

MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 1
FISCAL YEAR 2017 (Oct. 1, 2016-Dec. 31, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 1		Change		Quarter 1		Change		Quarter 1		Change	
	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent
First-Class Mail:												
Single-Piece Letters	2,576,354	2,820,019	(243,665)	(8.6)	5,293,986	5,577,178	(283,192)	(5.1)	161,663	174,124	(12,461)	(7.2)
Single-Piece Cards	64,337	78,339	(14,002)	(17.9)	185,489	217,520	(32,031)	(14.7)	1,186	1,387	(201)	(14.5)
Total Single-Piece Letters and Cards	2,640,691	2,898,358	(257,667)	(8.9)	5,479,475	5,794,698	(315,223)	(5.4)	162,849	175,511	(12,662)	(7.2)
Presort Letters	3,622,359	3,860,190	(237,831)	(6.2)	9,427,239	9,635,142	(207,904)	(2.2)	520,232	553,215	(32,983)	(6.0)
Presort Cards	146,589	153,194	(6,604)	(4.3)	571,448	572,505	(1,057)	(0.2)	4,668	4,676	(8)	(0.2)
Total Presort Letters and Cards	3,768,948	4,013,384	(244,436)	(6.1)	9,998,687	10,207,648	(208,961)	(2.0)	524,900	557,891	(32,991)	(5.9)
Flats	543,437	606,547	(63,110)	(10.4)	401,997	424,142	(22,145)	(5.2)	80,624	86,547	(5,923)	(6.8)
Parcels	198,653	154,302	44,351	28.7	70,176	53,534	16,642	31.1	22,784	16,709	6,076	36.4
Domestic Negotiated Serv. Agreement Mail	0	0	0	-	0	0	0	-	0	0	0	-
Outbound First-Class Mail International	73,421	89,697	(16,276)	(18.1)	50,455	61,161	(10,707)	(17.5)	2,700	3,053	(353)	(11.6)
Inbound Intl. Letter-Post Single-Piece & NSA Mail	185,263	157,957	27,306	17.3	175,342	171,157	4,185	2.4	66,007	56,661	9,345	16.5
First-Class Mail Fees	34,813	37,522	(2,709)	(7.2)	-	-	-	-	-	-	-	-
First-Class Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total First-Class Mail	7,445,225	7,957,766	(512,541)	(6.4)	16,176,131	16,712,339	(536,208)	(3.2)	859,865	896,372	(36,507)	(4.1)
Standard Mail:												
High Density and Saturation Letters	286,825	276,136	10,688	3.9	1,918,192	1,766,188	152,004	8.6	63,120	71,384	(8,264)	(11.6)
High Density and Saturation Flats & Parcels	557,904	541,863	16,041	3.0	3,114,497	2,926,931	187,566	6.4	560,245	538,041	22,204	4.1
Carrier Route	544,781	569,542	(24,761)	(4.3)	2,135,444	2,086,980	48,464	2.3	425,486	465,263	(39,777)	(8.5)
Letters	2,594,073	2,758,122	(164,048)	(5.9)	13,079,744	13,128,118	(48,374)	(0.4)	655,882	671,089	(15,207)	(2.3)
Flats	650,225	699,700	(49,475)	(7.1)	1,857,583	1,872,268	(14,686)	(0.8)	435,142	470,595	(35,453)	(7.5)
Parcels	13,658	14,535	(877)	(6.0)	12,733	12,142	591	4.9	4,208	4,470	(263)	(5.9)
Every Door Direct Mail Retail	34,276	37,304	(3,028)	(8.1)	194,749	203,847	(9,098)	(4.5)	24,702	25,856	(1,154)	(4.5)
Domestic Negotiated Serv. Agreement Mail	12,923	21,069	(8,146)	(38.7)	54,983	90,720	(35,737)	(39.4)	11,666	18,250	(6,584)	(36.1)
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	-	0	0	0	-	0	0	0	-
Standard Mail Fees	12,185	13,583	(1,398)	(10.3)	-	-	-	-	-	-	-	-
Standard Mail Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total Standard Mail	4,706,849	4,931,854	(225,005)	(4.6)	22,367,925	22,087,194	280,731	1.3	2,180,450	2,264,949	(84,499)	(3.7)
Periodicals Mail:												
In-County	14,480	17,057	(2,578)	(15.1)	125,432	141,575	(16,143)	(11.4)	37,900	42,965	(5,065)	(11.8)
Outside County	343,693	389,674	(45,981)	(11.8)	1,244,408	1,323,956	(79,547)	(6.0)	477,539	519,084	(41,545)	(8.0)
Periodicals Mail Fees	2,525	2,028	497	24.5	-	-	-	-	-	-	-	-
Total Periodicals Mail	360,698	408,760	(48,062)	(11.8)	1,369,840	1,465,530	(95,690)	(6.5)	515,439	562,050	(46,610)	(8.3)
Package Services Mail:												
Alaska Bypass	8,207	8,641	(434)	(5.0)	321	324	(3)	(0.9)	21,611	21,814	(203)	(0.9)
Inbound Intl. Surface Parcel Post (at UPU Rates)	-	-	-	-	-	-	-	-	-	-	-	-
Inbound Intl. Negotiated Service Agreement Mail	0	0	-	-	0	0	-	-	0	0	-	-
Bound Printed Matter Flats	56,856	67,774	(10,918)	(16.1)	77,265	87,455	(10,191)	(11.7)	121,942	139,174	(17,233)	(12.4)
Bound Printed Matter Parcels	85,993	79,922	6,071	7.6	81,417	66,810	14,607	21.9	185,931	154,657	31,273	20.2
Media and Library Mail	64,578	70,030	(5,452)	(7.8)	18,569	19,446	(877)	(4.5)	44,494	45,553	(1,059)	(2.3)
Package Services Mail Fees	721	746	(24)	(3.2)	-	-	-	-	-	-	-	-
Total Package Services Mail	216,356	227,112	(10,756)	(4.7)	177,572	174,036	3,536	2.0	373,977	361,198	12,779	3.5

