

**MARKET DOMINANT PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2017 (Jul. 1, 2017-Sep. 30, 2017) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016**  
**(Data in Thousands)**

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent
<b>First-Class Mail:</b>												
Single-Piece Letters	1,979,428	2,046,797	(67,369)	(3.3)	4,017,415	4,179,161	(161,745)	(3.9)	118,351	125,758	(7,408)	(5.9)
Single-Piece Cards	58,368	66,327	(7,960)	(12.0)	166,502	189,920	(23,417)	(12.3)	1,069	1,215	(146)	(12.0)
Total Single-Piece Letters and Cards	2,037,795	2,113,124	(75,329)	(3.6)	4,183,917	4,369,081	(185,163)	(4.2)	119,419	126,973	(7,554)	(5.9)
Presort Letters	3,305,633	3,468,244	(162,611)	(4.7)	8,713,993	9,041,230	(327,237)	(3.6)	480,718	502,142	(21,423)	(4.3)
Presort Cards	129,029	139,455	(10,426)	(7.5)	501,200	544,272	(43,073)	(7.9)	4,092	4,445	(353)	(7.9)
Total Presort Letters and Cards	3,434,662	3,607,699	(173,038)	(4.8)	9,215,192	9,585,502	(370,309)	(3.9)	484,811	506,587	(21,776)	(4.3)
Flats	462,252	491,981	(29,729)	(6.0)	334,891	361,995	(27,105)	(7.5)	66,828	72,170	(5,341)	(7.4)
Parcels 3/	99,857	183,143	(83,286)	(45.5)	34,743	66,119	(31,376)	(47.5)	10,932	20,276	(9,344)	(46.1)
Domestic Negotiated Serv. Agreement Mail	0	0	0	-	0	0	0	-	0	0	0	-
Outbound First-Class Mail International	47,115	50,990	(3,876)	(7.6)	30,229	33,960	(3,731)	(11.0)	1,741	1,882	(141)	(7.5)
Inbound Intl. Letter-Post Single-Piece & NSA Mail	180,061	150,455	29,606	19.7	143,789	153,312	(9,524)	(6.2)	56,820	51,024	5,796	11.4
First-Class Mail Fees	31,364	29,445	1,919	6.5	-	-	-	-	-	-	-	-
First-Class Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total First-Class Mail	6,293,106	6,626,838	(333,732)	(5.0)	13,942,762	14,569,969	(627,207)	(4.3)	740,551	778,912	(38,361)	(4.9)
<b>USPS Marketing Mail / Standard Mail:</b>												
High Density and Saturation Letters	259,444	269,455	(10,012)	(3.7)	1,671,438	1,787,897	(116,459)	(6.5)	57,642	58,578	(935)	(1.6)
High Density and Saturation Flats & Parcels	478,743	500,410	(21,667)	(4.3)	2,721,471	2,798,589	(77,117)	(2.8)	526,444	532,480	(6,037)	(1.1)
Carrier Route	455,974	419,222	36,752	8.8	1,729,042	1,593,351	135,692	8.5	387,891	352,488	35,403	10.0
Letters	2,338,259	2,481,496	(143,237)	(5.8)	11,357,146	12,258,153	(901,007)	(7.4)	565,474	607,293	(41,820)	(6.9)
Flats	423,073	579,198	(156,125)	(27.0)	1,042,525	1,569,375	(526,850)	(33.6)	279,503	407,025	(127,522)	(31.3)
Parcels	9,510	11,254	(1,743)	(15.5)	8,164	9,226	(1,061)	(11.5)	2,922	3,514	(592)	(16.8)
Every Door Direct Mail Retail	30,036	33,333	(3,297)	(9.9)	169,695	189,391	(19,695)	(10.4)	21,524	24,022	(2,498)	(10.4)
Domestic Negotiated Serv. Agreement Mail	11,040	8,949	2,091	23.4	46,524	35,012	11,512	32.9	9,970	7,422	2,548	34.3
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	-	0	0	0	-	0	0	0	-
USPS Marketing Mail / Standard Mail Fees	9,253	8,929	324	3.6	-	-	-	-	-	-	-	-
USPS Marketing Mail / Standard Mail Dom. NSA Fee:	-	-	-	-	-	-	-	-	-	-	-	-
Total USPS Marketing Mail / Standard Mail	4,015,332	4,312,246	(296,914)	(6.9)	18,746,005	20,240,993	(1,494,987)	(7.4)	1,851,369	1,992,822	(141,453)	(7.1)
<b>Periodicals Mail:</b>												
In-County	13,920	13,919	1	0.0	128,989	126,174	2,815	2.2	33,858	34,487	(629)	(1.8)
Outside County	309,114	338,369	(29,254)	(8.6)	1,123,633	1,201,513	(77,880)	(6.5)	426,959	464,682	(37,722)	(8.1)
Periodicals Mail Fees	3,031	2,344	687	29.3	-	-	-	-	-	-	-	-
Total Periodicals Mail	326,065	354,631	(28,566)	(8.1)	1,252,622	1,327,687	(75,065)	(5.7)	460,818	499,169	(38,351)	(7.7)
<b>Package Services Mail:</b>												
Alaska Bypass	8,862	8,562	300	3.5	342	334	8	2.4	23,055	22,509	547	2.4
Inbound Intl. Surface Parcel Post (at UPU Rates)	-	-	-	-	-	-	-	-	-	-	-	-
Inbound Intl. Negotiated Service Agreement Mail	0	0	-	-	0	0	-	-	0	0	-	-
Bound Printed Matter Flats	51,001	49,494	1,506	3.0	67,758	64,605	3,153	4.9	109,109	103,939	5,170	5.0
Bound Printed Matter Parcels	74,401	78,484	(4,083)	(5.2)	68,204	70,428	(2,224)	(3.2)	150,081	161,526	(11,445)	(7.1)
Media and Library Mail	69,387	67,754	1,633	2.4	19,566	19,182	384	2.0	48,707	48,568	139	0.3
Package Services Mail Fees	842	490	352	71.8	-	-	-	-	-	-	-	-
Total Package Services Mail	204,493	204,784	(291)	(0.1)	155,870	154,549	1,321	0.9	330,952	336,541	(5,589)	(1.7)



