

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

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2018	FY 2017	Amount	Percent	FY 2018	FY 2017	Amount	Percent	FY 2018	FY 2017	Amount	Percent
First-Class Mail:												
Single-Piece Letters	2,089,411	2,155,414	(66,003)	(3.1)	4,205,555	4,418,688	(213,133)	(4.8)	122,500	129,224	(6,724)	(5.2)
Single-Piece Cards	53,657	58,445	(4,787)	(8.2)	150,537	166,772	(16,235)	(9.7)	967	1,068	(101)	(9.4)
Total Single-Piece Letters and Cards	2,143,069	2,213,858	(70,790)	(3.2)	4,356,092	4,585,460	(229,368)	(5.0)	123,467	130,292	(6,825)	(5.2)
Presort Letters	3,691,299	3,725,698	(34,399)	(0.9)	9,577,033	9,732,114	(155,081)	(1.6)	520,990	533,884	(12,894)	(2.4)
Presort Cards	131,190	141,957	(10,767)	(7.6)	502,748	549,000	(46,252)	(8.4)	4,106	4,484	(378)	(8.4)
Total Presort Letters and Cards	3,822,489	3,867,655	(45,166)	(1.2)	10,079,782	10,281,115	(201,333)	(2.0)	525,097	538,368	(13,271)	(2.5)
Flats	499,298	517,137	(17,838)	(3.4)	357,970	372,074	(14,104)	(3.8)	70,391	74,956	(4,565)	(6.1)
Parcels 4/	0	142,793	(142,793)	(100.0)	0	49,659	(49,659)	(100.0)	0	15,654	(15,654)	(100.0)
Domestic Negotiated Serv. Agreement Mail	0	0	0	-	0	0	0	-	0	0	0	-
Outbound First-Class Mail International	45,639	55,505	(9,866)	(17.8)	29,929	36,030	(6,102)	(16.9)	1,690	2,078	(389)	(18.7)
Inbound Intl. Letter-Post Single-Piece & NSA Ma	218,729	160,669	58,060	36.1	164,213	157,625	6,588	4.2	60,377	55,718	4,659	8.4
First-Class Mail Fees	34,777	37,758	(2,981)	(7.9)	-	-	-	-	-	-	-	-
First-Class Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total First-Class Mail	6,764,001	6,995,375	(231,374)	(3.3)	14,987,987	15,481,963	(493,977)	(3.2)	781,020	817,067	(36,047)	(4.4)
USPS Marketing Mail:												
High Density and Saturation Letters	284,807	278,470	6,337	2.3	1,790,619	1,802,124	(11,506)	(0.6)	60,284	61,962	(1,679)	(2.7)
High Density and Saturation Flats & Parcels	484,504	459,473	25,031	5.4	2,787,717	2,641,327	146,390	5.5	509,899	483,452	26,447	5.5
Carrier Route	432,048	445,303	(13,255)	(3.0)	1,618,571	1,682,325	(63,753)	(3.8)	362,546	375,507	(12,961)	(3.5)
Letters	2,337,077	2,313,707	23,370	1.0	11,245,839	11,303,463	(57,624)	(0.5)	556,140	567,529	(11,389)	(2.0)
Flats	407,096	449,391	(42,296)	(9.4)	977,511	1,111,895	(134,384)	(12.1)	254,972	288,491	(33,519)	(11.6)
Parcels	10,274	10,602	(328)	(3.1)	8,468	9,314	(846)	(9.1)	3,296	3,062	234	7.7
Every Door Direct Mail Retail	32,342	34,686	(2,343)	(6.8)	181,918	196,215	(14,297)	(7.3)	23,074	24,888	(1,813)	(7.3)
Domestic Negotiated Serv. Agreement Mail	0	11,271	(11,271)	(100.0)	0	45,681	(45,681)	(100.0)	0	9,650	(9,650)	(100.0)
USPS Marketing Mail Fees	10,264	11,580	(1,315)	(11.4)	-	-	-	-	-	-	-	-
USPS Marketing Mail Dom. NSA Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total USPS Marketing Mail	3,998,412	4,014,483	(16,071)	(0.4)	18,610,644	18,792,344	(181,701)	(1.0)	1,770,211	1,814,540	(44,329)	(2.4)
Periodicals Mail:												
In-County	13,198	13,585	(387)	(2.8)	124,079	127,063	(2,984)	(2.3)	30,080	32,053	(1,973)	(6.2)
Outside County	289,367	324,027	(34,660)	(10.7)	1,060,788	1,188,143	(127,355)	(10.7)	373,690	430,359	(56,669)	(13.2)
Periodicals Mail Fees	1,487	3,047	(1,560)	(51.2)	-	-	-	-	-	-	-	-
Total Periodicals Mail	304,052	340,659	(36,607)	(10.7)	1,184,867	1,315,206	(130,339)	(9.9)	403,770	462,412	(58,642)	(12.7)
Package Services Mail:												
Alaska Bypass	8,174	8,397	(223)	(2.7)	313	325	(12)	(3.7)	21,056	21,903	(847)	(3.9)
Bound Printed Matter Flats	48,380	48,098	282	0.6	61,555	60,307	1,248	2.1	103,215	100,396	2,819	2.8
Bound Printed Matter Parcels	81,582	78,274	3,308	4.2	74,678	71,840	2,837	3.9	164,640	165,195	(556)	(0.3)
Media and Library Mail	68,882	67,399	1,483	2.2	19,923	19,583	340	1.7	43,577	44,551	(974)	(2.2)
Package Services Mail Fees	516	678	(162)	(23.9)	-	-	-	-	-	-	-	-
Total Package Services Mail	207,533	202,846	4,687	2.3	156,469	152,055	4,414	2.9	332,487	332,046	442	0.1

