

MARKET DOMINANT PRODUCTS
PRELIMINARY 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
First-Class Mail:												
Single-Piece Letters	2,456,048	2,574,309	(118,261)	(4.6)	4,977,005	5,290,049	(313,044)	(5.9)	149,845	161,538	(11,693)	(7.2)
Single-Piece Cards	64,510	64,272	238	0.4	183,760	185,304	(1,544)	(0.8)	1,177	1,185	(9)	(0.7)
Total Single-Piece Letters and Cards	2,520,557	2,638,581	(118,024)	(4.5)	5,160,765	5,475,353	(314,588)	(5.7)	151,022	162,723	(11,701)	(7.2)
Presort Letters	3,475,490	3,628,964	(153,474)	(4.2)	9,122,132	9,444,410	(322,279)	(3.4)	499,043	521,137	(22,095)	(4.2)
Presort Cards	154,185	146,953	7,232	4.9	598,723	572,794	25,929	4.5	4,893	4,678	215	4.6
Total Presort Letters and Cards	3,629,675	3,775,917	(146,242)	(3.9)	9,720,855	10,017,205	(296,350)	(3.0)	503,936	525,816	(21,880)	(4.2)
Flats	498,660	541,721	(43,062)	(7.9)	365,990	401,359	(35,370)	(8.8)	71,317	80,307	(8,990)	(11.2)
Parcels	0	159,585	(159,585)	(100.0)	0	56,170	(56,170)	(100.0)	0	17,582	(17,582)	(100.0)
Domestic Negotiated Serv. Agreement Mail	0	0	0	-	0	0	0	-	0	0	0	-
Outbound First-Class Mail International	71,150	73,268	(2,118)	(2.9)	47,555	49,925	(2,369)	(4.7)	2,497	2,699	(202)	(7.5)
Inbound Intl. Letter-Post Single-Piece & NSA Ma	231,406	185,260	46,146	24.9	177,206	177,277	(70)	(0.0)	73,214	66,006	7,208	10.9
First-Class Mail Fees	34,406	36,307	(1,900)	(5.2)	-	-	-	-	-	-	-	-
First-Class Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total First-Class Mail	6,985,855	7,410,639	(424,785)	(5.7)	15,472,371	16,177,288	(704,918)	(4.4)	801,985	855,133	(53,147)	(6.2)
Standard Mail:												
High Density and Saturation Letters	306,223	286,891	19,331	6.7	1,963,540	1,918,642	44,898	2.3	64,688	63,135	1,553	2.5
High Density and Saturation Flats & Parcels	522,354	558,031	(35,677)	(6.4)	2,978,510	3,115,070	(136,560)	(4.4)	566,953	560,354	6,599	1.2
Carrier Route	574,350	545,118	29,233	5.4	2,232,322	2,136,091	96,231	4.5	480,976	425,624	55,352	13.0
Letters	2,532,112	2,594,719	(62,608)	(2.4)	12,477,201	13,082,899	(605,698)	(4.6)	630,928	656,046	(25,118)	(3.8)
Flats	454,715	650,438	(195,723)	(30.1)	1,149,267	1,858,073	(708,805)	(38.1)	288,971	435,259	(146,288)	(33.6)
Parcels	12,070	13,660	(1,590)	(11.6)	10,355	12,735	(2,380)	(18.7)	3,631	4,208	(577)	(13.7)
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	15,048	13,017	2,031	15.6	68,445	54,983	13,462	24.5	14,508	11,666	2,841	24.4
Standard Mail Fees	11,090	13,929	(2,839)	(20.4)	-	-	-	-	-	-	-	-
Standard Mail Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total Standard Mail	4,459,673	4,710,079	(250,406)	(5.3)	21,058,802	22,373,242	(1,314,440)	(5.9)	2,073,380	2,180,994	(107,614)	(4.9)
Periodicals Mail:												
In-County	14,408	14,484	(76)	(0.5)	128,497	125,429	3,068	2.4	37,058	37,899	(841)	(2.2)
Outside County	320,072	343,689	(23,618)	(6.9)	1,187,371	1,244,019	(56,647)	(4.6)	437,379	477,384	(40,005)	(8.4)
Periodicals Mail Fees	3,276	2,738	539	19.7	-	-	-	-	-	-	-	-
Total Periodicals Mail	337,756	360,911	(23,155)	(6.4)	1,315,868	1,369,447	(53,579)	(3.9)	474,437	515,283	(40,846)	(7.9)
Package Services Mail:												
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	87,441	85,836	1,605	1.9	82,384	81,545	839	1.0	181,719	186,251	(4,533)	(2.4)
Media and Library Mail	71,079	64,493	6,586	10.2	20,421	18,553	1,868	10.1	47,531	44,494	3,037	6.8
Package Services Mail Fees	829	999	(170)	(17.0)	-	-	-	-	-	-	-	-
Total Package Services Mail	222,784	216,392	6,393	3.0	179,882	177,928	1,954	1.1	374,599	374,685	(86)	(0.0)