**COMPETITIVE PRODUCTS**  
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**FISCAL YEAR 2017 (Jul. 1, 2017-Sep. 30, 2017) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016**  
**(Data in Thousands)**

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent
Priority Mail Express:												
Total Priority Mail Express Mail	178,374	200,004	(21,630)	(10.8)	6,947	7,971	(1,025)	(12.9)	7,408	8,636	(1,228)	(14.2)
First-Class Package Service:												
Total First Class Package Service 3/	728,537	525,011	203,527	38.8	246,682	188,841	57,841	30.6	100,163	77,152	23,011	29.8
USPS Retail Ground Mail:												
Total USPS Retail Ground	68,744	89,907	(21,163)	(23.5)	3,348	4,931	(1,583)	(32.1)	23,948	32,635	(8,687)	(26.6)
Priority Mail:												
Total Priority Mail	1,963,214	1,826,978	136,236	7.5	240,476	230,375	10,101	4.4	589,888	568,192	21,696	3.8
Parcel Select Mail:												
Total Parcel Select Mail	1,388,021	1,176,143	211,878	18.0	675,717	589,421	86,296	14.6	1,578,839	1,272,974	305,865	24.0
Parcel Return Service Mail:												
Total Parcel Return Service Mail	44,425	40,835	3,591	8.8	17,104	15,424	1,680	10.9	44,607	45,294	(687)	(1.5)
International Mail:												
Outbound Priority Mail International	98,544	107,711	(9,168)	(8.5)	1,737	1,837	(100)	(5.5)	11,457	12,565	(1,108)	(8.8)
Outbound International Expedited Services	60,772	38,696	22,076	57.0	777	566	211	37.3	5,049	3,452	1,597	46.3
Other Outbound International Mail	197,669	192,021	5,648	2.9	41,625	45,581	(3,956)	(8.7)	20,954	19,947	1,007	5.0
Inbound International	60,315	55,159	5,156	9.3	3,786	3,897	(112)	(2.9)	27,316	25,061	2,255	9.0
International Mail Fees	2	11	(9)	(81.4)	-	-	-	-	-	-	-	-
Total International Mail	417,302	393,599	23,704	6.0	47,924	51,881	(3,957)	(7.6)	64,776	61,025	3,750	6.1
Total Competitive Mail	4,788,617	4,252,475	536,142	12.6	1,238,198	1,088,844	149,354	13.7	2,409,628	2,065,908	343,720	16.6



