

MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2016 (Apr. 1, 2016-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent
First-Class Mail:												
Single-Piece Letters	2,186,244	2,386,497	(200,254)	(8.4)	4,392,093	4,732,901	(340,807)	(7.2)	134,308	143,882	(9,574)	(6.7)
Single-Piece Cards	66,026	71,331	(5,306)	(7.4)	187,920	201,626	(13,705)	(6.8)	1,200	1,287	(87)	(6.8)
Total Single-Piece Letters and Cards	2,252,270	2,457,829	(205,559)	(8.4)	4,580,013	4,934,526	(354,513)	(7.2)	135,508	145,169	(9,661)	(6.7)
Presort Letters	3,485,013	3,588,472	(103,460)	(2.9)	9,054,232	9,156,940	(102,707)	(1.1)	506,404	529,680	(23,276)	(4.4)
Presort Cards	135,868	144,512	(8,645)	(6.0)	521,559	544,716	(23,157)	(4.3)	4,259	4,448	(188)	(4.2)
Total Presort Letters and Cards	3,620,880	3,732,985	(112,104)	(3.0)	9,575,791	9,701,655	(125,864)	(1.3)	510,664	534,127	(23,464)	(4.4)
Flats	519,617	566,082	(46,466)	(8.2)	376,956	398,726	(21,770)	(5.5)	74,139	80,519	(6,380)	(7.9)
Parcels	204,084	131,032	73,051	55.8	74,183	47,525	26,658	56.1	22,590	14,554	8,035	55.2
Domestic Negotiated Serv. Agreement Mail	0	0	0	-	0	0	0	-	0	0	0	-
Outbound First-Class Mail International	54,504	63,553	(9,049)	(14.2)	35,045	41,478	(6,434)	(15.5)	2,028	2,348	(320)	(13.6)
Inbound Intl. Letter-Post Single-Piece & NSA Mail Fees	136,844	94,966	41,878	44.1	137,403	112,361	25,041	22.3	46,724	35,576	11,148	31.3
First-Class Mail Fees	31,394	33,681	(2,287)	(6.8)	-	-	-	-	-	-	-	-
First-Class Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total First-Class Mail	6,819,593	7,080,129	(260,536)	(3.7)	14,779,392	15,236,272	(456,880)	(3.0)	791,652	812,294	(20,642)	(2.5)
Standard Mail:												
High Density and Saturation Letters	265,122	252,032	13,091	5.2	1,714,132	1,601,069	113,063	7.1	57,024	64,850	(7,826)	(12.1)
High Density and Saturation Flats & Parcels	495,224	500,844	(5,620)	(1.1)	2,729,055	2,719,539	9,516	0.3	509,758	489,836	19,922	4.1
Carrier Route	377,076	479,417	(102,341)	(21.3)	1,404,914	1,736,958	(332,044)	(19.1)	297,697	376,125	(78,428)	(20.9)
Letters	2,434,462	2,453,273	(18,811)	(0.8)	11,635,360	11,341,401	293,959	2.6	578,451	560,278	18,172	3.2
Flats	519,911	472,243	47,667	10.1	1,366,369	1,125,652	240,717	21.4	334,467	286,430	48,037	16.8
Parcels	14,479	16,893	(2,413)	(14.3)	12,164	15,070	(2,905)	(19.3)	4,647	5,785	(1,138)	(19.7)
Every Door Direct Mail Retail	36,997	38,704	(1,707)	(4.4)	209,260	214,624	(5,364)	(2.5)	26,542	27,223	(680)	(2.5)
Domestic Negotiated Serv. Agreement Mail	13,779	12,555	1,223	9.7	56,094	50,669	5,425	10.7	11,692	10,150	1,542	15.2
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	-	0	0	0	-	0	0	0	-
Standard Mail Fees	8,820	10,044	(1,224)	(12.2)	-	-	-	-	-	-	-	-
Standard Mail Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total Standard Mail	4,165,871	4,236,004	(70,134)	(1.7)	19,127,349	18,804,982	322,367	1.7	1,820,278	1,820,677	(400)	(0.0)
Periodicals Mail:												
In-County	15,496	16,740	(1,244)	(7.4)	138,563	145,949	(7,385)	(5.1)	38,922	41,598	(2,676)	(6.4)
Outside County	352,503	380,121	(27,618)	(7.3)	1,288,692	1,338,322	(49,631)	(3.7)	474,044	492,919	(18,875)	(3.8)
Periodicals Mail Fees	1,740	1,844	(103)	(5.6)	-	-	-	-	-	-	-	-
Total Periodicals Mail	369,740	398,705	(28,965)	(7.3)	1,427,255	1,484,271	(57,016)	(3.8)	512,966	534,517	(21,551)	(4.0)
Package Services Mail:												
Alaska Bypass	7,845	8,233	(388)	(4.7)	307	313	(6)	(2.1)	20,668	21,128	(459)	(2.2)
Inbound Intl. Surface Parcel Post (at UPU Rates)	-	-	-	-	-	-	-	-	-	-	-	-
Inbound Intl. Negotiated Service Agreement Mail	0	0	0	-	0	0	0	-	0	0	0	-
Bound Printed Matter Flats	43,485	45,715	(2,229)	(4.9)	56,215	56,267	(52)	(0.1)	89,532	91,510	(1,978)	(2.2)
Bound Printed Matter Parcels	55,544	56,916	(1,372)	(2.4)	50,772	47,095	3,677	7.8	106,594	111,722	(5,129)	(4.6)
Media and Library Mail	61,638	62,104	(466)	(0.8)	17,630	16,769	861	5.1	42,597	42,752	(155)	(0.4)
Package Services Mail Fees	420	681	(261)	(38.4)	-	-	-	-	-	-	-	-
Total Package Services Mail	168,932	173,649	(4,717)	(2.7)	124,923	120,444	4,479	3.7	259,391	267,112	(7,721)	(2.9)

