

MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2018 (Jul. 1, 2018-Sep. 30, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		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	1,864,698	1,991,856	(127,158)	(6.4)	3,698,284	4,042,040	(343,756)	(8.5)	109,532	119,196	(9,664)	(8.1)
Single-Piece Cards	56,630	58,819	(2,189)	(3.7)	157,373	167,798	(10,425)	(6.2)	1,008	1,077	(69)	(6.4)
Total Single-Piece Letters and Cards	1,921,328	2,050,675	(129,347)	(6.3)	3,855,657	4,209,837	(354,180)	(8.4)	110,540	120,273	(9,733)	(8.1)
Presort Letters	3,292,249	3,305,633	(13,384)	(0.4)	8,517,528	8,713,993	(196,464)	(2.3)	470,538	480,718	(10,181)	(2.1)
Presort Cards	123,685	129,029	(5,344)	(4.1)	472,879	501,200	(28,321)	(5.7)	3,863	4,092	(229)	(5.6)
Total Presort Letters and Cards	3,415,934	3,434,662	(18,728)	(0.5)	8,990,407	9,215,192	(224,785)	(2.4)	474,401	484,811	(10,410)	(2.1)
Flats	441,221	465,909	(24,688)	(5.3)	320,991	337,095	(16,104)	(4.8)	62,178	67,326	(5,148)	(7.6)
Parcels 4/	0	100,457	(100,457)	(100.0)	0	34,955	(34,955)	(100.0)	0	11,000	(11,000)	(100.0)
Domestic Negotiated Serv. Agreement Mail	0	0	0	-	0	0	0	-	0	0	0	-
Outbound First-Class Mail International	37,243	47,115	(9,872)	(21.0)	24,605	30,229	(5,625)	(18.6)	1,370	1,741	(371)	(21.3)
Inbound Intl. Letter-Post Single-Piece & NSA Ma	194,943	180,939	14,004	7.7	132,292	146,662	(14,370)	(9.8)	56,903	56,331	572	1.0
First-Class Mail Fees	27,601	31,408	(3,807)	(12.1)	-	-	-	-	-	-	-	-
First-Class Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total First-Class Mail	6,038,270	6,311,164	(272,894)	(4.3)	13,323,952	13,973,971	(650,019)	(4.7)	705,391	741,481	(36,090)	(4.9)
USPS Marketing Mail:												
High Density and Saturation Letters	283,341	259,444	23,898	9.2	1,767,543	1,671,438	96,105	5.7	60,458	57,642	2,816	4.9
High Density and Saturation Flats & Parcels	501,434	478,743	22,691	4.7	2,879,092	2,721,471	157,620	5.8	517,863	526,444	(8,581)	(1.6)
Carrier Route	440,515	455,974	(15,460)	(3.4)	1,663,171	1,729,042	(65,871)	(3.8)	355,460	387,891	(32,431)	(8.4)
Letters	2,422,088	2,338,259	83,829	3.6	11,579,215	11,357,146	222,069	2.0	564,854	565,474	(620)	(0.1)
Flats	411,011	423,073	(12,062)	(2.9)	1,025,397	1,042,525	(17,128)	(1.6)	264,054	279,503	(15,449)	(5.5)
Parcels	10,410	9,510	900	9.5	8,213	8,164	48	0.6	2,978	2,922	56	1.9
Every Door Direct Mail Retail	28,658	30,036	(1,378)	(4.6)	161,002	169,695	(8,693)	(5.1)	20,421	21,524	(1,103)	(5.1)
Domestic Negotiated Serv. Agreement Mail	0	11,040	(11,040)	(100.0)	0	46,524	(46,524)	(100.0)	0	9,970	(9,970)	(100.0)
USPS Marketing Mail Fees	7,547	9,303	(1,756)	(18.9)	-	-	-	-	-	-	-	-
USPS Marketing Mail Dom. NSA Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total USPS Marketing Mail	4,105,004	4,015,382	89,623	2.2	19,083,632	18,746,005	337,627	1.8	1,786,088	1,851,369	(65,282)	(3.5)
Periodicals Mail:												
In-County	13,764	13,920	(157)	(1.1)	125,498	128,989	(3,491)	(2.7)	32,015	33,858	(1,844)	(5.4)
Outside County	281,156	309,114	(27,958)	(9.0)	1,013,439	1,123,633	(110,194)	(9.8)	371,275	426,959	(55,684)	(13.0)
Periodicals Mail Fees	1,279	3,039	(1,760)	(57.9)	-	-	-	-	-	-	-	-
Total Periodicals Mail	296,199	326,074	(29,875)	(9.2)	1,138,937	1,252,622	(113,685)	(9.1)	403,290	460,818	(57,528)	(12.5)
Package Services Mail:												
Alaska Bypass	8,515	8,862	(347)	(3.9)	323	342	(19)	(5.5)	21,748	23,055	(1,307)	(5.7)
Bound Printed Matter Flats	50,147	51,001	(853)	(1.7)	67,701	67,758	(57)	(0.1)	111,238	109,109	2,129	2.0
Bound Printed Matter Parcels	77,809	74,401	3,408	4.6	70,910	68,204	2,705	4.0	155,122	150,081	5,041	3.4
Media and Library Mail	70,105	69,901	205	0.3	19,833	19,713	120	0.6	45,720	49,043	(3,323)	(6.8)
Package Services Mail Fees	808	850	(42)	(4.9)	-	-	-	-	-	-	-	-
Total Package Services Mail	207,385	205,014	2,371	1.2	158,767	156,018	2,749	1.8	333,829	331,289	2,540	0.8

