

MARKET DOMINANT PRODUCTS
FINAL 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	1,972,425	2,037,891	(65,466)	(3.2)	3,910,864	4,142,436	(231,572)	(5.6)	116,254	126,129	(9,875)	(7.8)
Single-Piece Cards	52,784	53,591	(807)	(1.5)	147,126	154,062	(6,936)	(4.5)	944	987	(43)	(4.3)
Total Single-Piece Letters and Cards	2,025,209	2,091,483	(66,273)	(3.2)	4,057,990	4,296,498	(238,508)	(5.6)	117,198	127,116	(9,918)	(7.8)
Presort Letters	3,316,847	3,341,888	(25,042)	(0.7)	8,580,390	8,779,664	(199,273)	(2.3)	469,514	483,632	(14,118)	(2.9)
Presort Cards	130,322	129,611	712	0.5	498,543	502,278	(3,736)	(0.7)	4,073	4,103	(30)	(0.7)
Total Presort Letters and Cards	3,447,169	3,471,499	(24,330)	(0.7)	9,078,933	9,281,942	(203,009)	(2.2)	473,587	487,735	(14,148)	(2.9)
Flats	458,200	471,628	(13,428)	(2.8)	328,812	343,309	(14,497)	(4.2)	63,743	66,927	(3,183)	(4.8)
Parcels 4/	0	145,572	(145,572)	(100.0)	0	50,779	(50,779)	(100.0)	0	15,896	(15,896)	(100.0)
Domestic Negotiated Serv. Agreement Mail	0	0	0	-	0	0	0	-	0	0	0	-
Outbound First-Class Mail International	41,223	55,214	(13,991)	(25.3)	27,076	35,910	(8,833)	(24.6)	1,516	2,021	(505)	(25.0)
Inbound Intl. Letter-Post Single-Piece & NSA Ma	207,277	179,304	27,973	15.6	150,970	158,327	(7,357)	(4.6)	56,040	56,668	(628)	(1.1)
First-Class Mail Fees	29,743	32,283	(2,540)	(7.9)	-	-	-	-	-	-	-	-
First-Class Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total First-Class Mail	6,208,822	6,446,982	(238,160)	(3.7)	13,643,782	14,166,766	(522,984)	(3.7)	712,084	756,363	(44,278)	(5.9)
USPS Marketing Mail:												
High Density and Saturation Letters	279,622	264,361	15,261	5.8	1,746,208	1,701,653	44,555	2.6	58,565	58,466	99	0.2
High Density and Saturation Flats & Parcels	520,368	482,742	37,626	7.8	2,950,760	2,753,616	197,144	7.2	540,161	521,803	18,358	3.5
Carrier Route	400,384	412,556	(12,172)	(3.0)	1,518,469	1,585,546	(67,077)	(4.2)	305,671	340,314	(34,643)	(10.2)
Letters	2,364,633	2,327,476	37,157	1.6	11,214,143	11,229,701	(15,558)	(0.1)	541,557	549,879	(8,321)	(1.5)
Flats	376,290	377,157	(867)	(0.2)	926,166	931,571	(5,405)	(0.6)	233,610	234,420	(810)	(0.3)
Parcels	9,499	11,906	(2,407)	(20.2)	7,631	10,368	(2,736)	(26.4)	3,032	4,097	(1,065)	(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	7,937	9,101	(1,164)	(12.8)	-	-	-	-	-	-	-	-
USPS Marketing Mail Dom. NSA Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total USPS Marketing Mail	3,991,812	3,931,978	59,834	1.5	18,553,916	18,458,252	95,664	0.5	1,706,764	1,744,505	(37,741)	(2.2)
Periodicals Mail:												
In-County	14,553	14,877	(324)	(2.2)	132,135	134,952	(2,817)	(2.1)	35,210	37,379	(2,169)	(5.8)
Outside County	323,814	329,232	(5,418)	(1.6)	1,223,025	1,228,518	(5,493)	(0.4)	429,012	446,080	(17,068)	(3.8)
Periodicals Mail Fees	1,521	3,006	(1,485)	(49.4)	-	-	-	-	-	-	-	-
Total Periodicals Mail	339,889	347,116	(7,227)	(2.1)	1,355,160	1,363,470	(8,309)	(0.6)	464,223	483,459	(19,237)	(4.0)
Package Services Mail:												
Alaska Bypass	7,815	8,228	(414)	(5.0)	297	318	(21)	(6.6)	19,968	21,404	(1,436)	(6.7)
Bound Printed Matter Flats	44,116	44,337	(220)	(0.5)	59,395	58,918	478	0.8	101,192	98,162	3,030	3.1
Bound Printed Matter Parcels	71,427	58,649	12,778	21.8	66,828	56,004	10,824	19.3	136,374	113,118	23,256	20.6
Media and Library Mail	65,350	66,282	(932)	(1.4)	18,514	19,032	(518)	(2.7)	42,671	44,375	(1,703)	(3.8)