MARKET DOMINANT PRODUCTS
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FISCAL YEAR 2016 (Apr. 1, 2016-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent
U.S. Postal Service Mail	-	-	-	-	100,934	80,499	20,435	25.4	26,932	26,981	(49)	(0.2)
Free Mail	-	-	-	-	11,521	10,517	1,004	9.5	4,628	4,289	339	7.9
Total Market Dominant Mail	11,524,135	11,888,487	(364,352)	(3.1)	35,571,373	35,736,984	(165,611)	(0.5)	3,415,847	3,465,871	(50,024)	(1.4)
Ancillary Services:												
Certified Mail	167,447	176,663	(9,216)	(5.2)	50,066	52,724	(2,658)	(5.0)				
Collect on Delivery	444	833	(389)	(46.7)	44	86	(42)	(48.8)				
Delivery Confirmation	126	11,286	(11,161)	(98.9)	1,017,346	837,147	180,199	21.5				
Insurance	17,328	20,258	(2,930)	(14.5)	3,404	4,051	(648)	(16.0)				
Registered Mail	7,733	9,740	(2,006)	(20.6)	500	631	(131)	(20.8)				
Return Receipts	89,174	98,618	(9,443)	(9.6)	38,458	41,837	(3,379)	(8.1)				
Stamped Envelopes and Cards	2,515	2,731	(216)	(7.9)	-	-	-	-				
Other Domestic Ancillary Services	19,118	21,353	(2,234)	(10.5)	7,263	7,999	(736)	(9.2)				
International Ancillary Services	11,119	10,932	186	1.7	7,343	7,617	(274)	(3.6)				
Total Ancillary Services	315,003	352,413	(37,410)	(10.6)	1,124,423	952,093	172,330	18.1				
Special Services:												
Money Orders	37,470	41,463	(3,993)	(9.6)	23,274	23,509	(236)	(1.0)				
Post Office Box Service	70,875	73,190	(2,316)	(3.2)	5,941	6,058	(117)	(1.9)				
Other Domestic Special Services	24,580	26,075	(1,495)	(5.7)	1,580	389	1,191	306.0				
Other International Special Services	0	8	(8)	(100.0)	0	817	(817)	(100.0)				
Total Additional Special Services	132,924	140,736	(7,812)	(5.6)	30,795	30,774	21	0.1				
Total Market Dominant Services	447,927	493,150	(45,222)	(9.2)	1,155,218	982,866	172,351	17.5				
Total Market Dominant Mail and Services	11,972,062	12,381,637	(409,574)	(3.3)								
Other Market Dominant Revenue 7/	380,592	316,644	63,948	20.2								
Deferred Revenue Change in Estimate 8/	948,500	0	-	-								
Total Market Dominant Revenue	13,301,155	12,698,281	602,874	4.7								

Service Transactions
U.S. Postal Service Mail
Quarter 3, FY 2016 1/
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Ancillary Services	4,010
Other Services	184
Total	4,194

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2016 (Apr. 1, 2016-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent
Priority Mail Express:												
Total Priority Mail Express Mail	205,520	201,298	4,222	2.1	8,091	9,398	(1,308)	(13.9)	8,714	9,369	(654)	(7.0)
First-Class Package Service:												
Total First Class Package Service	474,020	419,328	54,692	13.0	172,099	175,863	(3,764)	(2.1)	67,156	61,771	5,385	8.7
Standard Post Mail:												
Total Standard Post	84,316	100,055	(15,739)	(15.7)	4,765	6,605	(1,840)	(27.9)	28,817	40,220	(11,403)	(28.4)
Priority Mail:												
Total Priority Mail	1,868,459	1,655,517	212,942	12.9	242,788	229,352	13,436	5.9	545,899	504,246	41,653	8.3
Parcel Select Mail:												
Total Parcel Select Mail	1,093,713	771,131	322,582	41.8	553,448	443,659	109,790	24.7	1,150,094	820,796	329,297	40.1
Parcel Return Service Mail:												
Total Parcel Return Service Mail	44,086	39,333	4,753	12.1	16,801	15,469	1,331	8.6	46,188	40,910	5,277	12.9
International Mail:												
Outbound Priority Mail International	127,900	139,892	(11,992)	(8.6)	2,254	2,820	(566)	(20.1)	15,115	18,804	(3,689)	(19.6)
Outbound International Expedited Services	37,069	56,243	(19,174)	(34.1)	556	881	(325)	(36.9)	3,228	5,024	(1,796)	(35.7)
Other Outbound International Mail	198,780	201,291	(2,510)	(1.2)	45,700	53,328	(7,628)	(14.3)	18,893	20,470	(1,577)	(7.7)
Inbound International	54,564	52,864	1,700	3.2	3,621	3,619	1	0.0	25,146	23,695	1,451	6.1
International Mail Fees	48	115	(67)	(58.4)	-	-	-	-	-	-	-	-
Total International Mail	418,361	450,405	(32,044)	(7.1)	52,131	60,648	(8,518)	(14.0)	62,383	67,994	(5,611)	(8.3)
Total Competitive Mail	4,188,475	3,637,066	551,409	15.2	1,050,122	940,995	109,127	11.6	1,909,250	1,545,305	363,945	23.6

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2016 (Apr. 1, 2016-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015	Percent	FY 2016	FY 2015	FY 2016 over FY 2015	Percent	FY 2016	FY 2015	FY 2016 over FY 2015	Percent
Total Market Dominant and Competitive												
Total All Mail	15,712,610	15,525,553	187,057	1.2	36,621,495	36,677,979	(56,484)	(0.2)	5,325,097	5,011,176	313,921	6.3
Total All Services	656,838	692,277	(35,439)	(5.1)	1,183,537	1,009,076	174,461	17.3				
Total All Mail and Services	16,369,448	16,217,831	151,617	0.9								
Total All Other Revenue 7/	408,477	343,276	65,201	19.0								
Total Deferred Revenue Change in Estimate 8	948,500	0	-	-								
Total All Revenue	17,726,425	16,561,107	1,165,319	7.0								

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.

