1)	3,835,235	4,017,576	(182,341)	(4.5)	1,339,544	1,453,671	(114,127)	(7.9)
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	147,525	149,291	(1,766)	(1.2)	197,703	196,734	969	0.5	327,877	320,886	6,991	2.2
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	13,945	13,326	619	4.6	4,919	4,731	188	4.0	4,251	4,187	64	1.5
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	48,589	48,720	(131)	(0.3)	60,962	60,447	515	0.9	102,489	99,525	2,963	3.0

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2018 (Oct. 1, 2017-Jun. 30, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 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	732,200	659,118	73,082	11.1	148,577	116,913	31,664	27.1	63,644	63,429	214	0.3

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2018 (Oct. 1, 2017-Jun. 30, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 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	732,200	659,118	73,082	11.1	148,577	116,913	31,664	27.1	63,644	63,429	214	0.3

**TABLE 2-C
PARCEL MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2018 (Apr. 1, 2018-Jun. 30, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		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	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	505	0	505	0.0	141	0	141	0.0	10	0	10	0.0
Parcels	0	127,420	(127,420)	(100.0)	0	42,574	(42,574)	(100.0)	0	13,774	(13,774)	(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	505	127,420	(126,915)	(99.6)	141	42,574	(42,433)	(99.7)	10	13,774	(13,764)	(99.9)
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	123	75	48	63.3	415	104	312	300.6	24	6	18	317.3
Carrier Route Letters	139	127	13	9.9	309	287	21	7.3	211	263	(52)	(19.7)
Flats	48	58	(9)	(15.7)	117	133	(15)	(11.5)	4	5	(1)	(19.8)
Parcels	9,501	11,906	(2,405)	(20.2)	7,639	10,368	(2,729)	(26.3)	3,031	4,097	(1,066)	(26.0)
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	9,812	12,166	(2,354)	(19.4)	8,480	10,892	(2,412)	(22.1)	3,270	4,371	(1,101)	(25.2)
Periodicals Mail:												
In-County	20	26	(6)	(23.1)	115	156	(42)	(26.7)	59	80	(21)	(26.5)
Outside County	734	763	(29)	(3.8)	879	945	(66)	(7.0)	1,423	1,618	(195)	(12.0)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	754	789	(35)	(4.5)	994	1,101	(107)	(9.8)	1,482	1,697	(216)	(12.7)
Package Services Mail:												
Alaska Bypass	7,788	8,228	(440)	(5.4)	297	318	(21)	(6.6)	19,968	21,404	(1,436)	(6.7)
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	71,427	58,648	12,779	21.8	66,829	56,004	10,824	19.3	136,374	113,118	23,256	20.6
Media and Library Mail	59,870	61,411	(1,541)	(2.5)	16,655	17,361	(706)	(4.1)	40,747	42,725	(1,978)	(4.6)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	139,085	128,287	10,797	8.4	83,781	73,683	10,097	13.7	197,089	177,247	19,843	11.2

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2018 (Apr. 1, 2018-Jun. 30, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 over FY 2018 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 over FY 2018 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 over FY 2018 Percent
Total Competitive Mail	4,487,011	3,918,053	568,958	14.5	1,242,902	1,119,918	122,984	11.0	2,474,839	2,193,048	281,791	12.8

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2018 (Apr. 1, 2018-Jun. 30, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		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	4,487,011	3,918,053	568,958	14.5	1,242,902	1,119,918	122,984	11.0	2,474,839	2,193,048	281,791	12.8

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2018 (Apr. 1, 2018-Jun. 30, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		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	4,637,166	4,186,715	450,451	10.8	1,346,398	1,260,399	85,999	6.8	2,702,033	2,414,788	287,246	11.9
Total All Services	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	4,637,166	4,186,715	450,451	10.8	1,346,398	1,260,399	85,999	6.8	2,702,033	2,414,788	287,246	11.9
Total All Other Revenue												
Total All Revenue	4,637,166	4,186,715	450,451	10.8								