COMPETITIVE PRODUCTS
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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 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	208,263	201,599	6,664	3.3	7,952	8,865	(913)	(10.3)	10,364	10,245	119	1.2
First-Class Package Service:												
Total First Class Package Service	659,534	537,019	122,516	22.8	233,362	216,772	16,590	7.7	97,579	78,091	19,488	25.0
Retail Ground Mail:												
Total Retail Ground	133,725	140,581	(6,856)	(4.9)	7,624	8,527	(903)	(10.6)	42,687	50,131	(7,444)	(14.8)
Priority Mail:												
Total Priority Mail	2,369,635	2,185,390	184,244	8.4	287,523	290,468	(2,945)	(1.0)	723,979	684,233	39,746	5.8
Parcel Select Mail:												
Total Parcel Select Mail	1,610,865	1,253,401	357,464	28.5	793,514	667,907	125,607	18.8	1,832,415	1,440,088	392,327	27.2
Parcel Return Service Mail:												
Total Parcel Return Service Mail	46,145	40,716	5,429	13.3	17,158	15,547	1,611	10.4	52,724	47,638	5,086	10.7
International Mail:												
Outbound Priority Mail International	139,909	174,702	(34,794)	(19.9)	2,389	3,278	(889)	(27.1)	16,378	22,401	(6,023)	(26.9)
Outbound International Expedited Services	51,250	55,652	(4,402)	(7.9)	738	850	(113)	(13.3)	4,767	4,888	(121)	(2.5)
Other Outbound International Mail	243,180	235,875	7,306	3.1	49,817	56,650	(6,833)	(12.1)	24,731	23,124	1,607	6.9
Inbound International	64,738	65,769	(1,031)	(1.6)	5,809	4,703	1,107	23.5	30,959	31,807	(848)	(2.7)
International Mail Fees	1	9	(7)	(82.7)	-	-	-	-	-	-	-	-
Total International Mail	499,079	532,007	(32,928)	(6.2)	58,754	65,481	(6,728)	(10.3)	76,835	82,220	(5,385)	(6.5)
Total Competitive Mail	5,527,247	4,890,713	636,534	13.0	1,405,887	1,273,567	132,319	10.4	2,836,585	2,392,646	443,938	18.6

**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
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	Quarter 1		Change		Quarter 1		Change		Quarter 1		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	18,256,376	18,416,205	(159,830)	(0.9)	41,601,506	41,903,997	(302,491)	(0.7)	6,799,135	6,517,411	281,724	4.3
Total All Services	674,334	677,915	(3,581)	(0.5)	1,568,133	1,358,269	209,864	15.5				
Total All Mail and Services	18,930,710	19,094,120	(163,411)	(0.9)								
Total All Other Revenue	279,156	271,007	8,149	3.0								
Total All Revenue	19,209,866	19,365,127	(155,261)	(0.8)								

RPW SUMMARY REPORT FOOTNOTES: MARKET DOMINANT PRODUCTS SECTION

1/ Not included elsewhere in this report.

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

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