

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 Ma	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

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	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
U.S. Postal Service Mail	-	-	-	-	83,070	97,348	(14,278)	(14.7)	25,178	22,896	2,282	10.0
Free Mail	-	-	-	-	10,414	11,135	(720)	(6.5)	3,940	4,910	(970)	(19.8)
Total Market Dominant Mail	10,659,597	10,893,645	(234,049)	(2.1)	33,713,247	34,216,475	(503,228)	(1.5)	3,184,362	3,287,050	(102,688)	(3.1)
Ancillary Services:												
Certified Mail	175,902	174,179	1,723	1.0	50,636	51,631	(996)	(1.9)				
Collect on Delivery	990	1,099	(109)	(9.9)	89	103	(13)	(13.1)				
Delivery Confirmation	215	154	61	40.0	1,268,511	1,173,159	95,353	8.1				
Insurance	17,636	17,379	257	1.5	3,319	3,341	(22)	(0.7)				
Registered Mail	6,981	7,862	(881)	(11.2)	447	518	(71)	(13.8)				
Return Receipts	91,110	89,026	2,083	2.3	39,088	38,047	1,041	2.7				
Stamped Envelopes and Cards	2,718	3,641	(923)	(25.4)	-	-	-	-				
Other Domestic Ancillary Services	23,993	22,514	1,479	6.6	8,067	8,115	(47)	(0.6)				
International Ancillary Services	16,174	9,413	6,761	71.8	8,389	7,082	1,307	18.5				
Total Ancillary Services	335,718	325,265	10,453	3.2	1,378,546	1,281,996	96,550	7.5				
Special Services:												
Money Orders	38,891	38,489	401	1.0	21,473	22,162	(689)	(3.1)				
Post Office Box Service	72,414	68,815	3,599	5.2	5,753	5,841	(88)	(1.5)				
Other Domestic Special Services	23,690	24,661	(971)	(3.9)	217	431	(214)	(49.7)				
Other International Special Services	0	0	-	-	0	0	-	-				
Total Additional Special Services	134,995	131,965	3,030	2.3	27,443	28,435	(992)	(3.5)				
Total Market Dominant Services	470,713	457,230	13,483	2.9	1,405,989	1,310,431	95,559	7.3				
Total Market Dominant Mail and Services	11,130,310	11,350,876	(220,566)	(1.9)								
Other Market Dominant Revenue	381,948	367,701	14,248	3.9								
Total Market Dominant Revenue	11,512,258	11,718,576	(206,318)	(1.8)								
									Service Transactions U.S. Postal Service Mail Quarter 3, FY 2018 1/			
									=====			
									Ancillary Services		3,465	
									Other Services		188	
									Total		3,653	

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	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
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 Amount	FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent
Total Market Dominant and Competitive												
Total All Mail	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 Ma	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

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
U.S. Postal Service Mail	-	-	-	-	222,471	252,278	(29,807)	(11.8)	80,313	75,663	4,650	6.1
Free Mail	-	-	-	-	31,640	33,455	(1,815)	(5.4)	11,086	14,970	(3,884)	(25.9)
Total Market Dominant Mail	33,915,871	35,130,235	(1,214,364)	(3.5)	106,764,417	110,212,410	(3,447,992)	(3.1)	10,224,773	10,701,816	(477,044)	(4.5)
Ancillary Services:												
Certified Mail	500,375	509,046	(8,671)	(1.7)	146,164	152,363	(6,199)	(4.1)				
Collect on Delivery	3,146	3,163	(16)	(0.5)	299	300	(1)	(0.3)				
Delivery Confirmation	780	605	175	28.9	4,061,726	3,763,790	297,935	7.9				
Insurance	57,901	57,666	234	0.4	13,598	11,571	2,027	17.5				
Registered Mail	21,206	22,695	(1,488)	(6.6)	1,374	1,486	(112)	(7.5)				
Return Receipts	259,396	256,767	2,628	1.0	112,023	111,193	830	0.7				
Stamped Envelopes and Cards	8,766	9,918	(1,152)	(11.6)	-	-	-	-				
Other Domestic Ancillary Services	66,709	75,075	(8,366)	(11.1)	22,835	24,860	(2,024)	(8.1)				
International Ancillary Services	38,645	26,737	11,908	44.5	21,723	19,739	1,984	10.1				
Total Ancillary Services	956,926	961,672	(4,747)	(0.5)	4,379,742	4,085,302	294,440	7.2				
Special Services:												
Money Orders	110,890	110,227	663	0.6	65,205	66,080	(875)	(1.3)				
Post Office Box Service 3/	213,823	206,213	7,611	3.7	5,753	5,841	(88)	(1.5)				
Other Domestic Special Services	74,786	76,953	(2,168)	(2.8)	788	1,528	(741)	(48.5)				
Other International Special Services	0	0	-	-	0	0	-	-				
Total Additional Special Services	399,499	393,393	6,106	1.6	71,746	73,449	(1,704)	(2.3)				
Total Market Dominant Services	1,356,425	1,355,065	1,359	0.1	4,451,488	4,158,752	292,736	7.0				
Total Market Dominant Mail and Services	35,272,296	36,485,300	(1,213,004)	(3.3)								
Other Market Dominant Revenue	853,771	898,185	(44,414)	(4.9)								
Total Market Dominant Revenue	36,126,066	37,383,485	(1,257,419)	(3.4)								
									Service Transactions			
									U.S. Postal Service Mail			
									YTD, FY 2018 1/			
									=====			
									Ancillary Services		9,913	
									Other Services		704	
									Total		10,618	

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	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 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.