**TABLE 2-C
PARCEL MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2018 (Oct. 1, 2017-Jun. 30, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 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	609	0	609	0.0	170	0	170	0.0	14	0	14	0.0
Parcels	0	389,545	(389,545)	(100.0)	0	128,996	(128,996)	(100.0)	0	42,182	(42,182)	(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	609	389,545	(388,936)	(99.8)	170	128,996	(128,826)	(99.9)	14	42,182	(42,168)	(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	384	95	288	302.5	1,294	163	1,132	695.4	79	13	65	483.8
Carrier Route	144	142	2	1.7	320	322	(2)	(0.5)	212	266	(54)	(20.3)
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	165	693	(528)	(76.2)	393	1,586	(1,192)	(75.2)	14	31	(17)	(55.8)
Parcels	31,834	36,158	(4,324)	(12.0)	26,452	32,416	(5,963)	(18.4)	9,953	11,367	(1,414)	(12.4)
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	32,527	37,088	(4,561)	(12.3)	28,460	34,486	(6,026)	(17.5)	10,257	11,677	(1,420)	(12.2)
Periodicals Mail:												
In-County	69	80	(11)	(13.8)	396	477	(81)	(17.0)	211	242	(31)	(12.6)
Outside County	2,219	2,383	(164)	(6.9)	2,605	2,900	(295)	(10.2)	4,582	5,060	(477)	(9.4)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	2,287	2,463	(175)	(7.1)	3,001	3,378	(376)	(11.1)	4,793	5,301	(508)	(9.6)
Package Services Mail:												
Alaska Bypass	24,366	24,830	(464)	(1.9)	935	964	(29)	(3.0)	62,896	64,919	(2,022)	(3.1)
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	240,443	222,756	17,686	7.9	223,890	209,389	14,500	6.9	482,734	464,565	18,170	3.9
Media and Library Mail	188,416	184,019	4,397	2.4	53,054	52,200	854	1.6	127,898	128,753	(854)	(0.7)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	139,085	128,287	10,797	8.4	83,781	73,683	10,097	13.7	197,089	177,247	19,843	11.2

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2018 (Oct. 1, 2017-Jun. 30, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 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	14,232,392	12,459,967	1,772,425	14.2	3,952,534	3,565,101	387,433	10.9	7,860,462	7,134,194	726,269	10.2

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2018 (Oct. 1, 2017-Jun. 30, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 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	14,232,392	12,459,967	1,772,425	14.2	3,952,534	3,565,101	387,433	10.9	7,860,462	7,134,194	726,269	10.2

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2018 (Oct. 1, 2017-Jun. 30, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		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	14,721,040	13,320,669	1,400,372	10.5	4,293,809	4,030,931	262,879	6.5	8,630,637	7,932,419	698,218	8.8
Total All Services	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	14,721,040	13,320,669	1,400,372	10.5	4,293,809	4,030,931	262,879	6.5	8,630,637	7,932,419	698,218	8.8
Total All Other Revenue												
Total All Revenue	14,721,040	13,320,669	1,400,372	10.5								

TABLE 3-A
STAMPED MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2018 (Apr. 1, 2018-Jun. 30, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		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	1,095,467	1,139,298	(43,831)	(3.8)	2,159,711	2,299,556	(139,845)	(6.1)	54,601	59,731	(5,130)	(8.6)
Single-Piece Cards	28,051	29,768	(1,717)	(5.8)	76,902	84,457	(7,555)	(8.9)	481	528	(47)	(8.9)
Total Single-Piece Letters and Cards	1,123,518	1,169,066	(45,548)	(3.9)	2,236,613	2,384,014	(147,401)	(6.2)	55,082	60,259	(5,177)	(8.6)
Presort Letters	43,850	42,869	980	2.3	109,644	108,959	685	0.6	6,385	6,403	(18)	(0.3)
Presort Cards	760	673	86	12.8	2,884	2,552	333	13.0	17	15	2	10.7
Total Presort Letters and Cards	44,609	43,543	1,067	2.5	112,529	111,511	1,018	0.9	6,402	6,418	(16)	(0.3)
Flats	37,515	37,921	(406)	(1.1)	24,412	24,945	(533)	(2.1)	4,622	4,662	(40)	(0.9)
Parcels	0	9,106	(9,106)	(100.0)	0	4,042	(4,042)	(100.0)	0	946	(946)	(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	1,205,642	1,259,636	(53,994)	(4.3)	2,373,554	2,524,512	(150,958)	(6.0)	66,106	72,286	(6,180)	(8.5)
Standard Mail:												
High Density and Saturation Letters	4,121	3,881	240	6.2	24,456	23,476	980	4.2	851	850	1	0.1
High Density and Saturation Flats & Parcels	453	341	113	33.1	2,639	1,989	650	32.7	107	69	38	56.1
Carrier Route	2,230	569	1,660	291.6	8,871	2,932	5,939	202.6	798	641	156	24.4
Letters	135,466	128,973	6,493	5.0	798,768	776,195	22,572	2.9	41,074	39,984	1,090	2.7
Flats	6,511	5,193	1,318	25.4	21,311	17,010	4,301	25.3	3,792	3,043	749	24.6
Parcels	39	39	(1)	(1.3)	24	29	(6)	(19.4)	3	4	(1)	(27.2)
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	148,819	138,996	9,822	7.1	856,069	821,632	34,437	4.2	46,625	44,592	2,034	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	426	524	(98)	(18.7)	122	162	(39)	(24.4)	243	276	(32)	(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	426	524	(98)	(18.7)	122	162	(39)	(24.4)	243	276	(32)	(11.8)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2018 (Apr. 1, 2018-Jun. 30, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		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	23,571	13,318	10,253	77.0	5,772	1,899	3,873	203.9	3,160	2,100	1,060	50.5

