

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

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2018	FY 2017	Amount	Percent	FY 2018	FY 2017	Amount	Percent	FY 2018	FY 2017	Amount	Percent
<b>First-Class Mail:</b>												
Single-Piece Letters	2,474,144	2,581,902	(107,758)	(4.2)	5,015,657	5,304,778	(289,122)	(5.5)	151,198	162,046	(10,849)	(6.7)
Single-Piece Cards	61,563	64,529	(2,967)	(4.6)	175,081	186,044	(10,964)	(5.9)	1,123	1,190	(67)	(5.7)
Total Single-Piece Letters and Cards	2,535,706	2,646,431	(110,725)	(4.2)	5,190,737	5,490,823	(300,085)	(5.5)	152,320	163,236	(10,916)	(6.7)
Presort Letters	3,475,195	3,628,964	(153,769)	(4.2)	9,120,738	9,444,410	(323,672)	(3.4)	498,904	521,137	(22,234)	(4.3)
Presort Cards	154,865	146,953	7,912	5.4	601,340	572,794	28,546	5.0	4,914	4,678	236	5.0
Total Presort Letters and Cards	3,630,060	3,775,917	(145,857)	(3.9)	9,722,078	10,017,205	(295,126)	(2.9)	503,818	525,816	(21,998)	(4.2)
Flats	511,155	543,911	(32,756)	(6.0)	374,090	402,700	(28,610)	(7.1)	73,105	80,614	(7,509)	(9.3)
Parcels 4/	0	160,066	(160,066)	(100.0)	0	56,349	(56,349)	(100.0)	0	17,637	(17,637)	(100.0)
Domestic Negotiated Serv. Agreement Mail	0	0	0	-	0	0	0	-	0	0	0	-
Outbound First-Class Mail International	74,035	73,268	766	1.0	50,423	49,925	498	1.0	2,567	2,699	(132)	(4.9)
Inbound Intl. Letter-Post Single-Piece & NSA Mail	220,764	185,595	35,169	18.9	175,093	180,940	(5,847)	(3.2)	70,352	66,785	3,567	5.3
First-Class Mail Fees	33,027	36,324	(3,297)	(9.1)	-	-	-	-	-	-	-	-
First-Class Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total First-Class Mail	7,004,746	7,421,512	(416,766)	(5.6)	15,512,422	16,197,941	(685,519)	(4.2)	802,163	856,788	(54,625)	(6.4)
<b>USPS Marketing Mail:</b>												
High Density and Saturation Letters	305,810	286,891	18,919	6.6	1,960,856	1,918,642	42,214	2.2	64,786	63,135	1,651	2.6
High Density and Saturation Flats & Parcels	521,647	558,031	(36,384)	(6.5)	2,974,801	3,115,070	(140,269)	(4.5)	570,460	560,354	10,106	1.8
Carrier Route	574,791	545,118	29,674	5.4	2,233,901	2,136,091	97,810	4.6	495,964	425,624	70,340	16.5
Letters	2,532,558	2,594,719	(62,162)	(2.4)	12,477,970	13,082,899	(604,929)	(4.6)	630,947	656,046	(25,099)	(3.8)
Flats	454,979	650,438	(195,458)	(30.1)	1,149,694	1,858,073	(708,379)	(38.1)	293,480	435,259	(141,779)	(32.6)
Parcels	12,060	13,660	(1,601)	(11.7)	10,338	12,735	(2,398)	(18.8)	3,625	4,208	(583)	(13.9)
Every Door Direct Mail Retail	31,712	34,276	(2,564)	(7.5)	179,161	194,749	(15,588)	(8.0)	22,725	24,702	(1,977)	(8.0)
Domestic Negotiated Serv. Agreement Mail	15,024	13,017	2,007	15.4	68,445	54,983	13,462	24.5	14,508	11,666	2,841	24.4
USPS Marketing Mail Fees	10,659	13,966	(3,307)	(23.7)	-	-	-	-	-	-	-	-
USPS Marketing Mail Dom. NSA Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total USPS Marketing Mail	4,459,239	4,710,116	(250,877)	(5.3)	21,055,165	22,373,242	(1,318,076)	(5.9)	2,096,495	2,180,994	(84,499)	(3.9)
<b>Periodicals Mail:</b>												
In-County	14,408	14,484	(76)	(0.5)	128,622	125,429	3,193	2.5	37,020	37,899	(879)	(2.3)
Outside County	320,071	343,689	(23,618)	(6.9)	1,185,743	1,244,019	(58,276)	(4.7)	435,985	477,384	(41,399)	(8.7)
Periodicals Mail Fees	2,082	2,740	(658)	(24.0)	-	-	-	-	-	-	-	-
Total Periodicals Mail	336,561	360,914	(24,352)	(6.7)	1,314,364	1,369,447	(55,083)	(4.0)	473,005	515,283	(42,278)	(8.2)
<b>Package Services Mail:</b>												
Alaska Bypass	8,406	8,207	199	2.4	325	321	4	1.3	21,872	21,611	261	1.2
Bound Printed Matter Flats	55,029	56,856	(1,827)	(3.2)	76,753	77,510	(757)	(1.0)	123,478	122,328	1,150	0.9
Bound Printed Matter Parcels	87,436	85,836	1,600	1.9	82,384	81,545	839	1.0	181,719	186,251	(4,533)	(2.4)
Media and Library Mail	71,979	64,770	7,209	11.1	20,693	18,635	2,059	11.0	47,918	44,670	3,248	7.3
Package Services Mail Fees	676	1,002	(326)	(32.5)	-	-	-	-	-	-	-	-
Total Package Services Mail	223,527	216,671	6,856	3.2	180,154	178,010	2,145	1.2	374,987	374,860	126	0.0