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

8/ This 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.

RPW SUMMARY REPORT FOOTNOTES: COMPETITIVE PRODUCTS SECTION

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 3 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent
First-Class Mail:												
Single-Piece Letters	7,319,917	7,646,624	(326,707)	(4.3)	14,555,164	15,215,898	(660,734)	(4.3)	445,216	465,044	(19,828)	(4.3)
Single-Piece Cards	211,224	219,452	(8,227)	(3.7)	591,627	624,867	(33,240)	(5.3)	3,777	3,991	(213)	(5.3)
Total Single-Piece Letters and Cards	7,531,141	7,866,076	(334,935)	(4.3)	15,146,792	15,840,765	(693,974)	(4.4)	448,994	469,035	(20,041)	(4.3)
Presort Letters	11,334,077	11,242,711	91,366	0.8	28,704,541	28,800,369	(95,828)	(0.3)	1,639,112	1,660,490	(21,378)	(1.3)
Presort Cards	442,043	428,718	13,326	3.1	1,653,102	1,627,222	25,879	1.6	13,502	13,286	215	1.6
Total Presort Letters and Cards	11,776,120	11,671,429	104,691	0.9	30,357,643	30,427,592	(69,949)	(0.2)	1,652,614	1,673,777	(21,163)	(1.3)
Flats	1,684,530	1,806,325	(121,795)	(6.7)	1,190,420	1,283,828	(93,408)	(7.3)	239,712	261,320	(21,608)	(8.3)
Parcels	519,527	409,728	109,799	26.8	184,725	152,604	32,121	21.0	55,360	47,189	8,170	17.3
Domestic Negotiated Serv. Agreement Mail	0	0	-	-	0	0	-	-	0	0	-	-
Outbound First-Class Mail International	211,030	214,347	(3,317)	(1.5)	138,154	144,901	(6,747)	(4.7)	7,426	7,879	(453)	(5.8)
Inbound Intl. Letter-Post Single-Piece & NSA Mail Fees	440,151	321,598	118,553	36.9	451,947	357,005	94,942	26.6	153,837	115,690	38,147	33.0
First-Class Mail Fees	107,373	114,615	(7,242)	(6.3)	-	-	-	-	-	-	-	-
First-Class Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total First-Class Mail	22,269,872	22,404,118	(134,245)	(0.6)	47,469,680	48,206,694	(737,014)	(1.5)	2,557,942	2,574,890	(16,948)	(0.7)
Standard Mail:												
High Density and Saturation Letters	820,725	751,676	69,048	9.2	5,203,983	4,844,225	359,758	7.4	197,995	196,715	1,279	0.7
High Density and Saturation Flats & Parcels	1,525,239	1,563,070	(37,831)	(2.4)	8,248,670	8,556,215	(307,545)	(3.6)	1,514,672	1,515,494	(822)	(0.1)
Carrier Route	1,400,338	1,841,211	(440,873)	(23.9)	5,048,980	6,736,134	(1,687,153)	(25.0)	1,110,389	1,439,006	(328,617)	(22.8)
Letters	7,810,602	7,694,434	116,168	1.5	36,600,644	36,063,546	537,098	1.5	1,844,521	1,812,600	31,921	1.8
Flats	1,837,906	1,531,732	306,174	20.0	4,737,419	3,640,492	1,096,927	30.1	1,185,520	925,580	259,940	28.1
Parcels	44,179	53,308	(9,128)	(17.1)	35,541	48,089	(12,548)	(26.1)	13,650	18,152	(4,502)	(24.8)
Every Door Direct Mail Retail	112,318	113,120	(802)	(0.7)	620,847	639,856	(19,009)	(3.0)	78,748	81,159	(2,411)	(3.0)
Domestic Negotiated Serv. Agreement Mail	45,187	41,672	3,514	8.4	192,856	180,151	12,705	7.1	39,406	35,247	4,159	11.8
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	-	-	0	0	-	-	0	0	-	-
Standard Mail Fees	38,869	39,856	(987)	(2.5)	-	-	-	-	-	-	-	-
Standard Mail Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total Standard Mail	13,635,361	13,630,079	5,283	0.0	60,688,940	60,708,707	(19,767)	(0.0)	5,984,900	6,023,953	(39,053)	(0.6)
Periodicals Mail:												
In-County	46,568	49,578	(3,010)	(6.1)	403,932	429,550	(25,618)	(6.0)	114,182	124,679	(10,497)	(8.4)
Outside County	1,099,959	1,147,335	(47,375)	(4.1)	3,812,473	4,008,913	(196,440)	(4.9)	1,428,172	1,517,183	(89,011)	(5.9)
Periodicals Mail Fees	5,542	5,220	322	6.2	-	-	-	-	-	-	-	-
Total Periodicals Mail	1,152,070	1,202,132	(50,062)	(4.2)	4,216,405	4,438,463	(222,058)	(5.0)	1,542,354	1,641,862	(99,508)	(6.1)
Package Services Mail:												
Alaska Bypass	24,961	24,888	73	0.3	948	951	(2)	(0.3)	63,899	64,102	(203)	(0.3)
Inbound Intl. Surface Parcel Post (at UPU Rates)	-	-	-	-	-	-	-	-	-	-	-	-
Inbound Intl. Negotiated Service Agreement Mail	0	0	-	-	0	0	-	-	0	0	-	-
Bound Printed Matter Flats	159,090	160,162	(1,071)	(0.7)	200,330	196,652	3,678	1.9	321,010	315,282	5,728	1.8
Bound Printed Matter Parcels	210,189	205,262	4,928	2.4	179,529	165,373	14,156	8.6	410,205	406,769	3,435	0.8
Media and Library Mail	195,172	203,657	(8,485)	(4.2)	54,810	55,521	(712)	(1.3)	129,426	136,885	(7,460)	(5.4)
Package Services Mail Fees	1,723	2,234	(511)	(22.9)	-	-	-	-	-	-	-	-
Total Package Services Mail	591,135	596,202	(5,067)	(0.8)	435,617	418,497	17,120	4.1	924,539	923,039	1,501	0.2