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2018 (Apr. 1, 2018-Jun. 30, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		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	23,571	13,318	10,253	77.0	5,772	1,899	3,873	203.9	3,160	2,100	1,060	50.5

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2018 (Apr. 1, 2018-Jun. 30, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		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	1,378,458	1,412,475	(34,016)	(2.4)	3,235,517	3,348,204	(112,688)	(3.4)	116,135	119,253	(3,118)	(2.6)
Total All Services	10,987	11,241	(255)	(2.3)	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	1,389,445	1,423,716	(34,271)	(2.4)	3,235,517	3,348,204	(112,688)	(3.4)	116,135	119,253	(3,118)	(2.6)
Total All Other Revenue												
Total All Revenue	1,389,445	1,423,716	(34,271)	(2.4)								

**TABLE 3-A
STAMPED MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2018 (Oct. 1, 2017-Jun. 30, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 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	3,799,559	3,909,273	(109,714)	(2.8)	7,563,630	8,011,307	(447,677)	(5.6)	195,582	210,352	(14,770)	(7.0)
Single-Piece Cards	95,330	97,261	(1,931)	(2.0)	265,811	275,666	(9,855)	(3.6)	1,661	1,723	(62)	(3.6)
Total Single-Piece Letters and Cards	3,894,889	4,006,534	(111,645)	(2.8)	7,829,442	8,286,974	(457,532)	(5.5)	197,243	212,075	(14,831)	(7.0)
Presort Letters	144,183	138,232	5,951	4.3	362,476	350,311	12,165	3.5	21,480	20,860	620	3.0
Presort Cards	2,423	1,904	519	27.3	9,201	7,231	1,970	27.2	59	47	12	25.6
Total Presort Letters and Cards	146,606	140,135	6,470	4.6	371,677	357,542	14,136	4.0	21,538	20,907	632	3.0
Flats	117,244	121,694	(4,450)	(3.7)	76,875	80,287	(3,413)	(4.3)	14,629	15,484	(855)	(5.5)
Parcels	0	29,859	(29,859)	(100.0)	0	13,532	(13,532)	(100.0)	0	3,203	(3,203)	(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	4,158,739	4,298,223	(139,484)	(3.2)	8,277,994	8,738,334	(460,341)	(5.3)	233,411	251,668	(18,257)	(7.3)
Standard Mail:												
High Density and Saturation Letters	12,437	12,052	385	3.2	79,874	79,483	391	0.5	2,702	3,044	(341)	(11.2)
High Density and Saturation Flats & Parcels	986	886	100	11.3	5,921	5,129	792	15.4	265	207	59	28.3
Carrier Route	2,675	923	1,752	189.8	10,777	4,393	6,384	145.3	968	769	199	25.9
Letters	441,812	422,436	19,376	4.6	2,694,802	2,606,988	87,814	3.4	142,282	136,658	5,624	4.1
Flats	16,646	13,982	2,664	19.1	51,505	42,766	8,739	20.4	8,387	7,151	1,235	17.3
Parcels	161	89	72	81.6	100	59	41	69.8	11	8	3	38.6
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	474,718	450,368	24,350	5.4	2,842,978	2,738,817	104,161	3.8	154,616	147,837	6,779	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	1,777	1,540	237	15.4	525	470	55	11.7	874	843	31	3.6
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	426	524	(98)	(18.7)	122	162	(39)	(24.4)	243	276	(32)	(11.8)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2018 (Oct. 1, 2017-Jun. 30, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 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	69,380	44,474	24,905	56.0	17,047	6,062	10,984	181.2	8,937	8,188	750	9.2

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2018 (Oct. 1, 2017-Jun. 30, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 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	69,380	44,474	24,905	56.0	17,047	6,062	10,984	181.2	8,937	8,188	750	9.2