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

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2018 over FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2018 over FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2018 over FY 2017 Percent
Priority Mail Express:												
Total Priority Mail Express Mail	188,635	189,715	(1,080)	(0.6)	6,965	7,366	(402)	(5.5)	7,550	7,515	35	0.5
First-Class Package Service:												
Total First Class Package Service 4/	926,350	682,021	244,329	35.8	300,932	234,692	66,239	28.2	117,355	95,860	21,495	22.4
USPS Retail Ground Mail:												
Total USPS Retail Ground	66,433	80,247	(13,814)	(17.2)	3,388	4,288	(900)	(21.0)	21,887	26,387	(4,499)	(17.1)
Priority Mail:												
Total Priority Mail	2,245,233	2,022,693	222,540	11.0	265,108	249,378	15,730	6.3	664,013	580,414	83,599	14.4
Parcel Select Mail:												
Total Parcel Select Mail	1,494,039	1,339,785	154,254	11.5	702,123	667,076	35,047	5.3	1,620,689	1,454,650	166,039	11.4
Parcel Return Service Mail:												
Total Parcel Return Service Mail	55,253	45,457	9,796	21.6	22,320	16,899	5,420	32.1	58,826	50,677	8,149	16.1
International Mail:												
Outbound Priority Mail International	94,947	100,824	(5,878)	(5.8)	1,596	1,770	(173)	(9.8)	10,484	11,456	(972)	(8.5)
Outbound International Expedited Services	26,348	27,782	(1,434)	(5.2)	317	326	(9)	(2.6)	1,802	1,745	57	3.2
Other Outbound International Mail	203,123	210,032	(6,909)	(3.3)	42,738	47,790	(5,052)	(10.6)	22,410	21,964	446	2.0
Inbound International	59,094	56,678	2,416	4.3	3,770	3,722	48	1.3	26,118	25,639	479	1.9
International Mail Fees	1	2	(1)	(38.6)	-	-	-	-	-	-	-	-
Total International Mail	383,512	395,318	(11,806)	(3.0)	48,423	53,607	(5,184)	(9.7)	60,813	60,804	9	0.0
Total Competitive Mail	5,359,456	4,755,236	604,220	12.7	1,349,259	1,233,308	115,951	9.4	2,551,133	2,276,307	274,826	12.1

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

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 2		Change		Quarter 2		Change		Quarter 2		Change	
	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 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	16,633,453	16,308,599	324,854	2.0	36,360,048	37,048,645	(688,597)	(1.9)	5,871,785	5,732,699	139,086	2.4
Total All Services	655,166	651,341	3,825	0.6	1,430,023	1,348,593	81,431	6.0				
Total All Mail and Services	17,288,619	16,959,939	328,679	1.9								
Total All Other Revenue	240,961	320,474	(79,513)	(24.8)								
Total All Revenue	17,529,580	17,280,413	249,166	1.4								

RPW SUMMARY REPORT FOOTNOTES: MARKET DOMINANT PRODUCTS SECTION

1/ Not included elsewhere in this report.

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

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

RPW SUMMARY REPORT FOOTNOTES: COMPETITIVE PRODUCTS SECTION

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

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

- Report totals may not sum due to rounding.