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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	Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent
U.S. Postal Service Mail	-	-	-	-	81,975	91,164	(9,189)	(10.1)	27,461	27,114	346	1.3
Free Mail	-	-	-	-	10,788	12,928	(2,140)	(16.6)	3,964	5,642	(1,678)	(29.7)
Total Market Dominant Mail	12,006,069	12,698,021	(691,952)	(5.4)	38,119,687	40,201,998	(2,082,311)	(5.2)	3,755,826	3,958,851	(203,025)	(5.1)
Ancillary Services:												
Certified Mail	155,980	176,764	(20,784)	(11.8)	46,465	53,488	(7,023)	(13.1)				
Collect on Delivery	1,222	1,007	215	21.3	127	98	28	28.9				
Delivery Confirmation	319	237	82	34.7	1,517,125	1,402,276	114,850	8.2				
Insurance	21,970	22,051	(81)	(0.4)	6,825	4,673	2,153	46.1				
Registered Mail	7,303	7,384	(81)	(1.1)	483	483	(1)	(0.2)				
Return Receipts	80,252	84,197	(3,945)	(4.7)	34,933	36,914	(1,981)	(5.4)				
Stamped Envelopes and Cards	2,969	3,330	(361)	(10.8)	-	-	-	-				
Other Domestic Ancillary Services	20,974	22,333	(1,359)	(6.1)	7,272	8,181	(909)	(11.1)				
International Ancillary Services	8,397	6,339	2,058	32.5	6,005	4,090	1,915	46.8				
Total Ancillary Services	299,385	323,641	(24,256)	(7.5)	1,619,235	1,510,203	109,032	7.2				
Special Services:												
Money Orders	34,424	36,600	(2,176)	(5.9)	20,315	21,671	(1,357)	(6.3)				
Post Office Box Service	70,785	69,651	1,134	1.6	5,772	5,882	(111)	(1.9)				
Other Domestic Special Services	24,455	25,734	(1,279)	(5.0)	304	585	(281)	(48.0)				
Other International Special Services	0	0	-	-	0	0	-	-				
Total Additional Special Services	129,663	131,985	(2,322)	(1.8)	26,391	28,139	(1,749)	(6.2)				
Total Market Dominant Services	429,049	455,626	(26,577)	(5.8)	1,645,625	1,538,342	107,283	7.0				
Total Market Dominant Mail and Services	12,435,117	13,153,647	(718,530)	(5.5)								
Other Market Dominant Revenue	287,629	254,277	33,351	13.1								
Total Market Dominant Revenue	12,722,746	13,407,924	(685,178)	(5.1)								
										Service Transactions U.S. Postal Service Mail Quarter 1, FY 2018 1/		
										Ancillary Services	3,335	
										Other Services	284	
										Total	3,619	

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
Priority Mail Express:												
Total Priority Mail Express	198,227	206,071	(7,844)	(3.8)	7,455	7,952	(497)	(6.2)	8,820	10,720	(1,901)	(17.7)
First-Class Package Service:												
Total First Class Package Service	969,137	688,482	280,655	40.8	325,652	243,800	81,852	33.6	130,122	101,408	28,714	28.3
Retail Ground Mail:												
Total Retail Ground	110,129	133,695	(23,566)	(17.6)	5,470	7,622	(2,151)	(28.2)	36,492	42,678	(6,185)	(14.5)
Priority Mail:												
Total Priority Mail	2,523,633	2,351,313	172,320	7.3	293,396	285,820	7,576	2.7	722,266	718,819	3,447	0.5
Parcel Select Mail:												
Total Parcel Select Mail	1,826,738	1,596,989	229,749	14.4	874,645	797,585	77,060	9.7	2,030,908	1,841,764	189,143	10.3
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	124,583	141,126	(16,543)	(11.7)	2,102	2,401	(299)	(12.5)	14,325	16,529	(2,204)	(13.3)
Outbound International Expedited Services	88,321	50,823	37,498	73.8	1,049	728	321	44.0	8,556	4,716	3,840	81.4
Other Outbound International Mail	242,103	246,221	(4,118)	(1.7)	46,883	50,392	(3,509)	(7.0)	26,214	25,084	1,129	4.5
Inbound International	70,684	64,741	5,943	9.2	4,612	4,273	339	7.9	33,235	30,967	2,268	7.3
International Mail Fees	18	1	17	1114.4	-	-	-	-	-	-	-	-
Total International Mail	525,710	502,912	22,797	4.5	54,645	57,794	(3,149)	(5.4)	82,330	77,296	5,034	6.5
Total Competitive Mail	6,207,852	5,525,489	682,364	12.3	1,582,761	1,417,721	165,039	11.6	3,073,009	2,845,385	227,624	8.0