**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2017 (Jul. 1, 2017-Sep. 30, 2017) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016**  
**(Data in Thousands)**

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent
Total Market Dominant and Competitive												
Total All Mail	15,627,613	15,750,974	(123,361)	(0.8)	35,412,854	37,467,331	(2,054,477)	(5.5)	5,826,861	5,703,217	123,644	2.2
Total All Services	650,684	660,579	(9,895)	(1.5)	1,339,416	1,223,886	115,530	9.4				
Total All Mail and Services	16,278,297	16,411,553	(133,256)	(0.8)								
Total All Other Revenue	234,174	251,742	(17,568)	(7.0)								
Total All Revenue	16,512,471	16,663,296	(150,824)	(0.9)								

RPW SUMMARY REPORT FOOTNOTES: MARKET DOMINANT PRODUCTS SECTION

1/ Not included elsewhere in this report.

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

4/ Includes an accounting adjustment for Money Order escheatment revenue of -\$12.1 million.

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/ 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 2017 (Oct. 1, 2016-Sep. 30, 2017) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016**  
**(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 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent
<b>First-Class Mail:</b>												
Single-Piece Letters	8,728,693	9,467,308	(738,616)	(7.8)	17,832,264	18,927,713	(1,095,450)	(5.8)	533,992	577,636	(43,644)	(7.6)
Single-Piece Cards	234,091	282,545	(48,454)	(17.1)	670,952	796,372	(125,421)	(15.7)	4,299	5,085	(786)	(15.5)
Total Single-Piece Letters and Cards	8,962,784	9,749,853	(787,069)	(8.1)	18,503,215	19,724,086	(1,220,870)	(6.2)	538,290	582,721	(44,430)	(7.6)
Presort Letters	14,002,184	14,839,781	(837,597)	(5.6)	36,670,181	37,745,771	(1,075,590)	(2.8)	2,019,372	2,141,254	(121,882)	(5.7)
Presort Cards	547,549	576,737	(29,187)	(5.1)	2,125,273	2,197,374	(72,101)	(3.3)	17,358	17,947	(589)	(3.3)
Total Presort Letters and Cards	14,549,733	15,416,517	(866,784)	(5.6)	38,795,454	39,943,145	(1,147,691)	(2.9)	2,036,730	2,159,201	(122,471)	(5.7)
Flats	1,987,133	2,204,626	(217,492)	(9.9)	1,448,266	1,571,840	(123,574)	(7.9)	288,247	316,299	(28,052)	(8.9)
Parcels 2/	546,640	711,987	(165,347)	(23.2)	190,931	254,293	(63,363)	(24.9)	59,928	76,634	(16,706)	(21.8)
Domestic Negotiated Serv. Agreement Mail	0	0	-	-	0	0	-	-	0	0	-	-
Outbound First-Class Mail International	231,102	262,497	(31,395)	(12.0)	152,094	172,309	(20,215)	(11.7)	8,540	9,322	(782)	(8.4)
Inbound Intl. Letter-Post Single-Piece & NSA Mail	706,482	590,606	115,876	19.6	643,499	605,259	38,239	6.3	235,496	204,861	30,635	15.0
First-Class Mail Fees	137,668	136,885	782	0.6	-	-	-	-	-	-	-	-