**TABLE 3-B
METERED MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2018 (Apr. 1, 2018-Jun. 30, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		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	706,662	741,166	(34,504)	(4.7)	1,424,447	1,523,818	(99,371)	(6.5)	49,198	53,265	(4,067)	(7.6)
Single-Piece Cards	14,808	14,537	271	1.9	41,381	42,015	(634)	(1.5)	259	263	(4)	(1.5)
Total Single-Piece Letters and Cards	721,470	755,703	(34,233)	(4.5)	1,465,828	1,565,832	(100,005)	(6.4)	49,457	53,527	(4,071)	(7.6)
Presort Letters	817,304	887,165	(69,861)	(7.9)	2,113,745	2,319,479	(205,735)	(8.9)	126,023	137,940	(11,917)	(8.6)
Presort Cards	718	653	65	10.0	2,718	2,474	244	9.8	29	26	3	12.3
Total Presort Letters and Cards	818,022	887,818	(69,796)	(7.9)	2,116,462	2,321,953	(205,491)	(8.8)	126,052	137,965	(11,913)	(8.6)
Flats	261,607	270,870	(9,262)	(3.4)	186,252	194,690	(8,438)	(4.3)	35,234	37,066	(1,833)	(4.9)
Parcels	0	51,976	(51,976)	(100.0)	0	19,218	(19,218)	(100.0)	0	6,179	(6,179)	(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	1,801,100	1,966,368	(165,268)	(8.4)	3,768,542	4,101,693	(333,152)	(8.1)	210,742	234,738	(23,996)	(10.2)
Standard Mail:												
High Density and Saturation Letters	374	359	15	4.1	2,266	2,237	30	1.3	87	78	10	12.4
High Density and Saturation Flats & Parcels	52	39	13	32.1	272	240	32	13.4	18	19	(1)	(3.8)
Carrier Route	70	136	(66)	(48.6)	297	547	(250)	(45.7)	16	19	(3)	(13.7)
Letters	59,524	64,476	(4,952)	(7.7)	331,536	360,691	(29,155)	(8.1)	17,159	18,815	(1,656)	(8.8)
Flats	2,426	2,830	(404)	(14.3)	7,538	9,181	(1,643)	(17.9)	880	973	(93)	(9.5)
Parcels	56	96	(40)	(41.8)	34	59	(25)	(42.4)	3	8	(5)	(57.8)
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	45	(45)	(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	62,502	67,982	(5,480)	(8.1)	341,944	372,955	(31,011)	(8.3)	18,165	19,912	(1,747)	(8.8)
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	39,039	44,694	(5,655)	(12.7)	11,285	13,193	(1,907)	(14.5)	24,287	28,151	(3,863)	(13.7)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	39,039	44,694	(5,655)	(12.7)	11,285	13,193	(1,907)	(14.5)	24,287	28,151	(3,863)	(13.7)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2018 (Apr. 1, 2018-Jun. 30, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		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	2,020,747	1,797,990	222,757	12.4	386,470	344,223	42,247	12.3	463,237	458,823	4,413	1.0

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2018 (Apr. 1, 2018-Jun. 30, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		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	2,020,747	1,797,990	222,757	12.4	386,470	344,223	42,247	12.3	463,237	458,823	4,413	1.0

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2018 (Apr. 1, 2018-Jun. 30, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		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	3,923,387	3,877,033	46,354	1.2	4,508,241	4,832,064	(323,823)	(6.7)	716,431	741,624	(25,194)	(3.4)
Total All Services	182,463	178,368	4,095	2.3	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	4,105,850	4,055,401	50,450	1.2	4,508,241	4,832,064	(323,823)	(6.7)	716,431	741,624	(25,194)	(3.4)
Total All Other Revenue												
Total All Revenue	4,105,850	4,055,401	50,450	1.2								

**TABLE 3-B
METERED MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2018 (Oct. 1, 2017-Jun. 30, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 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	2,232,658	2,401,492	(168,833)	(7.0)	4,547,692	4,917,935	(370,243)	(7.5)	155,505	169,439	(13,934)	(8.2)
Single-Piece Cards	44,195	49,994	(5,799)	(11.6)	124,589	144,319	(19,730)	(13.7)	779	902	(123)	(13.7)
Total Single-Piece Letters and Cards	2,276,853	2,451,486	(174,633)	(7.1)	4,672,281	5,062,254	(389,973)	(7.7)	156,284	170,341	(14,058)	(8.3)
Presort Letters	2,572,680	2,797,506	(224,827)	(8.0)	6,686,555	7,304,472	(617,917)	(8.5)	397,997	433,894	(35,897)	(8.3)
Presort Cards	2,155	2,064	91	4.4	8,164	7,845	319	4.1	82	75	7	9.3
Total Presort Letters and Cards	2,574,835	2,799,571	(224,736)	(8.0)	6,694,719	7,312,317	(617,598)	(8.4)	398,079	433,969	(35,890)	(8.3)
Flats	813,244	863,460	(50,216)	(5.8)	582,530	621,746	(39,216)	(6.3)	110,056	119,593	(9,537)	(8.0)
Parcels	0	150,543	(150,543)	(100.0)	0	56,714	(56,714)	(100.0)	0	17,967	(17,967)	(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	5,664,932	6,265,059	(600,127)	(9.6)	11,949,530	13,053,032	(1,103,502)	(8.5)	664,419	741,871	(77,451)	(10.4)
Standard Mail:												
High Density and Saturation Letters	1,217	1,087	130	12.0	7,513	6,824	689	10.1	331	295	36	12.3
High Density and Saturation Flats & Parcels	95	106	(11)	(10.5)	457	652	(195)	(29.9)	33	34	(1)	(2.0)
Carrier Route	120	271	(151)	(55.6)	530	1,076	(546)	(50.8)	37	46	(9)	(19.4)
Letters	184,066	203,056	(18,989)	(9.4)	1,043,650	1,151,254	(107,604)	(9.3)	55,192	60,491	(5,299)	(8.8)
Flats	7,060	7,761	(701)	(9.0)	21,848	23,834	(1,986)	(8.3)	2,588	2,788	(200)	(7.2)
Parcels	281	262	19	7.3	162	158	4	2.2	23	21	2	10.5
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	45	(45)	(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	192,840	212,588	(19,748)	(9.3)	1,074,159	1,183,798	(109,639)	(9.3)	58,203	63,674	(5,471)	(8.6)
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	124,774	133,061	(8,288)	(6.2)	36,151	39,240	(3,089)	(7.9)	79,043	85,240	(6,197)	(7.3)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	39,039	44,694	(5,655)	(12.7)	11,285	13,193	(1,907)	(14.5)	24,287	28,151	(3,863)	(13.7)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2018 (Oct. 1, 2017-Jun. 30, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 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	6,121,966	5,491,631	630,335	11.5	1,156,994	1,054,995	101,999	9.7	1,453,159	1,424,060	29,099	2.0