**MARKET DOMINANT PRODUCTS
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FISCAL YEAR 2018 (Jul. 1, 2018-Sep. 30, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)**

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		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	-	-	-	-	65,057	67,583	(2,526)	(3.7)	27,819	29,253	(1,434)	(4.9)
Free Mail	-	-	-	-	9,508	10,938	(1,430)	(13.1)	3,429	4,788	(1,358)	(28.4)
Total Market Dominant Mail	10,646,858	10,857,634	(210,776)	(1.9)	33,779,854	34,207,137	(427,283)	(1.2)	3,259,846	3,418,998	(159,152)	(4.7)
Ancillary Services:												
Certified Mail	147,978	159,454	(11,476)	(7.2)	42,716	47,449	(4,733)	(10.0)				
Collect on Delivery	1,027	1,008	19	1.9	93	95	(2)	(2.2)				
Delivery Confirmation	323	198	125	63.0	1,276,769	1,187,624	89,145	7.5				
Insurance	18,238	16,804	1,434	8.5	3,595	3,190	405	12.7				
Registered Mail	7,077	7,700	(623)	(8.1)	453	497	(44)	(8.9)				
Return Receipts	77,526	81,656	(4,131)	(5.1)	34,828	35,257	(429)	(1.2)				
Stamped Envelopes and Cards	2,990	3,198	(207)	(6.5)	-	-	-	-				
Other Domestic Ancillary Services	20,512	20,539	(27)	(0.1)	6,749	7,307	(558)	(7.6)				
International Ancillary Services	11,717	7,827	3,890	49.7	6,069	5,435	634	11.7				
Total Ancillary Services	287,388	298,385	(10,997)	(3.7)	1,371,270	1,286,853	84,417	6.6				
Special Services:												
Money Orders	35,931	36,586	(654)	(1.8)	20,084	20,755	(671)	(3.2)				
Post Office Box Service	73,662	72,447	1,216	1.7	5,717	5,813	(96)	(1.7)				
Other Domestic Special Services	29,816	31,329	(1,513)	(4.8)	346	220	126	57.5				
Other International Special Services	0	0	-	-	0	0	-	-				
Total Additional Special Services	139,410	140,362	(952)	(0.7)	26,147	26,788	(641)	(2.4)				
Total Market Dominant Services	426,798	438,746	(11,949)	(2.7)	1,397,417	1,313,641	83,775	6.4				
Total Market Dominant Mail and Services	11,073,656	11,296,380	(222,724)	(2.0)								
Other Market Dominant Revenue	337,907	211,529	126,378	59.7								
Total Market Dominant Revenue	11,411,563	11,507,909	(96,346)	(0.8)								
										Service Transactions		
										U.S. Postal Service Mail		
										Quarter 4, FY 2018 1/		
										=====		
											Ancillary Services	4,524
											Other Services	192
											Total	4,716