First-Class Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total First-Class Mail	27,121,541	29,072,971	(1,951,430)	(6.7)	59,733,459	62,270,932	(2,537,474)	(4.1)	3,167,232	3,349,038	(181,806)	(5.4)
<b>USPS Marketing Mail / Standard Mail:</b>												
High Density and Saturation Letters	1,089,166	1,075,265	13,900	1.3	7,093,856	6,991,880	101,977	1.5	241,205	256,572	(15,367)	(6.0)
High Density and Saturation Flats & Parcels	1,978,988	2,003,948	(24,960)	(1.2)	11,231,484	11,047,265	184,219	1.7	2,092,052	2,047,153	44,899	2.2
Carrier Route	1,858,951	1,792,838	66,113	3.7	7,133,004	6,642,325	490,679	7.4	1,529,335	1,462,876	66,459	4.5
Letters	9,574,162	10,134,361	(560,199)	(5.5)	46,973,209	48,858,797	(1,885,588)	(3.9)	2,338,927	2,451,814	(112,887)	(4.6)
Flats	1,900,058	2,367,719	(467,661)	(19.8)	4,944,063	6,306,794	(1,362,731)	(21.6)	1,237,673	1,592,546	(354,872)	(22.3)
Parcels	45,678	53,126	(7,448)	(14.0)	40,582	44,766	(4,185)	(9.3)	14,289	17,163	(2,874)	(16.7)
Every Door Direct Mail Retail	133,955	145,650	(11,695)	(8.0)	758,160	810,238	(52,078)	(6.4)	96,165	102,770	(6,606)	(6.4)
Domestic Negotiated Serv. Agreement Mail	47,050	54,136	(7,085)	(13.1)	195,484	227,868	(32,384)	(14.2)	41,762	46,828	(5,066)	(10.8)
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	-	-	0	0	-	-	0	0	-	-
USPS Marketing Mail / Standard Mail Fees	43,811	48,043	(4,233)	(8.8)	-	-	-	-	-	-	-	-
USPS Marketing Mail / Standard Mail Dom. NSA Fee	-	-	-	-	-	-	-	-	-	-	-	-
Total USPS Marketing Mail / Standard Mail	16,671,819	17,675,087	(1,003,268)	(5.7)	78,369,843	80,929,933	(2,560,090)	(3.2)	7,591,408	7,977,723	(386,314)	(4.8)
<b>Periodicals Mail:</b>												
In-County	56,866	60,977	(4,111)	(6.7)	516,432	534,172	(17,740)	(3.3)	141,189	149,903	(8,714)	(5.8)
Outside County	1,306,063	1,437,838	(131,775)	(9.2)	4,784,313	5,052,010	(267,697)	(5.3)	1,780,783	1,907,762	(126,979)	(6.7)
Periodicals Mail Fees	11,809	7,899	3,910	49.5	-	-	-	-	-	-	-	-
Total Periodicals Mail	1,374,739	1,506,714	(131,975)	(8.8)	5,300,745	5,586,182	(285,437)	(5.1)	1,921,972	2,057,665	(135,693)	(6.6)
<b>Package Services Mail:</b>												
Alaska Bypass	33,694	33,523	172	0.5	1,306	1,282	24	1.8	87,974	86,407	1,566	1.8
Inbound Intl. Surface Parcel Post (at UPU Rates)	-	-	-	-	-	-	-	-	-	-	-	-
Inbound Intl. Negotiated Service Agreement Mail	0	0	-	-	0	0	-	-	0	0	-	-
Bound Printed Matter Flats	200,292	208,585	(8,293)	(4.0)	264,493	264,935	(443)	(0.2)	429,995	424,949	5,046	1.2
Bound Printed Matter Parcels	297,160	288,674	8,487	2.9	277,594	249,957	27,637	11.1	614,646	571,731	42,915	7.5
Media and Library Mail	266,766	266,708	58	0.0	76,497	75,095	1,402	1.9	181,646	180,229	1,417	0.8
Package Services Mail Fees	3,219	2,225	994	44.7	-	-	-	-	-	-	-	-
Total Package Services Mail	801,131	799,715	1,417	0.2	619,888	591,269	28,619	4.8	1,314,260	1,263,316	50,944	4.0