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2018 (Oct. 1, 2017-Jun. 30, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 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	6,121,966	5,491,631	630,335	11.5	1,156,994	1,054,995	101,999	9.7	1,453,159	1,424,060	29,099	2.0

**TABLE 3-D
PVI MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2018 (Apr. 1, 2018-Jun. 30, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		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	9,537	9,111	425	4.7	15,897	15,346	551	3.6	892	891	0	0.1
Single-Piece Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Single-Piece Letters and Cards	9,537	9,111	425	4.7	15,897	15,346	551	3.6	892	891	0	0.1
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	31,896	32,102	(206)	(0.6)	19,228	19,448	(220)	(1.1)	4,433	4,550	(117)	(2.6)
Parcels	0	75,130	(75,130)	(100.0)	0	24,450	(24,450)	(100.0)	0	7,928	(7,928)	(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	41,432	116,342	(74,910)	(64.4)	35,125	59,243	(24,119)	(40.7)	5,325	13,369	(8,044)	(60.2)
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	15,259	14,436	823	5.7	3,947	3,750	197	5.3	11,288	11,336	(48)	(0.4)
Package Services Mail Fees	0	0	(0)	(100.0)	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	15,259	14,436	823	5.7	3,947	3,750	197	5.3	11,288	11,336	(48)	(0.4)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2018 (Apr. 1, 2018-Jun. 30, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		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	598,262	525,004	73,258	14.0	66,664	46,873	19,791	42.2	135,172	131,679	3,494	2.7

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2018 (Apr. 1, 2018-Jun. 30, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		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	598,262	525,004	73,258	14.0	66,664	46,873	19,791	42.2	135,172	131,679	3,494	2.7

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2018 (Apr. 1, 2018-Jun. 30, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		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	654,953	655,782	(829)	(0.1)	105,736	109,867	(4,131)	(3.8)	151,785	156,384	(4,599)	(2.9)
Total All Services	81,093	81,952	(859)	(1.0)	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	736,046	737,734	(1,688)	(0.2)	105,736	109,867	(4,131)	(3.8)	151,785	156,384	(4,599)	(2.9)
Total All Other Revenue												
Total All Revenue	736,046	737,734	(1,688)	(0.2)								

**TABLE 3-D
PVI MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2018 (Oct. 1, 2017-Jun. 30, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 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	24,427	23,745	683	2.9	40,527	40,068	459	1.1	2,347	2,390	(43)	(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	24,427	23,745	683	2.9	40,527	40,068	459	1.1	2,347	2,390	(43)	(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	96,629	97,324	(695)	(0.7)	57,845	58,914	(1,069)	(1.8)	13,660	14,057	(398)	(2.8)
Parcels	0	235,410	(235,410)	(100.0)	0	76,455	(76,455)	(100.0)	0	25,236	(25,236)	(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	121,056	356,478	(235,422)	(66.0)	98,372	175,436	(77,064)	(43.9)	16,007	41,684	(25,677)	(61.6)
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	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	46,328	44,278	2,049	4.6	12,377	11,830	547	4.6	33,287	33,499	(212)	(0.6)
Package Services Mail Fees	0	0	(0)	(100.0)	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	15,259	14,436	823	5.7	3,947	3,750	197	5.3	11,288	11,336	(48)	(0.4)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2018 (Oct. 1, 2017-Jun. 30, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 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	2,157,324	1,844,472	312,852	17.0	232,086	161,592	70,495	43.6	514,884	483,439	31,445	6.5