**COMPETITIVE PRODUCTS**  
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**(Data in Thousands)**

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		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
Priority Mail Express:												
Total Priority Mail Express	198,023	206,072	(8,048)	(3.9)	7,449	7,952	(503)	(6.3)	9,034	10,720	(1,687)	(15.7)
First-Class Package Service:												
Total First Class Package Service 4/	981,244	691,592	289,652	41.9	329,252	244,888	84,364	34.4	131,992	101,860	30,132	29.6
USPS Retail Ground Mail:												
Total USPS Retail Ground	108,205	133,794	(25,589)	(19.1)	5,359	7,630	(2,271)	(29.8)	35,879	42,709	(6,829)	(16.0)
Priority Mail:												
Total Priority Mail	2,541,799	2,357,568	184,231	7.8	296,783	286,672	10,110	3.5	739,569	698,731	40,839	5.8
Parcel Select Mail:												
Total Parcel Select Mail	1,832,166	1,596,989	235,177	14.7	875,138	797,585	77,553	9.7	2,084,988	1,841,764	243,224	13.2
Parcel Return Service Mail:												
Total Parcel Return Service Mail	54,279	46,026	8,252	17.9	21,497	17,148	4,349	25.4	62,072	52,700	9,372	17.8
International Mail:												
Outbound Priority Mail International	122,199	138,757	(16,558)	(11.9)	2,072	2,361	(289)	(12.2)	14,333	16,192	(1,860)	(11.5)
Outbound International Expedited Services	31,940	28,738	3,202	11.1	384	327	57	17.3	2,466	1,780	686	38.5
Other Outbound International Mail	241,809	248,729	(6,920)	(2.8)	46,754	50,434	(3,679)	(7.3)	26,062	25,429	633	2.5
Inbound International	68,686	62,509	6,177	9.9	4,431	4,246	185	4.4	32,361	30,656	1,705	5.6
International Mail Fees	19	1	18	1174.2	-	-	-	-	-	-	-	-
Total International Mail	464,654	478,735	(14,082)	(2.9)	53,641	57,368	(3,726)	(6.5)	75,221	74,058	1,164	1.6
Total Competitive Mail	6,180,370	5,510,777	669,594	12.2	1,589,119	1,419,244	169,875	12.0	3,138,756	2,822,541	316,215	11.2



**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS  
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	Quarter 1		Change		Quarter 1		Change		Quarter 1		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	18,204,443	18,219,990	(15,547)	(0.1)	39,742,120	41,642,778	(1,900,658)	(4.6)	6,918,716	6,783,481	135,235	2.0
Total All Services	641,328	681,349	(40,021)	(5.9)	1,669,974	1,571,552	98,422	6.3				
Total All Mail and Services	18,845,771	18,901,339	(55,567)	(0.3)								
Total All Other Revenue	340,368	308,527	31,840	10.3								
Total All Revenue	19,186,139	19,209,866	(23,727)	(0.1)								

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.

- Report totals may not sum due to rounding.

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.

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