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2018 (Jul. 1, 2018-Sep. 30, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		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	174,129	178,374	(4,245)	(2.4)	6,567	6,947	(380)	(5.5)	6,571	7,135	(564)	(7.9)
First-Class Package Service:												
Total First Class Package Service 4/	984,456	734,348	250,108	34.1	323,305	248,610	74,696	30.0	121,545	100,963	20,582	20.4
USPS Retail Ground Mail:												
Total USPS Retail Ground	53,885	68,867	(14,982)	(21.8)	2,464	3,358	(894)	(26.6)	17,955	23,982	(6,027)	(25.1)
Priority Mail:												
Total Priority Mail	2,147,956	1,971,437	176,518	9.0	253,956	241,531	12,425	5.1	648,831	575,092	73,740	12.8
Parcel Select Mail:												
Total Parcel Select Mail	1,553,850	1,388,021	165,829	11.9	713,675	675,717	37,958	5.6	1,779,353	1,578,839	200,515	12.7
Parcel Return Service Mail:												
Total Parcel Return Service Mail	53,300	44,425	8,875	20.0	21,533	17,104	4,429	25.9	52,918	44,607	8,312	18.6
International Mail:												
Outbound Priority Mail International	84,067	95,958	(11,891)	(12.4)	1,441	1,693	(252)	(14.9)	9,403	11,169	(1,766)	(15.8)
Outbound International Expedited Services	23,764	25,985	(2,221)	(8.5)	272	315	(43)	(13.7)	1,583	1,728	(145)	(8.4)
Other Outbound International Mail	166,534	200,431	(33,897)	(16.9)	35,085	41,672	(6,586)	(15.8)	19,185	21,254	(2,070)	(9.7)
Inbound International	60,233	58,798	1,435	2.4	3,869	3,606	263	7.3	27,855	26,998	857	3.2
International Mail Fees	1	2	(1)	(34.3)	-	-	-	-	-	-	-	-
Total International Mail	334,600	381,175	(46,575)	(12.2)	40,668	47,285	(6,618)	(14.0)	58,025	61,149	(3,124)	(5.1)
Total Competitive Mail	5,302,175	4,766,647	535,528	11.2	1,362,167	1,240,552	121,615	9.8	2,685,199	2,391,766	293,432	12.3

**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
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FISCAL YEAR 2018 (Jul. 1, 2018-Sep. 30, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)**

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		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	15,949,033	15,624,281	324,752	2.1	35,142,021	35,447,688	(305,667)	(0.9)	5,945,045	5,810,764	134,280	2.3
Total All Services	647,869	652,719	(4,851)	(0.7)	1,422,881	1,339,575	83,307	6.2				
Total All Mail and Services	16,596,902	16,277,001	319,902	2.0								
Total All Other Revenue	360,072	235,471	124,602	52.9								
Total All Revenue	16,956,975	16,512,471	444,503	2.7								