COMPETITIVE PRODUCTS
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FISCAL YEAR 2016 (Oct. 1, 2015-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent
Priority Mail Express:												
Total Priority Mail Express Mail	610,543	589,444	21,099	3.6	25,091	27,081	(1,990)	(7.3)	27,034	29,375	(2,342)	(8.0)
First-Class Package Service:												
Total First Class Package Service	1,518,913	1,283,727	235,186	18.3	574,066	543,521	30,544	5.6	217,569	191,348	26,221	13.7
Standard Post Mail:												
Total Standard Post	323,857	378,650	(54,793)	(14.5)	19,062	26,984	(7,922)	(29.4)	111,661	151,091	(39,430)	(26.1)
Priority Mail:												
Total Priority Mail	5,908,190	5,411,600	496,590	9.2	769,068	733,377	35,691	4.9	1,771,358	1,637,285	134,074	8.2
Parcel Select Mail:												
Total Parcel Select Mail	3,432,029	2,439,625	992,404	40.7	1,779,944	1,401,617	378,327	27.0	3,724,155	2,645,974	1,078,182	40.7
Parcel Return Service Mail:												
Total Parcel Return Service Mail	127,619	114,505	13,114	11.5	48,606	44,950	3,657	8.1	142,342	129,705	12,637	9.7
International Mail:												
Outbound Priority Mail International	432,195	485,308	(53,113)	(10.9)	7,828	9,791	(1,964)	(20.1)	52,444	64,844	(12,400)	(19.1)
Outbound International Expedited Services	137,697	182,154	(44,456)	(24.4)	2,050	2,864	(814)	(28.4)	11,547	17,340	(5,793)	(33.4)
Other Outbound International Mail	644,942	673,626	(28,684)	(4.3)	154,156	175,955	(21,799)	(12.4)	62,127	67,509	(5,381)	(8.0)
Inbound International	175,405	176,401	(995)	(0.6)	12,202	11,763	440	3.7	82,492	78,381	4,111	5.2
International Mail Fees	69	137	(68)	(49.8)	-	-	-	-	-	-	-	-
Total International Mail	1,390,308	1,517,625	(127,317)	(8.4)	176,236	200,373	(24,137)	(12.0)	208,611	228,074	(19,463)	(8.5)
Total Competitive Mail	13,311,458	11,735,176	1,576,282	13.4	3,392,073	2,977,903	414,171	13.9	6,202,730	5,012,852	1,189,878	23.7

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	50,959,896	49,567,707	1,392,189	2.8	116,571,353	117,068,791	(497,438)	(0.4)	17,315,049	16,272,629	1,042,419	6.4
Total All Services	1,993,113	2,037,242	(44,128)	(2.2)	3,722,131	3,125,105	597,026	19.1				
Total All Mail and Services	52,953,010	51,604,948	1,348,061	2.6								
Total All Other Revenue 7/	965,620	698,797	266,822	38.2								
Total Deferred Revenue Change in Estimate 8	948,500	0	-	-								
Total All Revenue	54,867,129	52,303,746	2,563,384	4.9								

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.

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 for the current year due to a change in accounting estimation for Forever Stamps. See form 10-Q filed August 9, 2016.

8/ This 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.

RPW SUMMARY REPORT FOOTNOTES: COMPETITIVE PRODUCTS SECTION

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
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2016 (Apr. 1, 2016-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent
First-Class Mail:												
Single-Piece Letters	2,186,244	2,386,497	(200,254)	(8.4)	4,392,093	4,732,901	(340,807)	(7.2)	134,308	143,882	(9,574)	(6.7)
Single-Piece Cards	66,026	71,331	(5,306)	(7.4)	187,920	201,626	(13,705)	(6.8)	1,200	1,287	(87)	(6.8)
Total Single-Piece Letters and Cards	2,252,270	2,457,829	(205,559)	(8.4)	4,580,013	4,934,526	(354,513)	(7.2)	135,508	145,169	(9,661)	(6.7)
Presort Letters	3,485,013	3,588,472	(103,460)	(2.9)	9,054,232	9,156,940	(102,707)	(1.1)	506,404	529,680	(23,276)	(4.4)
Presort Cards	135,868	144,512	(8,645)	(6.0)	521,559	544,716	(23,157)	(4.3)	4,259	4,448	(188)	(4.2)
Total Presort Letters and Cards	3,620,880	3,732,985	(112,104)	(3.0)	9,575,791	9,701,655	(125,864)	(1.3)	510,664	534,127	(23,464)	(4.4)
Flats	4,264	5,143	(878)	(17.1)	2,241	3,558	(1,317)	(37.0)	668	1,144	(476)	(41.6)
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	5,877,415	6,195,956	(318,542)	(5.1)	14,158,046	14,639,740	(481,694)	(3.3)	646,840	680,440	(33,600)	(4.9)
Standard Mail:												
High Density and Saturation Letters	265,122	252,032	13,091	5.2	1,714,132	1,601,069	113,063	7.1	57,024	64,850	(7,826)	(12.1)
High Density and Saturation Flats & Parcels	15,018	16,281	(1,263)	(7.8)	92,068	100,100	(8,031)	(8.0)	4,297	4,445	(148)	(3.3)
Carrier Route	4,162	5,149	(987)	(19.2)	16,382	19,926	(3,544)	(17.8)	838	771	67	8.6
Letters	2,434,462	2,453,273	(18,811)	(0.8)	11,635,359	11,341,401	293,958	2.6	578,451	560,278	18,172	3.2
Flats	311	301	10	3.3	571	532	39	7.3	150	144	6	4.3
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)	(100.0)	0	0	(0)	(100.0)	0	0	(0)	(100.0)
Inbound Intl. 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	2,719,075	2,727,036	(7,961)	(0.3)	13,458,513	13,063,028	395,485	3.0	640,759	630,488	10,271	1.6
Periodicals Mail:												
In-County	243	280	(36)	(13.0)	3,159	3,469	(310)	(8.9)	184	160	23	14.6
Outside County	1,749	2,018	(269)	(13.3)	7,603	8,381	(778)	(9.3)	651	635	16	2.5
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	1,993	2,298	(305)	(13.3)	10,762	11,850	(1,088)	(9.2)	835	795	39	5.0
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Surface Parcel Post (at UPU Rates)	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	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

