

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	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	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 Mail	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)

**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	FY 2018 over FY 2017 Amount	FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent	FY 2018	FY 2017	FY 2018 over FY 2017 Amount	FY 2017 Percent
U.S. Postal Service Mail	-	-	-	-	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
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	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	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
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	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	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.