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

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 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	8,400,677	8,767,062	(366,385)	(4.2)	16,830,360	17,907,942	(1,077,582)	(6.0)	499,483	536,596	(37,112)	(6.9)
Single-Piece Cards	224,634	235,384	(10,750)	(4.6)	630,117	674,676	(44,559)	(6.6)	4,042	4,322	(280)	(6.5)
Total Single-Piece Letters and Cards	8,625,311	9,002,446	(377,135)	(4.2)	17,460,477	18,582,618	(1,122,142)	(6.0)	503,525	540,918	(37,392)	(6.9)
Presort Letters	13,775,590	14,002,184	(226,594)	(1.6)	35,795,690	36,670,181	(874,491)	(2.4)	1,959,946	2,019,372	(59,426)	(2.9)
Presort Cards	540,062	547,549	(7,487)	(1.4)	2,075,510	2,125,273	(49,762)	(2.3)	16,956	17,358	(401)	(2.3)
Total Presort Letters and Cards	14,315,652	14,549,733	(234,081)	(1.6)	37,871,200	38,795,454	(924,254)	(2.4)	1,976,902	2,036,730	(59,827)	(2.9)
Flats	1,909,874	1,998,585	(88,711)	(4.4)	1,381,864	1,455,178	(73,314)	(5.0)	269,417	289,822	(20,405)	(7.0)
Parcels 5/	0	548,888	(548,888)	(100.0)	0	191,742	(191,742)	(100.0)	0	60,186	(60,186)	(100.0)
Domestic Negotiated Serv. Agreement Mail	0	0	-	-	0	0	-	-	0	0	-	-
Outbound First-Class Mail International	198,140	231,102	(32,962)	(14.3)	132,032	152,094	(20,062)	(13.2)	7,143	8,540	(1,397)	(16.4)
Inbound Intl. Letter-Post Single-Piece & NSA Ma	841,714	706,507	135,207	19.1	622,569	643,554	(20,985)	(3.3)	243,671	235,503	8,168	3.5
First-Class Mail Fees	125,148	137,773	(12,625)	(9.2)	-	-	-	-	-	-	-	-
First-Class Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total First-Class Mail	26,015,838	27,175,033	(1,159,195)	(4.3)	57,468,142	59,820,640	(2,352,498)	(3.9)	3,000,659	3,171,699	(171,040)	(5.4)
USPS Marketing Mail:												
High Density and Saturation Letters	1,153,580	1,089,166	64,415	5.9	7,265,225	7,093,856	171,369	2.4	244,093	241,205	2,887	1.2
High Density and Saturation Flats & Parcels	2,027,952	1,978,988	48,964	2.5	11,592,369	11,231,484	360,885	3.2	2,138,383	2,092,052	46,331	2.2
Carrier Route	1,847,737	1,858,951	(11,214)	(0.6)	7,034,113	7,133,004	(98,891)	(1.4)	1,519,641	1,529,335	(9,694)	(0.6)
Letters	9,656,356	9,574,162	82,194	0.9	46,517,167	46,973,209	(456,042)	(1.0)	2,293,497	2,338,927	(45,430)	(1.9)
Flats	1,649,376	1,900,058	(250,683)	(13.2)	4,078,768	4,944,063	(865,296)	(17.5)	1,046,117	1,237,673	(191,557)	(15.5)
Parcels	42,243	45,678	(3,435)	(7.5)	34,650	40,582	(5,932)	(14.6)	12,931	14,289	(1,358)	(9.5)
Every Door Direct Mail Retail	126,628	133,955	(7,327)	(5.5)	712,621	758,160	(45,539)	(6.0)	90,389	96,165	(5,776)	(6.0)
Domestic Negotiated Serv. Agreement Mail	14,187	47,050	(32,864)	(69.8)	68,445	195,484	(127,040)	(65.0)	14,508	41,762	(27,254)	(65.3)
USPS Marketing Mail Fees	36,408	43,950	(7,542)	(17.2)	-	-	-	-	-	-	-	-
USPS Marketing Mail Dom. NSA Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total USPS Marketing Mail	16,554,467	16,671,959	(117,492)	(0.7)	77,303,357	78,369,843	(1,066,486)	(1.4)	7,359,558	7,591,408	(231,850)	(3.1)
Periodicals Mail:												
In-County	55,923	56,866	(943)	(1.7)	510,334	516,432	(6,099)	(1.2)	134,325	141,189	(6,865)	(4.9)
Outside County	1,214,408	1,306,063	(91,655)	(7.0)	4,482,996	4,784,313	(301,318)	(6.3)	1,609,963	1,780,783	(170,820)	(9.6)
Periodicals Mail Fees	6,369	11,833	(5,464)	(46.2)	-	-	-	-	-	-	-	-
Total Periodicals Mail	1,276,700	1,374,762	(98,062)	(7.1)	4,993,329	5,300,745	(307,416)	(5.8)	1,744,288	1,921,972	(177,684)	(9.2)
Package Services Mail:												
Alaska Bypass	32,910	33,694	(785)	(2.3)	1,258	1,306	(48)	(3.7)	84,644	87,974	(3,330)	(3.8)
Bound Printed Matter Flats	197,673	200,292	(2,618)	(1.3)	265,404	264,493	912	0.3	439,122	429,995	9,127	2.1
Bound Printed Matter Parcels	318,254	297,160	21,093	7.1	294,800	277,594	17,206	6.2	637,855	614,646	23,209	3.8
Media and Library Mail	276,316	268,351	7,965	3.0	78,964	76,963	2,001	2.6	179,886	182,639	(2,752)	(1.5)
Package Services Mail Fees	2,755	3,237	(483)	(14.9)	-	-	-	-	-	-	-	-
Total Package Services Mail	827,907	802,734	25,172	3.1	640,425	620,355	20,070	3.2	1,341,507	1,315,253	26,254	2.0