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2018 (Oct. 1, 2017-Jun. 30, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 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	2,157,324	1,844,472	312,852	17.0	232,086	161,592	70,495	43.6	514,884	483,439	31,445	6.5

**TABLE 3-E
PERMIT IMPRINT MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2018 (Apr. 1, 2018-Jun. 30, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		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	123,619	135,667	(12,048)	(8.9)	246,503	278,708	(32,205)	(11.6)	9,539	11,372	(1,833)	(16.1)
Single-Piece Cards	9,029	8,887	142	1.6	26,042	26,454	(412)	(1.6)	187	189	(2)	(1.2)
Total Single-Piece Letters and Cards	132,649	144,555	(11,906)	(8.2)	272,546	305,162	(32,617)	(10.7)	9,726	11,561	(1,835)	(15.9)
Presort Letters	2,456,978	2,411,854	45,123	1.9	6,360,618	6,351,225	9,392	0.1	337,492	339,290	(1,798)	(0.5)
Presort Cards	128,012	128,284	(272)	(0.2)	489,792	497,253	(7,460)	(1.5)	4,002	4,062	(60)	(1.5)
Total Presort Letters and Cards	2,584,989	2,540,138	44,851	1.8	6,850,410	6,848,478	1,932	0.0	341,494	343,352	(1,858)	(0.5)
Flats	118,493	126,691	(8,199)	(6.5)	93,942	101,579	(7,637)	(7.5)	18,310	20,022	(1,712)	(8.6)
Parcels	0	8,085	(8,085)	(100.0)	0	2,646	(2,646)	(100.0)	0	690	(690)	(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	2,836,130	2,819,469	16,661	0.6	7,216,897	7,257,865	(40,968)	(0.6)	369,530	375,626	(6,096)	(1.6)
Standard Mail:												
High Density and Saturation Letters	275,280	260,120	15,160	5.8	1,720,524	1,675,940	44,584	2.7	59,171	57,538	1,633	2.8
High Density and Saturation Flats & Parcels	520,368	482,362	38,006	7.9	2,950,187	2,751,387	198,800	7.2	537,528	521,715	15,812	3.0
Carrier Route	397,825	411,851	(14,025)	(3.4)	1,508,441	1,582,067	(73,626)	(4.7)	288,625	339,654	(51,028)	(15.0)
Letters	2,169,263	2,134,027	35,236	1.7	10,084,595	10,092,814	(8,219)	(0.1)	483,538	491,079	(7,541)	(1.5)
Flats	367,323	369,134	(1,810)	(0.5)	897,459	905,379	(7,920)	(0.9)	225,734	230,404	(4,670)	(2.0)
Parcels	9,406	11,771	(2,365)	(20.1)	7,581	10,280	(2,699)	(26.3)	3,024	4,084	(1,060)	(26.0)
Every Door Direct Mail Retail	33,916	34,958	(1,042)	(3.0)	190,539	197,501	(6,962)	(3.5)	24,168	25,051	(883)	(3.5)
Domestic Negotiated Serv. Agreement Mail	(837)	11,722	(12,559)	(107.1)	0	48,297	(48,297)	(100.0)	0	10,476	(10,476)	(100.0)
Standard Mail Fees	0	771	(771)	(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	3,772,544	3,716,715	55,829	1.5	17,359,326	17,263,665	95,661	0.6	1,621,787	1,680,001	(58,214)	(3.5)
Periodicals Mail:												
In-County	14,553	14,877	(324)	(2.2)	131,988	134,952	(2,964)	(2.2)	35,317	37,379	(2,062)	(5.5)
Outside County	323,815	329,232	(5,418)	(1.6)	1,225,290	1,228,518	(3,228)	(0.3)	430,383	446,080	(15,697)	(3.5)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	338,368	344,110	(5,742)	(1.7)	1,357,278	1,363,470	(6,191)	(0.5)	465,700	483,459	(17,759)	(3.7)
Package Services Mail:												
Alaska Bypass	7,788	8,228	(440)	(5.4)	297	318	(21)	(6.6)	19,968	21,404	(1,436)	(6.7)
Bound Printed Matter Flats	44,116	44,337	(220)	(0.5)	59,396	58,918	478	0.8	101,185	98,162	3,023	3.1
Bound Printed Matter Parcels	71,427	58,648	12,779	21.8	66,829	56,004	10,824	19.3	136,374	113,118	23,256	20.6
Media and Library Mail	9,571	6,106	3,464	56.7	2,848	1,774	1,074	60.5	6,218	4,309	1,909	44.3
Package Services Mail Fees	0	34	(34)	(100.0)	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	132,901	117,353	15,548	13.2	129,369	117,014	12,355	10.6	263,746	236,993	26,753	11.3