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
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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	Percent	FY 2018	FY 2017	FY 2018 over FY 2017	Percent	FY 2018	FY 2017	FY 2018 over FY 2017	Percent
Total Market Dominant and Competitive												
Total All Mail	18,213,921	18,223,509	(9,588)	(0.1)	39,702,447	41,619,719	(1,917,272)	(4.6)	6,828,836	6,804,236	24,599	0.4
Total All Services	657,517	677,105	(19,588)	(2.9)	1,674,955	1,568,288	106,667	6.8				
Total All Mail and Services	18,871,438	18,900,614	(29,176)	(0.2)								
Total All Other Revenue	314,700	309,252	5,449	1.8								
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.

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.

TABLE 2-A
LETTER MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY 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
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Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	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
First-Class Mail:												
Single-Piece Letters	2,456,048	2,574,309	(118,261)	(4.6)	4,977,005	5,290,049	(313,044)	(5.9)	149,845	161,538	(11,693)	(7.2)
Single-Piece Cards	64,510	64,272	238	0.4	183,760	185,304	(1,544)	(0.8)	1,177	1,185	(9)	(0.7)
Total Single-Piece Letters and Cards	2,520,557	2,638,581	(118,024)	(4.5)	5,160,765	5,475,353	(314,588)	(5.7)	151,022	162,723	(11,701)	(7.2)
Presort Letters	3,475,490	3,628,964	(153,474)	(4.2)	9,122,132	9,444,410	(322,279)	(3.4)	499,043	521,137	(22,095)	(4.2)
Presort Cards	154,185	146,953	7,232	4.9	598,723	572,794	25,929	4.5	4,893	4,678	215	4.6
Total Presort Letters and Cards	3,629,675	3,775,917	(146,242)	(3.9)	9,720,855	10,017,205	(296,350)	(3.0)	503,936	525,816	(21,880)	(4.2)
Flats	4,189	3,233	957	29.6	2,138	1,806	332	18.4	708	525	183	34.8
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	6,154,422	6,417,731	(263,309)	(4.1)	14,883,757	15,494,363	(610,606)	(3.9)	655,665	689,064	(33,399)	(4.8)
Standard Mail:												
High Density and Saturation Letters	306,223	286,891	19,331	6.7	1,963,540	1,918,642	44,898	2.3	64,688	63,135	1,553	2.5
High Density and Saturation Flats & Parcels	12,605	14,251	(1,647)	(11.6)	79,752	89,779	(10,027)	(11.2)	3,206	3,583	(377)	(10.5)
Carrier Route	2,989	4,148	(1,159)	(27.9)	11,959	17,136	(5,177)	(30.2)	463	604	(141)	(23.3)
Letters	2,530,397	2,594,719	(64,322)	(2.5)	12,469,897	13,082,899	(613,002)	(4.7)	630,034	656,046	(26,012)	(4.0)
Flats	137	253	(117)	(46.0)	258	483	(224)	(46.5)	83	131	(48)	(36.5)
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	2,852,350	2,900,263	(47,913)	(1.7)	14,525,407	15,108,939	(583,533)	(3.9)	698,475	723,499	(25,025)	(3.5)
Periodicals Mail:												
In-County	176	183	(7)	(3.6)	2,189	2,230	(42)	(1.9)	100	100	0	0.4
Outside County	1,175	1,793	(618)	(34.5)	5,317	7,936	(2,619)	(33.0)	474	735	(261)	(35.5)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	1,351	1,975	(625)	(31.6)	7,505	10,166	(2,661)	(26.2)	574	835	(261)	(31.2)
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0

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	Quarter 1		Change		Quarter 1		Change		Quarter 1		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
Total Competitive Mail	921	1,778	(857)	(48.2)	121	259	(139)	(53.4)	8	16	(8)	(49.9)