Package Services Mail Fees	754	707	47	6.6	-	-	-	-	-	-	-	-
Total Package Services Mail	189,461	178,203	11,258	6.3	145,035	134,272	10,763	8.0	300,205	277,059	23,146	8.4

MARKET DOMINANT PRODUCTS
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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
U.S. Postal Service Mail	-	-	-	-	85,736	98,595	(12,859)	(13.0)	26,278	23,194	3,084	13.3
Free Mail	-	-	-	-	10,518	11,279	(761)	(6.7)	3,950	4,972	(1,022)	(20.6)
Total Market Dominant Mail	10,729,983	10,904,279	(174,295)	(1.6)	33,794,147	34,232,632	(438,486)	(1.3)	3,213,504	3,289,551	(76,047)	(2.3)
Ancillary Services:												
Certified Mail	163,603	175,725	(12,122)	(6.9)	47,063	52,093	(5,030)	(9.7)				
Collect on Delivery	1,000	1,099	(99)	(9.0)	89	103	(13)	(12.9)				
Delivery Confirmation	215	154	61	40.0	1,268,511	1,173,159	95,353	8.1				
Insurance	18,243	17,383	860	4.9	3,353	3,344	9	0.3				
Registered Mail	6,882	7,874	(993)	(12.6)	430	519	(90)	(17.3)				
Return Receipts	85,568	89,705	(4,137)	(4.6)	37,072	38,294	(1,222)	(3.2)				
Stamped Envelopes and Cards	2,718	3,641	(923)	(25.4)	-	-	-	-				
Other Domestic Ancillary Services	20,219	22,708	(2,490)	(11.0)	6,772	8,182	(1,410)	(17.2)				
International Ancillary Services	12,502	9,046	3,456	38.2	6,074	6,678	(604)	(9.0)				
Total Ancillary Services	310,949	327,335	(16,386)	(5.0)	1,369,365	1,282,371	86,994	6.8				
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	445,944	459,300	(13,356)	(2.9)	1,396,808	1,310,806	86,002	6.6				
Total Market Dominant Mail and Services	11,175,927	11,363,579	(187,652)	(1.7)								
Other Market Dominant Revenue	352,848	373,041	(20,193)	(5.4)								
Total Market Dominant Revenue	11,528,775	11,736,619	(207,844)	(1.8)								
									Service Transactions			
									U.S. Postal Service Mail			
									Quarter 3, FY 2018 1/			
									=====			
									Ancillary Services		3,611	
									Other Services		195	
									Total		3,806	

COMPETITIVE PRODUCTS
FINAL 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
Priority Mail Express:												
Total Priority Mail Express Mail	190,581	191,812	(1,231)	(0.6)	7,230	7,498	(268)	(3.6)	7,133	7,569	(436)	(5.8)
First-Class Package Service:												
Total First Class Package Service 4/	978,506	696,114	282,391	40.6	321,112	237,247	83,865	35.3	120,461	96,554	23,906	24.8
USPS Retail Ground Mail:												
Total USPS Retail Ground	55,365	67,074	(11,709)	(17.5)	2,551	3,332	(781)	(23.4)	18,735	22,956	(4,221)	(18.4)
Priority Mail:												
Total Priority Mail	2,168,206	2,015,811	152,395	7.6	258,623	248,953	9,670	3.9	646,540	571,729	74,811	13.1
Parcel Select Mail:												
Total Parcel Select Mail	1,527,716	1,336,864	190,853	14.3	706,072	655,706	50,366	7.7	1,703,796	1,457,787	246,009	16.9
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	88,302	96,525	(8,223)	(8.5)	1,512	1,712	(200)	(11.7)	10,065	11,429	(1,364)	(11.9)
Outbound International Expedited Services	25,833	28,403	(2,570)	(9.0)	306	329	(23)	(7.1)	1,744	1,873	(129)	(6.9)
Other Outbound International Mail	181,799	195,683	(13,884)	(7.1)	38,269	41,731	(3,462)	(8.3)	20,695	20,873	(178)	(0.9)
Inbound International	58,628	58,975	(347)	(0.6)	3,785	3,718	67	1.8	26,541	26,281	259	1.0
International Mail Fees	1	1	0	1.8	-	-	-	-	-	-	-	-