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

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2018	FY 2017	Amount	Percent	FY 2018	FY 2017	Amount	Percent	FY 2018	FY 2017	Amount	Percent
First-Class Mail:												
Single-Piece Letters	4,563,555	4,737,315	(173,761)	(3.7)	9,221,212	9,723,466	(502,254)	(5.2)	273,697	291,270	(17,573)	(6.0)
Single-Piece Cards	115,220	122,974	(7,754)	(6.3)	325,618	352,817	(27,199)	(7.7)	2,090	2,258	(168)	(7.4)
Total Single-Piece Letters and Cards	4,678,775	4,860,289	(181,515)	(3.7)	9,546,830	10,076,283	(529,453)	(5.3)	275,787	293,528	(17,741)	(6.0)
Presort Letters	7,166,494	7,354,662	(188,168)	(2.6)	18,697,771	19,176,525	(478,754)	(2.5)	1,019,894	1,055,021	(35,127)	(3.3)
Presort Cards	286,055	288,910	(2,855)	(1.0)	1,104,089	1,121,795	(17,706)	(1.6)	9,021	9,163	(142)	(1.5)
Total Presort Letters and Cards	7,452,549	7,643,572	(191,024)	(2.5)	19,801,860	20,298,320	(496,460)	(2.4)	1,028,915	1,064,184	(35,269)	(3.3)
Flats	1,010,453	1,061,047	(50,594)	(4.8)	732,061	774,774	(42,713)	(5.5)	143,496	155,570	(12,074)	(7.8)
Parcels 5/	0	302,859	(302,859)	(100.0)	0	106,008	(106,008)	(100.0)	0	33,291	(33,291)	(100.0)
Domestic Negotiated Serv. Agreement Mail	0	0	-	-	0	0	-	-	0	0	-	-
Outbound First-Class Mail International	119,673	128,773	(9,100)	(7.1)	80,351	85,955	(5,604)	(6.5)	4,257	4,778	(521)	(10.9)
Inbound Intl. Letter-Post Single-Piece & NSA Ma	439,494	346,264	93,230	26.9	339,306	338,565	741	0.2	130,728	122,505	8,223	6.7
First-Class Mail Fees	67,804	74,082	(6,278)	(8.5)	-	-	-	-	-	-	-	-
First-Class Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total First-Class Mail	13,768,747	14,416,887	(648,140)	(4.5)	30,500,408	31,679,904	(1,179,496)	(3.7)	1,583,183	1,673,855	(90,672)	(5.4)
USPS Marketing Mail:												
High Density and Saturation Letters	590,617	565,361	25,256	4.5	3,751,475	3,720,766	30,709	0.8	125,070	125,098	(28)	0.0
High Density and Saturation Flats & Parcels	1,006,151	1,017,504	(11,353)	(1.1)	5,762,518	5,756,397	6,121	0.1	1,080,359	1,043,805	36,554	3.5
Carrier Route	1,006,839	990,421	16,418	1.7	3,852,472	3,818,416	34,056	0.9	858,510	801,131	57,380	7.2
Letters	4,869,634	4,908,426	(38,792)	(0.8)	23,723,809	24,386,362	(662,553)	(2.7)	1,187,086	1,223,575	(36,488)	(3.0)
Flats	862,075	1,099,829	(237,754)	(21.6)	2,127,205	2,969,968	(842,763)	(28.4)	548,452	723,750	(175,298)	(24.2)
Parcels	22,334	24,262	(1,929)	(7.9)	18,806	22,050	(3,244)	(14.7)	6,921	7,270	(349)	(4.8)
Every Door Direct Mail Retail	64,054	68,962	(4,908)	(7.1)	361,079	390,964	(29,885)	(7.6)	45,799	49,590	(3,791)	(7.6)
Domestic Negotiated Serv. Agreement Mail	15,024	24,289	(9,265)	(38.1)	68,445	100,663	(32,219)	(32.0)	14,508	21,316	(6,808)	(31.9)
USPS Marketing Mail Fees	20,923	25,546	(4,623)	(18.1)	-	-	-	-	-	-	-	-
USPS Marketing Mail Dom. NSA Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total USPS Marketing Mail	8,457,651	8,724,599	(266,949)	(3.1)	39,665,809	41,165,586	(1,499,777)	(3.6)	3,866,706	3,995,534	(128,828)	(3.2)
Periodicals Mail:												
In-County	27,606	28,069	(462)	(1.6)	252,701	252,492	209	0.1	67,100	69,952	(2,852)	(4.1)
Outside County	609,438	667,716	(58,278)	(8.7)	2,246,531	2,432,162	(185,631)	(7.6)	809,675	907,743	(98,068)	(10.8)
Periodicals Mail Fees	3,569	5,787	(2,219)	(38.3)	-	-	-	-	-	-	-	-
Total Periodicals Mail	640,613	701,572	(60,960)	(8.7)	2,499,232	2,684,654	(185,422)	(6.9)	876,775	977,695	(100,920)	(10.3)
Package Services Mail:												
Alaska Bypass	16,580	16,604	(24)	(0.1)	638	646	(8)	(1.2)	42,928	43,514	(587)	(1.3)
Bound Printed Matter Flats	103,409	104,954	(1,545)	(1.5)	138,308	137,817	491	0.4	226,693	222,724	3,969	1.8
Bound Printed Matter Parcels	169,018	164,110	4,908	3.0	157,061	153,385	3,676	2.4	346,358	351,447	(5,088)	(1.4)
Media and Library Mail	140,861	132,169	8,692	6.6	40,616	38,218	2,399	6.3	91,495	89,221	2,274	2.5
Package Services Mail Fees	1,193	1,680	(488)	(29.0)	-	-	-	-	-	-	-	-
Total Package Services Mail	431,060	419,517	11,543	2.8	336,623	330,065	6,558	2.0	707,474	706,906	568	0.1