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Total Competitive Revenue	921	1,778	(857)	(48.2)	121	259	(139)	(53.4)	8	16	(8)	(49.9)

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	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	9,009,044	9,321,747	(312,703)	(3.4)	29,489,842	30,695,297	(1,205,456)	(3.9)	1,356,335	1,415,433	(59,098)	(4.2)
Total All Services	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	9,009,044	9,321,747	(312,703)	(3.4)	29,489,842	30,695,297	(1,205,456)	(3.9)	1,356,335	1,415,433	(59,098)	(4.2)
Total All Other Revenue												
Total All Revenue	9,009,044	9,321,747	(312,703)	(3.4)								

**TABLE 2-B
FLAT MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY 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				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		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
First-Class Mail:												
Single-Piece Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Single-Piece Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Single-Piece Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	494,424	538,489	(44,065)	(8.2)	363,839	399,554	(35,714)	(8.9)	70,606	79,782	(9,176)	(11.5)
Parcels	0	21,857	(21,857)	(100.0)	0	10,786	(10,786)	(100.0)	0	2,601	(2,601)	(100.0)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	494,424	560,346	(65,922)	(11.8)	363,839	410,340	(46,500)	(11.3)	70,606	82,383	(11,777)	(14.3)
Standard Mail:												
High Density and Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density and Saturation Flats & Parcels	509,649	543,775	(34,127)	(6.3)	2,898,413	3,025,276	(126,863)	(4.2)	563,725	556,768	6,957	1.2
Carrier Route	571,358	540,965	30,393	5.6	2,220,353	2,118,942	101,411	4.8	480,513	425,018	55,494	13.1
Letters	1,714	0	1,714	0.0	7,304	0	7,304	0.0	894	0	894	0.0
Flats	454,495	649,645	(195,150)	(30.0)	1,148,810	1,856,356	(707,545)	(38.1)	288,881	435,112	(146,231)	(33.6)
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
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	15,048	13,017	2,031	15.6	68,445	54,983	13,462	24.5	14,508	11,666	2,841	24.4
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	1,583,975	1,781,678	(197,702)	(11.1)	6,522,486	7,250,306	(727,820)	(10.0)	1,371,246	1,453,266	(82,021)	(5.6)
Periodicals Mail:												
In-County	14,201	14,270	(69)	(0.5)	126,152	123,040	3,112	2.5	36,852	37,697	(844)	(2.2)
Outside County	318,130	341,065	(22,936)	(6.7)	1,181,159	1,235,090	(53,931)	(4.4)	435,228	474,875	(39,647)	(8.3)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	332,330	355,335	(23,004)	(6.5)	1,307,311	1,358,130	(50,820)	(3.7)	472,081	512,571	(40,491)	(7.9)
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
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	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	4,682	4,193	489	11.7	1,677	1,467	211	14.4	1,421	1,375	46	3.4
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	59,711	61,049	(1,338)	(2.2)	78,430	78,977	(546)	(0.7)	124,899	123,703	1,196	1.0

COMPETITIVE PRODUCTS
PRELIMINARY 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				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		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
Total Competitive Mail	237,244	214,203	23,041	10.8	49,544	38,594	10,950	28.4	21,144	20,960	184	0.9

COMPETITIVE PRODUCTS
PRELIMINARY 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				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		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
Total Competitive Revenue	237,244	214,203	23,041	10.8	49,544	38,594	10,950	28.4	21,144	20,960	184	0.9

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY 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				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	2,707,685	2,972,610	(264,926)	(8.9)	8,330,213	9,146,348	(816,135)	(8.9)	2,061,754	2,194,864	(133,110)	(6.1)
Total All Services	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	2,707,685	2,972,610	(264,926)	(8.9)	8,330,213	9,146,348	(816,135)	(8.9)	2,061,754	2,194,864	(133,110)	(6.1)
Total All Other Revenue												
Total All Revenue	2,707,685	2,972,610	(264,926)	(8.9)								