Total International Mail	354,564	379,588	(25,024)	(6.6)	43,872	47,490	(3,618)	(7.6)	59,045	60,457	(1,412)	(2.3)
Total Competitive Mail	5,332,114	4,734,259	597,854	12.6	1,362,801	1,218,228	144,572	11.9	2,611,311	2,263,600	347,711	15.4

**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
FINAL 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	16,062,097	15,638,538	423,559	2.7	35,156,947	35,450,861	(293,914)	(0.8)	5,824,814	5,553,151	271,663	4.9
Total All Services	663,824	674,142	(10,318)	(1.5)	1,422,514	1,338,028	84,486	6.3				
Total All Mail and Services	16,725,921	16,312,680	413,241	2.5								
Total All Other Revenue	384,366	379,172	5,194	1.4								
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
FINAL 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	6,535,980	6,775,206	(239,227)	(3.5)	13,132,076	13,865,903	(733,827)	(5.3)	389,951	417,399	(27,448)	(6.6)
Single-Piece Cards	168,004	176,565	(8,561)	(4.8)	472,744	506,878	(34,135)	(6.7)	3,034	3,245	(211)	(6.5)
Total Single-Piece Letters and Cards	6,703,984	6,951,772	(247,788)	(3.6)	13,604,820	14,372,781	(767,961)	(5.3)	392,985	420,645	(27,659)	(6.6)
Presort Letters	10,483,340	10,696,551	(213,210)	(2.0)	27,278,161	27,956,188	(678,027)	(2.4)	1,489,408	1,538,654	(49,245)	(3.2)
Presort Cards	416,377	418,521	(2,143)	(0.5)	1,602,631	1,624,073	(21,442)	(1.3)	13,094	13,265	(172)	(1.3)
Total Presort Letters and Cards	10,899,718	11,115,071	(215,354)	(1.9)	28,880,793	29,580,262	(699,469)	(2.4)	1,502,502	1,551,919	(49,417)	(3.2)
Flats	1,468,653	1,532,675	(64,023)	(4.2)	1,060,873	1,118,083	(57,210)	(5.1)	207,239	222,497	(15,257)	(6.9)
Parcels 5/	0	448,431	(448,431)	(100.0)	0	156,787	(156,787)	(100.0)	0	49,187	(49,187)	(100.0)
Domestic Negotiated Serv. Agreement Mail	0	0	-	-	0	0	-	-	0	0	-	-
Outbound First-Class Mail International	160,897	183,987	(23,091)	(12.6)	107,427	121,865	(14,437)	(11.8)	5,773	6,799	(1,026)	(15.1)
Inbound Intl. Letter-Post Single-Piece & NSA Ma	646,771	525,568	121,203	23.1	490,277	496,892	(6,615)	(1.3)	186,768	179,172	7,596	4.2
First-Class Mail Fees	97,547	106,365	(8,818)	(8.3)	-	-	-	-	-	-	-	-
First-Class Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total First-Class Mail	19,977,569	20,863,869	(886,301)	(4.2)	44,144,190	45,846,670	(1,702,480)	(3.7)	2,295,267	2,430,218	(134,950)	(5.6)
USPS Marketing Mail:												
High Density and Saturation Letters	870,239	829,722	40,517	4.9	5,497,682	5,422,419	75,263	1.4	183,635	183,563	71	0.0
High Density and Saturation Flats & Parcels	1,526,518	1,500,245	26,273	1.8	8,713,278	8,510,013	203,265	2.4	1,620,520	1,565,608	54,912	3.5
Carrier Route	1,407,223	1,402,977	4,246	0.3	5,370,941	5,403,962	(33,020)	(0.6)	1,164,181	1,141,444	22,737	2.0
Letters	7,234,267	7,235,903	(1,635)	(0.0)	34,937,952	35,616,063	(678,111)	(1.9)	1,728,644	1,773,453	(44,810)	(2.5)
Flats	1,238,365	1,476,985	(238,620)	(16.2)	3,053,371	3,901,539	(848,168)	(21.7)	782,062	958,170	(176,108)	(18.4)
Parcels	31,833	36,168	(4,335)	(12.0)	26,437	32,417	(5,980)	(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	14,187	36,010	(21,824)	(60.6)	68,445	148,960	(80,516)	(54.1)	14,508	31,792	(17,284)	(54.4)
USPS Marketing Mail Fees	28,860	34,647	(5,786)	(16.7)	-	-	-	-	-	-	-	-
USPS Marketing Mail Dom. NSA Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total USPS Marketing Mail	12,449,462	12,656,577	(207,115)	(1.6)	58,219,725	59,623,837	(1,404,113)	(2.4)	5,573,471	5,740,039	(166,569)	(2.9)