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2018 (Apr. 1, 2018-Jun. 30, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		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	2,114,957	1,811,360	303,597	16.8	846,035	767,396	78,639	10.2	1,894,099	1,620,319	273,780	16.9

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2018 (Apr. 1, 2018-Jun. 30, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		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	2,114,957	1,811,360	303,597	16.8	846,035	767,396	78,639	10.2	1,894,099	1,620,319	273,780	16.9

**TABLE 3-E
PERMIT IMPRINT MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2018 (Oct. 1, 2017-Jun. 30, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 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	388,396	408,688	(20,292)	(5.0)	782,368	833,570	(51,202)	(6.1)	30,130	33,045	(2,915)	(8.8)
Single-Piece Cards	28,889	28,251	638	2.3	84,258	83,849	409	0.5	605	601	4	0.7
Total Single-Piece Letters and Cards	417,285	436,939	(19,654)	(4.5)	866,626	917,419	(50,792)	(5.5)	30,735	33,646	(2,911)	(8.7)
Presort Letters	7,768,599	7,760,813	7,786	0.1	20,235,668	20,301,405	(65,737)	(0.3)	1,070,606	1,083,900	(13,294)	(1.2)
Presort Cards	409,974	414,552	(4,579)	(1.1)	1,578,331	1,608,997	(30,666)	(1.9)	12,896	13,143	(247)	(1.9)
Total Presort Letters and Cards	8,178,573	8,175,365	3,208	0.0	21,813,999	21,910,403	(96,403)	(0.4)	1,083,503	1,097,044	(13,541)	(1.2)
Flats	406,790	439,711	(32,921)	(7.5)	321,952	350,227	(28,275)	(8.1)	64,006	71,783	(7,776)	(10.8)
Parcels	0	28,588	(28,588)	(100.0)	0	8,762	(8,762)	(100.0)	0	2,285	(2,285)	(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	9,002,648	9,080,603	(77,955)	(0.9)	23,002,578	23,186,810	(184,232)	(0.8)	1,178,244	1,204,757	(26,513)	(2.2)
Standard Mail:												
High Density and Saturation Letters	857,266	816,583	40,682	5.0	5,414,679	5,336,112	78,567	1.5	181,527	180,225	1,302	0.7
High Density and Saturation Flats & Parcels	1,525,337	1,499,254	26,083	1.7	8,705,197	8,504,231	200,966	2.4	1,609,650	1,565,368	44,282	2.8
Carrier Route	1,404,416	1,401,782	2,634	0.2	5,359,836	5,398,493	(38,657)	(0.7)	1,107,302	1,140,630	(33,328)	(2.9)
Letters	6,608,402	6,610,411	(2,009)	(0.0)	31,205,561	31,857,821	(652,260)	(2.0)	1,531,769	1,576,304	(44,535)	(2.8)
Flats	1,214,038	1,455,243	(241,205)	(16.6)	2,979,446	3,834,939	(855,493)	(22.3)	759,821	948,230	(188,409)	(19.9)
Parcels	31,391	35,817	(4,426)	(12.4)	26,191	32,200	(6,010)	(18.7)	9,919	11,338	(1,419)	(12.5)
Every Door Direct Mail Retail	97,970	103,919	(5,949)	(5.7)	551,618	588,465	(36,846)	(6.3)	69,967	74,641	(4,674)	(6.3)
Domestic Negotiated Serv. Agreement Mail	14,211	36,010	(21,799)	(60.5)	68,445	148,960	(80,516)	(54.1)	14,508	31,792	(17,284)	(54.4)
Standard Mail Fees	0	1,043	(1,043)	(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	11,753,031	11,960,063	(207,032)	(1.7)	54,310,973	55,701,222	(1,390,249)	(2.5)	5,284,462	5,528,529	(244,066)	(4.4)
Periodicals Mail:												
In-County	42,160	42,946	(786)	(1.8)	384,303	387,443	(3,141)	(0.8)	102,534	107,331	(4,797)	(4.5)
Outside County	933,254	996,949	(63,695)	(6.4)	3,475,824	3,660,680	(184,856)	(5.0)	1,243,480	1,353,824	(110,344)	(8.2)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	975,413	1,039,895	(64,482)	(6.2)	3,860,127	4,048,123	(187,997)	(4.6)	1,346,014	1,461,155	(115,141)	(7.9)
Package Services Mail:												
Alaska Bypass	24,366	24,830	(464)	(1.9)	935	964	(29)	(3.0)	62,896	64,919	(2,022)	(3.1)
Bound Printed Matter Flats	147,525	149,291	(1,766)	(1.2)	197,703	196,734	969	0.5	327,877	320,886	6,991	2.2
Bound Printed Matter Parcels	240,443	222,756	17,686	7.9	223,890	209,389	14,500	6.9	482,734	464,565	18,170	3.9
Media and Library Mail	29,354	18,351	11,004	60.0	8,879	5,353	3,526	65.9	18,884	13,294	5,590	42.0
Package Services Mail Fees	0	52	(52)	(100.0)	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	132,901	117,353	15,548	13.2	129,369	117,014	12,355	10.6	263,746	236,993	26,753	11.3