**TABLE 2-C
PARCEL MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY 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				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		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
First-Class Mail:												
Single-Piece Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Single-Piece Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Single-Piece Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	46	0	46	0.0	12	0	12	0.0	3	0	3	0.0
Parcels	0	137,727	(137,727)	(100.0)	0	45,384	(45,384)	(100.0)	0	14,981	(14,981)	(100.0)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	46	137,727	(137,681)	(100.0)	12	45,384	(45,372)	(100.0)	3	14,981	(14,978)	(100.0)
Standard Mail:												
High Density and Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density and Saturation Flats & Parcels	101	5	96	2023.6	345	15	331	2273.5	21	2	19	784.5
Carrier Route	4	5	(1)	(23.1)	10	12	(2)	(18.1)	1	1	(1)	(58.3)
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	83	539	(456)	(84.5)	199	1,234	(1,036)	(83.9)	7	17	(10)	(58.8)
Parcels	12,070	13,660	(1,590)	(11.6)	10,355	12,735	(2,380)	(18.7)	3,631	4,208	(577)	(13.7)
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	12,259	14,209	(1,951)	(13.7)	10,909	13,996	(3,087)	(22.1)	3,660	4,229	(569)	(13.4)
Periodicals Mail:												
In-County	31	32	(0)	(0.5)	156	158	(2)	(1.1)	105	103	3	2.6
Outside County	767	831	(64)	(7.7)	896	993	(97)	(9.8)	1,677	1,774	(97)	(5.5)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	799	863	(64)	(7.4)	1,052	1,151	(99)	(8.6)	1,782	1,877	(95)	(5.0)
Package Services Mail:												
Alaska Bypass	8,406	8,205	200	2.4	325	321	4	1.3	21,872	21,611	261	1.2
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	87,434	85,836	1,598	1.9	82,384	81,545	839	1.0	181,719	186,251	(4,533)	(2.4)
Media and Library Mail	66,382	60,289	6,093	10.1	18,743	17,086	1,657	9.7	46,110	43,119	2,991	6.9
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	162,222	154,330	7,892	5.1	101,452	98,951	2,501	2.5	249,700	250,982	(1,281)	(0.5)

COMPETITIVE PRODUCTS
PRELIMINARY 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				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent
Total Competitive Mail	5,244,349	4,599,881	644,468	14.0	1,470,995	1,313,121	157,874	12.0	2,960,708	2,736,392	224,315	8.2

COMPETITIVE PRODUCTS
PRELIMINARY 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				PIECES				WEIGHT (Pounds)			
	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
Total Competitive Revenue	5,244,349	4,599,881	644,468	14.0	1,470,995	1,313,121	157,874	12.0	2,960,708	2,736,392	224,315	8.2

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY 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				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	5,419,674	4,907,010	512,664	10.4	1,595,530	1,485,126	110,405	7.4	3,243,887	3,037,219	206,668	6.8
Total All Services	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	5,419,674	4,907,010	512,664	10.4	1,595,530	1,485,126	110,405	7.4	3,243,887	3,037,219	206,668	6.8
Total All Other Revenue												
Total All Revenue	5,419,674	4,907,010	512,664	10.4								

TABLE 3-A
STAMPED MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY 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				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent
First-Class Mail:												
Single-Piece Letters	1,540,393	1,575,688	(35,295)	(2.2)	3,094,647	3,259,489	(164,842)	(5.1)	83,627	89,860	(6,234)	(6.9)
Single-Piece Cards	39,602	36,111	3,490	9.7	111,522	102,925	8,597	8.4	697	643	54	8.4
Total Single-Piece Letters and Cards	1,579,995	1,611,799	(31,805)	(2.0)	3,206,170	3,362,414	(156,245)	(4.6)	84,324	90,504	(6,180)	(6.8)
Presort Letters	52,151	52,498	(347)	(0.7)	131,934	133,100	(1,166)	(0.9)	7,717	7,656	62	0.8
Presort Cards	896	612	284	46.4	3,410	2,331	1,079	46.3	22	15	7	48.4
Total Presort Letters and Cards	53,047	53,110	(63)	(0.1)	135,344	135,431	(87)	(0.1)	7,739	7,671	69	0.9
Flats	40,684	42,555	(1,872)	(4.4)	27,052	28,317	(1,265)	(4.5)	5,200	5,584	(384)	(6.9)
Parcels	0	11,372	(11,372)	(100.0)	0	5,279	(5,279)	(100.0)	0	1,253	(1,253)	(100.0)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	1,673,726	1,718,837	(45,111)	(2.6)	3,368,566	3,531,441	(162,876)	(4.6)	97,263	105,012	(7,748)	(7.4)
Standard Mail:												
High Density and Saturation Letters	4,699	4,461	238	5.3	33,624	33,199	425	1.3	1,112	1,328	(216)	(16.3)
High Density and Saturation Flats & Parcels	261	268	(7)	(2.6)	1,534	1,538	(4)	(0.3)	67	75	(8)	(10.3)
Carrier Route	309	176	132	75.0	1,335	730	606	83.0	125	79	47	59.8
Letters	164,962	157,944	7,018	4.4	1,054,068	1,008,109	45,959	4.6	54,968	52,051	2,917	5.6
Flats	5,788	5,256	532	10.1	17,338	15,855	1,484	9.4	2,748	2,619	129	4.9
Parcels	113	41	73	177.6	70	24	47	197.9	7	3	4	149.9
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	176,132	168,146	7,986	4.7	1,107,969	1,059,454	48,515	4.6	59,027	56,154	2,874	5.1
Periodicals Mail:												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	782	582	200	34.4	237	172	65	37.7	342	339	3	0.8
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	782	582	200	34.4	237	172	65	37.7	342	339	3	0.8