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

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2018	FY 2017	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	386,659	395,786	(9,128)	(2.3)	14,414	15,318	(904)	(5.9)	16,583	18,235	(1,652)	(9.1)
First-Class Package Service:												
Total First Class Package Service 5/	1,907,594	1,373,613	533,981	38.9	630,184	479,580	150,603	31.4	249,347	197,720	51,627	26.1
USPS Retail Ground Mail:												
Total USPS Retail Ground	174,639	214,041	(39,403)	(18.4)	8,747	11,918	(3,171)	(26.6)	57,766	69,095	(11,329)	(16.4)
Priority Mail:												
Total Priority Mail	4,787,033	4,380,261	406,771	9.3	561,891	536,051	25,840	4.8	1,403,583	1,279,145	124,438	9.7
Parcel Select Mail:												
Total Parcel Select Mail	3,326,205	2,936,775	389,431	13.3	1,577,262	1,464,662	112,600	7.7	3,705,677	3,296,415	409,263	12.4
Parcel Return Service Mail:												
Total Parcel Return Service Mail	109,532	91,483	18,048	19.7	43,817	34,048	9,769	28.7	120,898	103,377	17,521	16.9
International Mail:												
Outbound Priority Mail International	217,145	239,581	(22,436)	(9.4)	3,668	4,130	(462)	(11.2)	24,816	27,648	(2,832)	(10.2)
Outbound International Expedited Services	58,288	56,520	1,768	3.1	701	653	48	7.3	4,267	3,525	742	21.1
Other Outbound International Mail	444,931	458,762	(13,831)	(3.0)	89,493	98,223	(8,730)	(8.9)	48,472	47,394	1,078	2.3
Inbound International	127,780	119,187	8,593	7.2	8,201	7,969	232	2.9	58,479	56,296	2,183	3.9
International Mail Fees	20	4	17	474.2	-	-	-	-	-	-	-	-
Total International Mail	848,166	874,054	(25,888)	(3.0)	102,064	110,975	(8,911)	(8.0)	136,034	134,862	1,173	0.9
Total Competitive Mail	11,539,826	10,266,013	1,273,813	12.4	2,938,378	2,652,552	285,827	10.8	5,689,889	5,098,848	591,041	11.6

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
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FISCAL YEAR 2018 (Oct. 1, 2017-Mar. 31, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 2 YTD		Change		Quarter 2 YTD		Change		Quarter 2 YTD		Change	
	FY 2018	FY 2017	Amount	Percent	FY 2018	FY 2017	Amount	Percent	FY 2018	FY 2017	Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	34,837,896	34,528,588	309,308	0.9	76,102,169	78,691,423	(2,589,254)	(3.3)	12,790,501	12,516,180	274,321	2.2
Total All Services	1,296,494	1,332,689	(36,196)	(2.7)	3,087,928	2,907,802	180,126	6.2				
Total All Mail and Services	36,134,390	35,861,278	273,112	0.8								
Total All Other Revenue	581,329	629,001	(47,673)	(7.6)								
Total All Revenue	36,715,719	36,490,279	225,439	0.6								

RPW SUMMARY REPORT FOOTNOTES: MARKET DOMINANT PRODUCTS SECTION

1/ Not included elsewhere in this report.

3/ Year to Date Post Office Box volume is equal to the volume for the current time period. Adding Post Office Box volumes for any period is not a reflection of the number of boxes rented.

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

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

RPW SUMMARY REPORT FOOTNOTES: COMPETITIVE PRODUCTS SECTION

3/ Year to Date Post Office Box volume is equal to the volume for the current time period. Adding Post Office Box volumes for any period is not a reflection of the number of boxes rented.

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

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