Periodicals Mail:												
In-County	42,160	42,946	(786)	(1.8)	384,836	387,443	(2,608)	(0.7)	102,310	107,331	(5,021)	(4.7)
Outside County	933,252	996,949	(63,697)	(6.4)	3,469,556	3,660,680	(191,124)	(5.2)	1,238,688	1,353,824	(115,136)	(8.5)
Periodicals Mail Fees	5,090	8,793	(3,704)	(42.1)	-	-	-	-	-	-	-	-
Total Periodicals Mail	980,501	1,048,688	(68,187)	(6.5)	3,854,392	4,048,123	(193,732)	(4.8)	1,340,998	1,461,155	(120,157)	(8.2)
Package Services Mail:												
Alaska Bypass	24,394	24,832	(438)	(1.8)	935	964	(29)	(3.0)	62,896	64,919	(2,022)	(3.1)
Bound Printed Matter Flats	147,526	149,291	(1,765)	(1.2)	197,703	196,734	969	0.5	327,884	320,886	6,998	2.2
Bound Printed Matter Parcels	240,444	222,759	17,685	7.9	223,890	209,389	14,500	6.9	482,732	464,565	18,167	3.9
Media and Library Mail	206,210	198,451	7,760	3.9	59,130	57,250	1,881	3.3	134,166	133,595	571	0.4
Package Services Mail Fees	1,947	2,387	(441)	(18.5)	-	-	-	-	-	-	-	-
Total Package Services Mail	620,522	597,720	22,801	3.8	481,658	464,337	17,321	3.7	1,007,679	983,964	23,714	2.4

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	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	577,239	587,598	(10,359)	(1.8)	21,644	22,816	(1,172)	(5.1)	23,716	25,804	(2,088)	(8.1)
First-Class Package Service:												
Total First Class Package Service 5/	2,886,099	2,069,727	816,372	39.4	951,295	716,827	234,468	32.7	369,808	294,274	75,533	25.7
USPS Retail Ground Mail:												
Total USPS Retail Ground	230,004	281,115	(51,111)	(18.2)	11,298	15,250	(3,952)	(25.9)	76,501	92,051	(15,550)	(16.9)
Priority Mail:												
Total Priority Mail	6,955,239	6,396,072	559,167	8.7	820,514	785,004	35,510	4.5	2,050,123	1,850,873	199,249	10.8
Parcel Select Mail:												
Total Parcel Select Mail	4,853,921	4,273,638	580,283	13.6	2,283,334	2,120,368	162,966	7.7	5,409,473	4,754,202	655,272	13.8
Parcel Return Service Mail:												
Total Parcel Return Service Mail	166,707	138,480	28,228	20.4	67,157	52,050	15,108	29.0	176,500	149,926	26,574	17.7
International Mail:												
Outbound Priority Mail International	305,447	336,106	(30,659)	(9.1)	5,180	5,842	(662)	(11.3)	34,881	39,077	(4,196)	(10.7)
Outbound International Expedited Services	84,121	84,923	(802)	(0.9)	1,007	983	25	2.5	6,012	5,398	614	11.4
Other Outbound International Mail	626,731	654,445	(27,715)	(4.2)	127,762	139,954	(12,192)	(8.7)	69,167	68,266	901	1.3
Inbound International	186,409	178,162	8,247	4.6	11,987	11,686	301	2.6	85,019	82,577	2,442	3.0
International Mail Fees	22	5	17	339.7	-	-	-	-	-	-	-	-
Total International Mail	1,202,730	1,253,642	(50,912)	(4.1)	145,936	158,465	(12,529)	(7.9)	195,079	195,318	(239)	(0.1)
Total Competitive Mail	16,871,940	15,000,272	1,871,668	12.5	4,301,179	3,870,780	430,399	11.1	8,301,200	7,362,449	938,751	12.8

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
FINAL 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	50,899,994	50,167,126	732,867	1.5	111,259,116	114,142,284	(2,883,168)	(2.5)	18,615,316	18,069,331	545,985	3.0
Total All Services	1,960,318	2,006,831	(46,514)	(2.3)	4,498,398	4,233,533	264,865	6.3				
Total All Mail and Services	52,860,311	52,173,958	686,353	1.3								
Total All Other Revenue	965,695	1,008,173	(42,479)	(4.2)								
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.