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2016 (Apr. 1, 2016-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent
Total Competitive Mail	983	3,130	(2,148)	(68.6)	115	621	(506)	(81.5)	8	51	(43)	(83.6)

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2016 (Apr. 1, 2016-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent
Total Competitive Revenue	983	3,130	(2,148)	(68.6)	115	621	(506)	(81.5)	8	51	(43)	(83.6)

**TABLE 2-A
LETTER MAIL
MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent
First-Class Mail:												
Single-Piece Letters	7,319,917	7,646,624	(326,707)	(4.3)	14,555,164	15,215,898	(660,734)	(4.3)	445,216	465,044	(19,828)	(4.3)
Single-Piece Cards	211,224	219,452	(8,227)	(3.7)	591,627	624,867	(33,240)	(5.3)	3,777	3,991	(213)	(5.3)
Total Single-Piece Letters and Cards	7,531,141	7,866,076	(334,935)	(4.3)	15,146,792	15,840,765	(693,974)	(4.4)	448,994	469,035	(20,041)	(4.3)
Presort Letters	11,334,077	11,242,711	91,366	0.8	28,704,541	28,800,369	(95,828)	(0.3)	1,639,112	1,660,490	(21,378)	(1.3)
Presort Cards	442,043	428,718	13,326	3.1	1,653,102	1,627,222	25,879	1.6	13,502	13,286	215	1.6
Total Presort Letters and Cards	11,776,120	11,671,429	104,691	0.9	30,357,643	30,427,592	(69,949)	(0.2)	1,652,614	1,673,777	(21,163)	(1.3)
Flats	12,697	16,598	(3,901)	(23.5)	6,671	11,946	(5,276)	(44.2)	2,021	3,843	(1,822)	(47.4)
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	19,319,958	19,554,103	(234,144)	(1.2)	45,511,105	46,280,303	(769,198)	(1.7)	2,103,628	2,146,654	(43,026)	(2.0)
Standard Mail:												
High Density and Saturation Letters	820,725	751,676	69,048	9.2	5,203,983	4,844,225	359,758	7.4	197,995	196,715	1,279	0.7
High Density and Saturation Flats & Parcels	45,237	49,107	(3,870)	(7.9)	272,441	307,420	(34,979)	(11.4)	11,633	12,742	(1,108)	(8.7)
Carrier Route	14,017	17,372	(3,355)	(19.3)	54,113	68,040	(13,927)	(20.5)	2,519	2,476	43	1.7
Letters	7,810,600	7,694,434	116,167	1.5	36,600,634	36,063,546	537,089	1.5	1,844,520	1,812,600	31,920	1.8
Flats	921	915	6	0.6	1,632	1,712	(80)	(4.7)	468	468	0	0.0
Parcels	0	0	(0)	(100.0)	0	0	(0)	(100.0)	0	0	(0)	(100.0)
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	563732.4	0	0	0	417900.9	0	0	0	209,978.0
Inbound Intl. 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	8,691,500	8,513,504	177,996	2.1	42,132,803	41,284,942	847,861	2.1	2,057,135	2,025,001	32,134	1.6
Periodicals Mail:												
In-County	738	854	(116)	(13.6)	9,107	10,429	(1,322)	(12.7)	477	522	(46)	(8.8)
Outside County	6,361	6,143	219	3.6	25,450	26,076	(626)	(2.4)	3,471	1,990	1,480	74.4
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	7,100	6,997	103	1.5	34,558	36,506	(1,948)	(5.3)	3,947	2,513	1,434	57.1
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Surface Parcel Post (at UPU Rates)	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	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

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent
Total Competitive Mail	3,936	8,636	(4,699)	(54.4)	595	1,579	(984)	(62.3)	57	129	(72)	(55.9)

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent
Total Competitive Revenue	3,936	8,636	(4,699)	(54.4)	595	1,579	(984)	(62.3)	57	129	(72)	(55.9)

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent
Total Market Dominant and Competitive												
Total All Mail	28,022,495	28,083,239	(60,744)	(0.2)	87,989,159	87,869,032	120,127	0.1	4,173,136	4,182,960	(9,823)	(0.2)
Total All Services	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	28,022,495	28,083,239	(60,744)	(0.2)	87,989,159	87,869,032	120,127	0.1	4,173,136	4,182,960	(9,823)	(0.2)
Total All Other Revenue												
Total All Revenue	28,022,495	28,083,239	(60,744)	(0.2)								