COMPETITIVE PRODUCTS
PRELIMINARY 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				PIECES				WEIGHT (Pounds)			
	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
Total Competitive Mail	23,703	16,534	7,169	43.4	5,788	2,160	3,628	167.9	3,129	2,797	332	11.9

COMPETITIVE PRODUCTS
PRELIMINARY 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				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		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
Total Competitive Revenue	23,703	16,534	7,169	43.4	5,788	2,160	3,628	167.9	3,129	2,797	332	11.9

**TABLE 3-B
METERED MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY 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				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent
First-Class Mail:												
Single-Piece Letters	777,741	855,192	(77,450)	(9.1)	1,603,529	1,742,279	(138,750)	(8.0)	55,336	60,327	(4,992)	(8.3)
Single-Piece Cards	14,703	18,223	(3,520)	(19.3)	41,976	52,912	(10,936)	(20.7)	262	331	(68)	(20.7)
Total Single-Piece Letters and Cards	792,445	873,415	(80,971)	(9.3)	1,645,505	1,795,191	(149,686)	(8.3)	55,598	60,658	(5,060)	(8.3)
Presort Letters	859,143	938,792	(79,649)	(8.5)	2,248,203	2,447,671	(199,468)	(8.1)	133,920	145,546	(11,626)	(8.0)
Presort Cards	713	760	(47)	(6.1)	2,703	2,896	(193)	(6.7)	27	27	0	0.5
Total Presort Letters and Cards	859,856	939,552	(79,696)	(8.5)	2,250,905	2,450,567	(199,662)	(8.1)	133,947	145,573	(11,626)	(8.0)
Flats	276,476	299,448	(22,972)	(7.7)	199,910	217,716	(17,806)	(8.2)	37,422	41,965	(4,543)	(10.8)
Parcels	0	54,284	(54,284)	(100.0)	0	20,799	(20,799)	(100.0)	0	6,451	(6,451)	(100.0)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	1,928,777	2,166,699	(237,922)	(11.0)	4,096,321	4,484,274	(387,953)	(8.7)	226,967	254,647	(27,680)	(10.9)
Standard Mail:												
High Density and Saturation Letters	307	304	3	0.9	1,981	1,933	47	2.5	68	59	10	16.7
High Density and Saturation Flats & Parcels	15	15	0	2.5	74	80	(6)	(7.8)	4	5	(1)	(27.0)
Carrier Route	29	25	3	13.1	134	97	38	38.9	13	5	8	158.5
Letters	63,469	68,304	(4,835)	(7.1)	369,011	394,313	(25,302)	(6.4)	19,918	20,873	(955)	(4.6)
Flats	2,269	2,341	(72)	(3.1)	6,912	6,944	(33)	(0.5)	881	925	(44)	(4.8)
Parcels	119	62	58	93.5	62	37	24	65.9	11	5	7	144.8
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	66,209	71,051	(4,843)	(6.8)	378,173	403,405	(25,232)	(6.3)	20,895	21,871	(976)	(4.5)
Periodicals Mail:												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	44,612	42,675	1,938	4.5	12,895	12,500	395	3.2	29,244	28,163	1,081	3.8
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	44,612	42,675	1,938	4.5	12,895	12,500	395	3.2	29,244	28,163	1,081	3.8

COMPETITIVE PRODUCTS
PRELIMINARY 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				PIECES				WEIGHT (Pounds)			
	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
Total Competitive Mail	2,124,043	1,915,324	208,719	10.9	403,493	368,537	34,956	9.5	511,820	506,467	5,353	1.1

COMPETITIVE PRODUCTS
PRELIMINARY 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				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		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
Total Competitive Revenue	2,124,043	1,915,324	208,719	10.9	403,493	368,537	34,956	9.5	511,820	506,467	5,353	1.1