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2018 (Oct. 1, 2017-Jun. 30, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 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	6,633,624	5,740,733	892,891	15.6	2,705,477	2,459,861	245,616	10.0	5,946,027	5,281,016	665,012	12.6

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2018 (Oct. 1, 2017-Jun. 30, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 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	6,633,624	5,740,733	892,891	15.6	2,705,477	2,459,861	245,616	10.0	5,946,027	5,281,016	665,012	12.6

**TABLE 3-F
OTHER INDICIA MAIL*
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2018 (Apr. 1, 2018-Jun. 30, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		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	2,314	1,913	400	20.9	4,462	3,762	700	18.6	202	129	74	57.3
Single-Piece Cards	35	53	(18)	(33.4)	98	143	(46)	(31.9)	1	1	(0)	(31.9)
Total Single-Piece Letters and Cards	2,349	1,966	383	19.5	4,560	3,906	655	16.8	203	129	73	56.7
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	1,229	794	435	54.8	684	696	(12)	(1.7)	129	180	(51)	(28.3)
Parcels	0	530	(530)	(100.0)	0	156	(156)	(100.0)	0	67	(67)	(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	88	(88)	(100.0)	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	3,578	3,377	201	5.9	5,244	4,757	487	10.2	332	376	(44)	(11.8)
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	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	48	34	13	39.2	19	12	7	55.9	14	17	(3)	(15.9)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	48	34	13	39.2	19	12	7	55.9	14	17	(3)	(15.9)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2018 (Apr. 1, 2018-Jun. 30, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		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	3,184	1,455	1,729	118.9	443	181	262	144.4	758	323	435	134.8

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2018 (Apr. 1, 2018-Jun. 30, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		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	3,184	1,455	1,729	118.9	443	181	262	144.4	758	323	435	134.8

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2018 (Apr. 1, 2018-Jun. 30, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		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	6,810	4,867	1,944	39.9	99,085	113,324	(14,239)	(12.6)	30,046	28,270	1,776	6.3
Total All Services	1,722	935	787	84.2	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	8,532	5,802	2,731	47.1	99,085	113,324	(14,239)	(12.6)	30,046	28,270	1,776	6.3
Total All Other Revenue												
Total All Revenue	8,532	5,802	2,731	47.1								

**TABLE 3-F
OTHER INDICIA MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2018 (Oct. 1, 2017-Jun. 30, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 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	8,921	6,068	2,853	47.0	17,684	11,968	5,716	47.8	689	415	274	66.0
Single-Piece Cards	268	216	51	23.6	732	615	117	19.0	5	4	1	19.0
Total Single-Piece Letters and Cards	9,188	6,285	2,904	46.2	18,416	12,584	5,833	46.4	694	419	275	65.6
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	3,140	2,693	447	16.6	2,093	2,201	(107)	(4.9)	386	501	(116)	(23.0)
Parcels	0	2,384	(2,384)	(100.0)	0	726	(726)	(100.0)	0	306	(306)	(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	426	(426)	(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	12,328	11,788	541	4.6	20,510	15,510	5,000	32.2	1,079	1,226	(147)	(12.0)
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	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	128	115	13	11.1	42	39	3	8.6	61	62	(1)	(2.2)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	48	34	13	39.2	19	12	7	55.9	14	17	(3)	(15.9)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2018 (Oct. 1, 2017-Jun. 30, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 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	7,517	4,602	2,915	63.3	1,165	564	601	106.6	1,456	1,007	449	44.6

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2018 (Oct. 1, 2017-Jun. 30, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 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	7,517	4,602	2,915	63.3	1,165	564	601	106.6	1,456	1,007	449	44.6

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2018 (Oct. 1, 2017-Jun. 30, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 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	19,973	16,505	3,468	21.0	275,526	301,557	(26,031)	(8.6)	93,604	92,386	1,218	1.3
Total All Services	3,644	2,494	1,150	46.1	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	23,617	18,999	4,618	24.3	275,526	301,557	(26,031)	(8.6)	93,604	92,386	1,218	1.3
Total All Other Revenue												
Total All Revenue	23,617	18,999	4,618	24.3								