**TABLE 2-B
FLAT MAIL
MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2016 (Apr. 1, 2016-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 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	515,352	560,940	(45,588)	(8.1)	374,715	395,168	(20,453)	(5.2)	73,470	79,375	(5,905)	(7.4)
Parcels	20,875	16,032	4,843	30.2	9,697	7,665	2,031	26.5	2,343	1,964	379	19.3
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	536,227	576,972	(40,745)	(7.1)	384,412	402,833	(18,422)	(4.6)	75,814	81,339	(5,526)	(6.8)
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	480,190	484,553	(4,363)	(0.9)	2,636,935	2,619,410	17,525	0.7	505,455	485,388	20,067	4.1
Carrier Route Letters	372,912	474,268	(101,356)	(21.4)	1,388,525	1,717,032	(328,507)	(19.1)	296,855	375,354	(78,499)	(20.9)
Flats	519,451	471,658	47,793	10.1	1,365,457	1,124,500	240,957	21.4	334,308	286,261	48,047	16.8
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Every Door Direct Mail Retail	36,997	38,704	(1,707)	(4.4)	209,260	214,624	(5,364)	(2.5)	26,542	27,223	(680)	(2.5)
Domestic Negotiated Serv. Agreement Mail	13,779	12,555	1,223	9.7	56,094	50,669	5,425	10.7	11,692	10,150	1,542	15.2
Inbound Intl. 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	1,423,328	1,481,738	(58,410)	(3.9)	5,656,271	5,726,235	(69,964)	(1.2)	1,174,853	1,184,375	(9,523)	(0.8)
Periodicals Mail:												
In-County	15,227	16,435	(1,208)	(7.4)	135,234	142,319	(7,085)	(5.0)	38,659	41,364	(2,705)	(6.5)
Outside County	349,932	377,273	(27,341)	(7.2)	1,280,176	1,329,115	(48,939)	(3.7)	471,515	490,455	(18,940)	(3.9)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	365,158	393,708	(28,549)	(7.3)	1,415,410	1,471,434	(56,024)	(3.8)	510,174	531,820	(21,645)	(4.1)
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Surface Parcel Post (at UPU Rates)	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	43,485	45,715	(2,229)	(4.9)	56,215	56,267	(52)	(0.1)	89,532	91,510	(1,978)	(2.2)
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	4,358	4,227	132	3.1	1,521	1,436	85	5.9	1,556	1,540	16	1.0
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	47,843	49,941	(2,098)	(4.2)	57,736	57,703	33	0.1	91,088	93,050	(1,962)	(2.1)

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2016 (Apr. 1, 2016-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent
Total Competitive Mail	245,436	217,984	27,451	12.6	42,642	42,307	335	0.8	24,821	24,628	193	0.8

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2016 (Apr. 1, 2016-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent
Total Competitive Revenue	245,436	217,984	27,451	12.6	42,642	42,307	335	0.8	24,821	24,628	193	0.8

**TABLE 2-B
FLAT MAIL
MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 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	1,671,833	1,789,727	(117,894)	(6.6)	1,183,749	1,271,881	(88,132)	(6.9)	237,691	257,477	(19,786)	(7.7)
Parcels	57,914	47,967	9,948	20.7	27,044	23,189	3,855	16.6	6,548	5,945	603	10.1
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	1,729,747	1,837,693	(107,946)	(5.9)	1,210,793	1,295,071	(84,277)	(6.5)	244,239	263,422	(19,184)	(7.3)
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	1,479,944	1,513,926	(33,982)	(2.2)	7,976,048	8,248,730	(272,682)	(3.3)	1,503,022	1,502,741	281	0.0
Carrier Route	1,386,303	1,823,781	(437,478)	(24.0)	4,994,828	6,667,952	(1,673,124)	(25.1)	1,107,844	1,436,465	(328,621)	(22.9)
Letters	1	0	1	0.0	9	0	9	0.0	1	0	1	0.0
Flats	1,836,362	1,529,661	306,701	20.1	4,734,424	3,636,268	1,098,155	30.2	1,184,986	924,995	259,991	28.1
Parcels	8	1	8	887.6	2	0	1	903.6	2	0	1	805.3
Every Door Direct Mail Retail	112,318	113,120	(802)	(0.7)	620,847	639,856	(19,009)	(3.0)	78,748	81,159	(2,411)	(3.0)
Domestic Negotiated Serv. Agreement Mail	45,187	41,672	3,514	8.4	192,856	180,151	12,705	7.1	39,406	35,247	4,159	11.8
Inbound Intl. 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	4,860,123	5,022,160	(162,037)	(3.2)	18,519,014	19,372,957	(853,944)	(4.4)	3,914,009	3,980,608	(66,599)	(1.7)
Periodicals Mail:												
In-County	45,729	48,620	(2,891)	(5.9)	394,230	418,579	(24,349)	(5.8)	113,402	123,817	(10,415)	(8.4)
Outside County	1,090,916	1,138,655	(47,739)	(4.2)	3,784,083	3,980,309	(196,225)	(4.9)	1,418,794	1,509,631	(90,837)	(6.0)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	1,136,645	1,187,275	(50,630)	(4.3)	4,178,313	4,398,887	(220,574)	(5.0)	1,532,196	1,633,448	(101,252)	(6.2)
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Surface Parcel Post (at UPU Rates	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	159,090	160,160	(1,070)	(0.7)	200,330	196,651	3,679	1.9	321,010	315,280	5,730	1.8
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	13,988	13,645	343	2.5	4,789	4,679	110	2.4	4,826	4,974	(147)	(3.0)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	173,078	173,805	(727)	(0.4)	205,119	201,330	3,789	1.9	325,837	320,254	5,583	1.7