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Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent
Priority Mail Express:												
Total Priority Mail Express Mail	765,969	809,399	(43,430)	(5.4)	29,763	33,042	(3,280)	(9.9)	33,779	36,815	(3,035)	(8.2)
First-Class Package Service:												
Total First Class Package Service 2/	2,786,807	2,070,403	716,404	34.6	959,629	773,376	186,253	24.1	392,825	293,927	98,898	33.6
USPS Retail Ground Mail:												
Total USPS Retail Ground	349,585	415,066	(65,481)	(15.8)	18,575	24,102	(5,527)	(22.9)	115,914	144,764	(28,850)	(19.9)
Priority Mail:												
Total Priority Mail	8,340,269	7,790,418	549,851	7.1	1,022,959	1,005,033	17,926	1.8	2,498,841	2,436,633	62,208	2.6
Parcel Select Mail:												
Total Parcel Select Mail	5,661,659	4,608,512	1,053,147	22.9	2,796,085	2,369,394	426,691	18.0	6,333,041	4,997,204	1,335,836	26.7
Parcel Return Service Mail:												
Total Parcel Return Service Mail	182,905	168,111	14,794	8.8	69,154	64,001	5,153	8.1	194,533	187,560	6,973	3.7
International Mail:												
Outbound Priority Mail International	441,487	537,373	(95,886)	(17.8)	7,696	9,590	(1,895)	(19.8)	51,403	64,734	(13,331)	(20.6)
Outbound International Expedited Services	219,917	171,829	48,088	28.0	2,903	2,549	354	13.9	18,766	14,679	4,087	27.8
Other Outbound International Mail	844,809	830,694	14,115	1.7	181,457	199,165	(17,708)	(8.9)	88,319	82,396	5,923	7.2
Inbound International	236,986	230,564	6,421	2.8	15,348	16,099	(751)	(4.7)	109,581	107,553	2,028	1.9
International Mail Fees	7	81	(74)	(91.4)	-	-	-	-	-	-	-	-
Total International Mail	1,743,206	1,770,542	(27,336)	(1.5)	207,404	227,404	(20,000)	(8.8)	268,069	269,363	(1,293)	(0.5)
Total Competitive Mail	19,830,400	17,632,451	2,197,949	12.5	5,103,569	4,496,352	607,216	13.5	9,837,002	8,366,265	1,470,737	17.6



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**(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 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent
Ancillary Services:												
Other Domestic Ancillary Services	8,740	6,234	2,506	40.2	1,412	1,029	383	37.2				
International Ancillary Services	5,562	8,037	(2,475)	(30.8)	5,192	3,656	1,537	42.0				
Total Ancillary Services	14,302	14,272	30	0.2	6,604	4,685	1,919	41.0				
Special Services:												
Premium Forwarding Service	24,303	25,111	(809)	(3.2)	1,291	1,358	(67)	(4.9)				
Intl. Money Orders & Money Transfer Service	991	886	105	11.8	115	130	(15)	(11.6)				
Other Domestic Special Services 3/	819,920	801,747	18,173	2.3	83,748	85,127	(1,379)	(1.6)				
Other International Special Services	-	-	-	-	-	-	-	-				
Total Special Services	845,214	827,744	17,470	2.1	85,154	86,614	(1,460)	(1.7)				
Total Competitive Services	859,516	842,016	17,500	2.1	91,758	91,299	459	0.5				
Total Competitive Mail and Services	20,689,916	18,474,467	2,215,449	12.0								
Other Competitive Revenue	133,710	110,979	22,732	20.5								
Total Competitive Revenue	20,823,626	18,585,445	2,238,181	12.0								

**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2017 (Oct. 1, 2016-Sep. 30, 2017) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016**  
**(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 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	65,799,631	66,686,938	(887,307)	(1.3)	149,490,633	154,341,882	(4,851,249)	(3.1)	23,956,052	23,150,175	805,877	3.5
Total All Services	2,651,328	2,677,625	(26,298)	(1.0)	5,558,164	4,940,553	617,610	12.5				
Total All Mail and Services	68,450,958	69,364,563	(913,605)	(1.3)								
Total All Other Revenue	1,243,644	1,217,362	26,282	2.2								
Total Deferred Revenue Change In Estimate 5/	0	948,500	(948,500)	(100.0)								
Total All Revenue	69,694,602	71,530,425	(1,835,823)	(2.6)								

RPW SUMMARY REPORT FOOTNOTES: MARKET DOMINANT PRODUCTS SECTION

1/ Not included elsewhere in this report.

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

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.

4/ Includes an accounting adjustment for Money Order escheatment revenue of -\$12.1 million.

5/ The SPLY amount represents the reduction in Forever Stamp deferred liability for prior years due to a change in accounting estimate. See form 10-Q filed August 9, 2016.

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.

7/ This amount includes the revenue recognized in FY16 due to a change in accounting estimation for Forever Stamps. See form 10-Q filed August 9, 2016.

RPW SUMMARY REPORT FOOTNOTES: COMPETITIVE PRODUCTS SECTION

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

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.

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.