TABLE 3-D
PVI MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY 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				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent
First-Class Mail:												
Single-Piece Letters	6,654	6,546	108	1.6	11,082	11,178	(96)	(0.9)	648	678	(29)	(4.3)
Single-Piece Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Single-Piece Letters and Cards	6,654	6,546	108	1.6	11,082	11,178	(96)	(0.9)	648	678	(29)	(4.3)
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	27,400	27,481	(80)	(0.3)	16,286	16,672	(386)	(2.3)	3,965	4,087	(122)	(3.0)
Parcels	0	81,853	(81,853)	(100.0)	0	26,550	(26,550)	(100.0)	0	8,911	(8,911)	(100.0)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	34,055	115,880	(81,825)	(70.6)	27,368	54,400	(27,031)	(49.7)	4,614	13,676	(9,062)	(66.3)
Standard Mail:												
High Density and Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density and Saturation Flats & Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Carrier Route	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail:												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	15,737	14,913	824	5.5	4,272	4,027	246	6.1	11,399	11,237	161	1.4
Package Services Mail Fees	0	0	(0)	(100.0)	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	15,737	14,913	824	5.5	4,272	4,027	246	6.1	11,399	11,237	161	1.4

COMPETITIVE PRODUCTS
PRELIMINARY 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				PIECES				WEIGHT (Pounds)			
	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
Total Competitive Mail	881,915	751,728	130,187	17.3	90,095	63,425	26,670	42.0	224,782	207,754	17,028	8.2

COMPETITIVE PRODUCTS
PRELIMINARY 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				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		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
Total Competitive Revenue	881,915	751,728	130,187	17.3	90,095	63,425	26,670	42.0	224,782	207,754	17,028	8.2

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY 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				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		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
Total Market Dominant and Competitive												
Total All Mail	931,707	882,521	49,185	5.6	121,735	121,851	(116)	(0.1)	240,794	232,667	8,127	3.5
Total All Services	66,658	67,259	(601)	(0.9)	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	998,365	949,781	48,584	5.1	121,735	121,851	(116)	(0.1)	240,794	232,667	8,127	3.5
Total All Other Revenue												
Total All Revenue	998,365	949,781	48,584	5.1								

TABLE 3-E
PERMIT IMPRINT MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY 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				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent
First-Class Mail:												
Single-Piece Letters	128,084	134,367	(6,283)	(4.7)	261,352	272,151	(10,799)	(4.0)	10,011	10,497	(487)	(4.6)
Single-Piece Cards	10,037	9,814	222	2.3	29,783	29,105	678	2.3	214	209	5	2.5
Total Single-Piece Letters and Cards	138,121	144,181	(6,061)	(4.2)	291,134	301,255	(10,121)	(3.4)	10,225	10,706	(481)	(4.5)
Presort Letters	2,564,196	2,637,674	(73,478)	(2.8)	6,741,995	6,863,639	(121,644)	(1.8)	357,406	367,936	(10,530)	(2.9)
Presort Cards	152,576	145,581	6,995	4.8	592,611	567,568	25,043	4.4	4,843	4,636	207	4.5
Total Presort Letters and Cards	2,716,771	2,783,254	(66,483)	(2.4)	7,334,605	7,431,206	(96,601)	(1.3)	362,249	372,572	(10,323)	(2.8)
Flats	153,141	171,179	(18,038)	(10.5)	121,986	137,982	(15,996)	(11.6)	24,604	28,486	(3,882)	(13.6)
Parcels	0	11,120	(11,120)	(100.0)	0	3,241	(3,241)	(100.0)	0	845	(845)	(100.0)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	3,008,033	3,109,735	(101,701)	(3.3)	7,747,725	7,873,684	(125,959)	(1.6)	397,078	412,609	(15,532)	(3.8)
Standard Mail:												
High Density and Saturation Letters	301,217	282,126	19,091	6.8	1,927,936	1,883,510	44,426	2.4	63,508	61,749	1,760	2.8
High Density and Saturation Flats & Parcels	522,078	557,748	(35,670)	(6.4)	2,976,902	3,113,452	(136,549)	(4.4)	566,882	560,274	6,608	1.2
Carrier Route	574,013	544,916	29,097	5.3	2,230,853	2,135,265	95,588	4.5	480,838	425,541	55,298	13.0
Letters	2,303,681	2,368,472	(64,791)	(2.7)	11,054,122	11,680,477	(626,355)	(5.4)	556,042	583,122	(27,079)	(4.6)
Flats	446,657	642,840	(196,183)	(30.5)	1,125,017	1,835,274	(710,256)	(38.7)	285,343	431,715	(146,373)	(33.9)
Parcels	11,837	13,558	(1,720)	(12.7)	10,223	12,674	(2,451)	(19.3)	3,612	4,200	(588)	(14.0)
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	15,048	13,017	2,031	15.6	68,445	54,983	13,462	24.5	14,508	11,666	2,841	24.4
Standard Mail Fees	0	189	(189)	(100.0)	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	4,206,243	4,457,142	(250,899)	(5.6)	19,572,660	20,910,383	(1,337,723)	(6.4)	1,993,458	2,102,969	(109,511)	(5.2)
Periodicals Mail:												
In-County	14,408	14,484	(76)	(0.5)	128,497	125,429	3,068	2.4	37,058	37,899	(841)	(2.2)
Outside County	320,072	343,689	(23,618)	(6.9)	1,187,371	1,244,019	(56,647)	(4.6)	437,379	477,384	(40,005)	(8.4)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	334,480	358,173	(23,693)	(6.6)	1,315,868	1,369,447	(53,579)	(3.9)	474,437	515,283	(40,846)	(7.9)
Package Services Mail:												
Alaska Bypass	8,406	8,205	200	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	87,434	85,836	1,598	1.9	82,384	81,545	839	1.0	181,719	186,251	(4,533)	(2.4)
Media and Library Mail	9,881	6,294	3,587	57.0	3,003	1,850	1,153	62.3	6,506	4,738	1,768	37.3
Package Services Mail Fees	0	16	(16)	(100.0)	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	160,751	157,207	3,543	2.3	162,464	161,225	1,239	0.8	333,575	334,929	(1,354)	(0.4)