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent
Total Competitive Mail	700,658	636,133	64,524	10.1	132,517	122,458	10,059	8.2	72,556	73,823	(1,266)	(1.7)

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent
Total Competitive Revenue	700,658	636,133	64,524	10.1	132,517	122,458	10,059	8.2	72,556	73,823	(1,266)	(1.7)

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	8,600,251	8,857,067	(256,816)	(2.9)	24,268,535	25,407,728	(1,139,193)	(4.5)	6,092,888	6,275,314	(182,425)	(2.9)
Total All Services	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	8,600,251	8,857,067	(256,816)	(2.9)	24,268,535	25,407,728	(1,139,193)	(4.5)	6,092,888	6,275,314	(182,425)	(2.9)
Total All Other Revenue												
Total All Revenue	8,600,251	8,857,067	(256,816)	(2.9)								

**TABLE 2-C
PARCEL MAIL
MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2016 (Apr. 1, 2016-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 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	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Parcels	183,209	115,000	68,209	59.3	64,486	39,859	24,627	61.8	20,247	12,590	7,656	60.8
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	183,209	115,000	68,209	59.3	64,486	39,859	24,627	61.8	20,247	12,590	7,656	60.8
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	16	9	6	68.8	51	29	22	76.9	5	3	2	70.3
Carrier Route Letters	3	0	3	0.0	8	0	8	0.0	4	0	4	0.0
Flats	149	284	(135)	(47.5)	342	620	(278)	(44.9)	9	26	(16)	(63.1)
Parcels	14,479	16,893	(2,413)	(14.3)	12,164	15,070	(2,905)	(19.3)	4,647	5,785	(1,138)	(19.7)
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
Inbound Intl. 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	14,648	17,186	(2,539)	(14.8)	12,565	15,719	(3,153)	(20.1)	4,666	5,814	(1,148)	(19.7)
Periodicals Mail:												
In-County	26	26	0	1.6	171	161	10	6.1	79	74	6	7.5
Outside County	823	830	(8)	(0.9)	913	826	86	10.4	1,878	1,828	49	2.7
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	849	856	(7)	(0.9)	1,083	987	96	9.7	1,957	1,902	55	2.9
Package Services Mail:												
Alaska Bypass	7,845	8,229	(384)	(4.7)	307	313	(6)	(2.1)	20,668	21,128	(459)	(2.2)
Inbound Intl. Surface Parcel Post (at UPU Rates	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	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	55,544	56,915	(1,371)	(2.4)	50,772	47,095	3,677	7.8	106,594	111,722	(5,129)	(4.6)
Media and Library Mail	57,268	57,856	(588)	(1.0)	16,109	15,333	776	5.1	41,041	41,212	(171)	(0.4)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	120,657	123,000	(2,343)	(1.9)	67,188	62,741	4,446	7.1	168,303	174,062	(5,759)	(3.3)

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2016 (Apr. 1, 2016-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent
Total Competitive Mail	3,317,463	2,763,720	553,742	20.0	947,145	828,010	119,134	14.4	1,813,318	1,443,263	370,055	25.6

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2016 (Apr. 1, 2016-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent
Total Competitive Revenue	3,317,463	2,763,720	553,742	20.0	947,145	828,010	119,134	14.4	1,813,318	1,443,263	370,055	25.6

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2016 (Apr. 1, 2016-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	3,636,825	3,019,763	617,062	20.4	1,104,459	958,714	145,746	15.2	2,036,741	1,665,519	371,222	22.3
Total All Services	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	3,636,825	3,019,763	617,062	20.4	1,104,459	958,714	145,746	15.2	2,036,741	1,665,519	371,222	22.3
Total All Other Revenue												
Total All Revenue	3,636,825	3,019,763	617,062	20.4								

**TABLE 2-C
PARCEL MAIL
MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	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	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Parcels	461,612	361,761	99,851	27.6	157,681	129,415	28,266	21.8	48,812	41,245	7,568	18.3
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 Mail	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	461,612	361,761	99,851	27.6	157,681	129,415	28,266	21.8	48,812	41,245	7,568	18.3
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	57	38	20	52.8	181	65	116	179.8	16	11	5	49.7
Carrier Route	18	58	(40)	(69.0)	40	142	(102)	(71.8)	27	65	(38)	(58.7)
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	623	1,156	(533)	(46.1)	1,363	2,512	(1,149)	(45.7)	66	116	(51)	(43.7)
Parcels	44,171	53,307	(9,136)	(17.1)	35,539	48,088	(12,549)	(26.1)	13,648	18,152	(4,504)	(24.8)
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
Inbound Intl. 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	44,869	54,558	(9,689)	(17.8)	37,123	50,807	(13,684)	(26.9)	13,757	18,344	(4,588)	(25.0)
Periodicals Mail:												
In-County	100	103	(3)	(2.6)	595	542	53	9.7	303	339	(36)	(10.6)
Outside County	2,682	2,537	145	5.7	2,939	2,528	411	16.3	5,908	5,562	346	6.2
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	2,782	2,640	142	5.4	3,534	3,070	464	15.1	6,211	5,901	310	5.2
Package Services Mail:												
Alaska Bypass	24,954	24,868	87	0.3	948	951	(2)	(0.3)	63,899	64,102	(203)	(0.3)
Inbound Intl. Surface Parcel Post (at UPU Rates)	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	2	(2)	(100.0)	0	1	(1)	(100.0)	0	2	(2)	(100.0)
Bound Printed Matter Parcels	210,188	205,261	4,927	2.4	179,529	165,373	14,156	8.6	410,205	406,769	3,435	0.8
Media and Library Mail	181,138	189,939	(8,801)	(4.6)	50,021	50,843	(822)	(1.6)	124,599	131,912	(7,313)	(5.5)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	416,280	420,069	(3,789)	(0.9)	230,498	217,167	13,331	6.1	598,703	602,785	(4,082)	(0.7)