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(Data in Thousands)

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	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 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	751,368	765,972	(14,604)	(1.9)	28,211	29,763	(1,552)	(5.2)	30,287	32,939	(2,652)	(8.0)
First-Class Package Service:												
Total First Class Package Service 5/	3,870,555	2,804,075	1,066,480	38.0	1,274,600	965,437	309,163	32.0	491,352	395,237	96,115	24.3
USPS Retail Ground Mail:												
Total USPS Retail Ground	283,889	349,982	(66,093)	(18.9)	13,762	18,607	(4,846)	(26.0)	94,456	116,034	(21,577)	(18.6)
Priority Mail:												
Total Priority Mail	9,103,194	8,367,509	735,685	8.8	1,074,470	1,026,535	47,935	4.7	2,698,954	2,425,965	272,989	11.3
Parcel Select Mail:												
Total Parcel Select Mail	6,407,771	5,661,659	746,112	13.2	2,997,008	2,796,085	200,923	7.2	7,188,827	6,333,041	855,786	13.5
Parcel Return Service Mail:												
Total Parcel Return Service Mail	220,008	182,905	37,103	20.3	88,691	69,154	19,537	28.3	229,418	194,533	34,885	17.9
International Mail:												
Outbound Priority Mail International	389,514	432,065	(42,550)	(9.8)	6,621	7,535	(913)	(12.1)	44,284	50,246	(5,962)	(11.9)
Outbound International Expedited Services	107,886	110,908	(3,023)	(2.7)	1,279	1,297	(18)	(1.4)	7,595	7,126	469	6.6
Other Outbound International Mail	793,265	854,877	(61,612)	(7.2)	162,847	181,626	(18,778)	(10.3)	88,351	89,520	(1,169)	(1.3)
Inbound International	246,642	236,960	9,682	4.1	15,856	15,292	564	3.7	112,874	109,575	3,299	3.0
International Mail Fees	23	7	16	231.4	-	-	-	-	-	-	-	-
Total International Mail	1,537,330	1,634,817	(97,487)	(6.0)	186,604	205,750	(19,146)	(9.3)	253,104	256,467	(3,363)	(1.3)
Total Competitive Mail	22,174,115	19,766,919	2,407,196	12.2	5,663,346	5,111,331	552,014	10.8	10,986,399	9,754,215	1,232,184	12.6

**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2018 (Oct. 1, 2017-Sep. 30, 2018) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2017
(Data in Thousands)**

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 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	66,849,027	65,791,408	1,057,619	1.6	146,401,137	149,589,972	(3,188,835)	(2.1)	24,560,360	23,880,095	680,265	2.8
Total All Services	2,608,186	2,659,551	(51,364)	(1.9)	5,909,238	5,560,826	348,412	6.3				
Total All Mail and Services	69,457,213	68,450,958	1,006,255	1.5								
Total All Other Revenue	1,325,767	1,243,644	82,123	6.6								
Total All Revenue	70,782,980	69,694,602	1,088,378	1.6								

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.