COMPETITIVE PRODUCTS
PRELIMINARY 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				PIECES				WEIGHT (Pounds)			
	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
Total Competitive Mail	2,450,296	2,130,556	319,740	15.0	1,020,883	917,646	103,237	11.3	2,241,781	2,039,949	201,832	9.9

COMPETITIVE PRODUCTS
PRELIMINARY 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				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		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
Total Competitive Revenue	2,450,296	2,130,556	319,740	15.0	1,020,883	917,646	103,237	11.3	2,241,781	2,039,949	201,832	9.9

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY 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				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		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
Total Market Dominant and Competitive												
Total All Mail	10,159,803	10,212,813	(53,010)	(0.5)	29,819,724	31,232,469	(1,412,746)	(4.5)	5,440,453	5,405,900	34,552	0.6
Total All Services	21,780	17,730	4,050	22.8	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	10,181,583	10,230,543	(48,960)	(0.5)	29,819,724	31,232,469	(1,412,746)	(4.5)	5,440,453	5,405,900	34,552	0.6
Total All Other Revenue												
Total All Revenue	10,181,583	10,230,543	(48,960)	(0.5)								

**TABLE 3-F
OTHER INDICIA MAIL*
MARKET DOMINANT PRODUCTS
PRELIMINARY 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				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	Percent
First-Class Mail:												
Single-Piece Letters	3,175	2,516	660	26.2	6,395	4,951	1,443	29.2	224	175	49	28.2
Single-Piece Cards	168	123	45	36.6	479	362	117	32.2	3	2	1	32.2
Total Single-Piece Letters and Cards	3,343	2,639	705	26.7	6,873	5,313	1,560	29.4	227	177	50	28.2
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	958	1,059	(100)	(9.5)	756	673	83	12.4	125	184	(59)	(31.8)
Parcels	0	957	(957)	(100.0)	0	302	(302)	(100.0)	0	122	(122)	(100.0)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	180	(180)	(100.0)	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	4,302	4,833	(532)	(11.0)	7,630	6,288	1,342	21.3	353	484	(131)	(27.1)
Standard Mail:												
High Density and Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density and Saturation Flats & Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Carrier Route	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail:												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	51	18	33	183.0	14	4	10	217.2	40	17	23	139.5
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	51	18	33	183.0	14	4	10	217.2	40	17	23	139.5

COMPETITIVE PRODUCTS
PRELIMINARY 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				PIECES				WEIGHT (Pounds)			
	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
Total Competitive Mail	2,557	1,719	838	48.7	401	207	194	93.9	347	402	(55)	(13.6)

COMPETITIVE PRODUCTS
PRELIMINARY 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				PIECES				WEIGHT (Pounds)			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		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
Total Competitive Revenue	2,557	1,719	838	48.7	401	207	194	93.9	347	402	(55)	(13.6)