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent
Total Competitive Mail	10,603,374	8,980,240	1,623,134	18.1	3,057,635	2,626,213	431,422	16.4	5,894,468	4,681,366	1,213,101	25.9

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent
Total Competitive Revenue	10,603,374	8,980,240	1,623,134	18.1	3,057,635	2,626,213	431,422	16.4	5,894,468	4,681,366	1,213,101	25.9

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	11,528,919	9,819,269	1,709,649	17.4	3,522,231	3,062,472	459,759	15.0	6,652,112	5,433,253	1,218,859	22.4
Total All Services	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	11,528,919	9,819,269	1,709,649	17.4	3,522,231	3,062,472	459,759	15.0	6,652,112	5,433,253	1,218,859	22.4
Total All Other Revenue												
Total All Revenue	11,528,919	9,819,269	1,709,649	17.4								

**TABLE 3-A
STAMPED MAIL
MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2016 (Apr. 1, 2016-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent
First-Class Mail:												
Single-Piece Letters	1,220,765	1,371,263	(150,497)	(11.0)	2,448,518	2,743,751	(295,233)	(10.8)	64,724	72,308	(7,584)	(10.5)
Single-Piece Cards	38,366	41,355	(2,989)	(7.2)	107,891	115,905	(8,014)	(6.9)	674	724	(50)	(6.9)
Total Single-Piece Letters and Cards	1,259,131	1,412,618	(153,486)	(10.9)	2,556,409	2,859,656	(303,247)	(10.6)	65,398	73,033	(7,634)	(10.5)
Presort Letters	45,241	44,855	386	0.9	113,773	110,404	3,369	3.1	6,582	6,378	204	3.2
Presort Cards	713	639	74	11.6	2,719	2,365	355	15.0	18	17	2	11.5
Total Presort Letters and Cards	45,954	45,494	460	1.0	116,492	112,769	3,723	3.3	6,601	6,395	206	3.2
Flats	42,808	49,488	(6,680)	(13.5)	28,050	32,906	(4,856)	(14.8)	5,284	6,349	(1,066)	(16.8)
Parcels	9,222	10,832	(1,610)	(14.9)	4,195	4,766	(570)	(12.0)	990	1,151	(160)	(13.9)
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	1,357,116	1,518,433	(161,316)	(10.6)	2,705,146	3,010,096	(304,950)	(10.1)	78,273	86,927	(8,654)	(10.0)
Standard Mail:												
High Density and Saturation Letters	3,475	3,232	243	7.5	21,684	19,396	2,288	11.8	855	622	233	37.4
High Density and Saturation Flats & Parcels	312	130	182	139.4	1,835	649	1,186	182.6	71	24	47	193.2
Carrier Route	488	1,403	(915)	(65.2)	2,165	5,425	(3,260)	(60.1)	465	839	(374)	(44.5)
Letters	137,866	129,118	8,748	6.8	808,900	742,959	65,941	8.9	42,200	38,213	3,987	10.4
Flats	5,319	6,140	(821)	(13.4)	17,434	18,283	(849)	(4.6)	3,023	3,006	17	0.6
Parcels	27	37	(11)	(28.6)	18	26	(8)	(30.7)	1	2	(0)	(26.0)
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
Inbound Intl. 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	147,487	140,060	7,426	5.3	852,036	786,738	65,298	8.3	46,617	42,706	3,910	9.2
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
Inbound Intl. Surface Parcel Post (at UPU Rate:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	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	488	720	(232)	(32.2)	151	207	(56)	(27.0)	269	391	(122)	(31.2)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	488	720	(232)	(32.2)	151	207	(56)	(27.0)	269	391	(122)	(31.2)

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2016 (Apr. 1, 2016-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent
Total Competitive Mail	15,595	20,046	(4,451)	(22.2)	2,113	2,942	(829)	(28.2)	2,417	3,822	(1,406)	(36.8)

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2016 (Apr. 1, 2016-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent
Total Competitive Revenue	15,595	20,046	(4,451)	(22.2)	2,113	2,942	(829)	(28.2)	2,417	3,822	(1,406)	(36.8)

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2016 (Apr. 1, 2016-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	1,520,686	1,679,259	(158,574)	(9.4)	3,559,454	3,799,989	(240,535)	(6.3)	127,575	133,847	(6,272)	(4.7)
Total All Services	10,887	11,938	(1,051)	(8.8)	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	1,531,573	1,691,198	(159,625)	(9.4)	3,559,454	3,799,989	(240,535)	(6.3)	127,575	133,847	(6,272)	(4.7)
Total All Other Revenue												
Total All Revenue	1,531,573	1,691,198	(159,625)	(9.4)								

**TABLE 3-A
STAMPED MAIL
MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent
First-Class Mail:												
Single-Piece Letters	4,294,404	4,500,535	(206,132)	(4.6)	8,592,648	9,031,358	(438,710)	(4.9)	233,163	244,763	(11,600)	(4.7)
Single-Piece Cards	121,678	127,154	(5,476)	(4.3)	336,955	358,604	(21,649)	(6.0)	2,106	2,241	(135)	(6.0)
Total Single-Piece Letters and Cards	4,416,081	4,627,689	(211,608)	(4.6)	8,929,603	9,389,962	(460,359)	(4.9)	235,269	247,004	(11,735)	(4.8)
Presort Letters	153,328	155,883	(2,555)	(1.6)	374,144	383,332	(9,188)	(2.4)	22,686	22,201	485	2.2
Presort Cards	2,071	2,042	29	1.4	7,685	7,606	79	1.0	50	57	(7)	(12.0)
Total Presort Letters and Cards	155,399	157,924	(2,526)	(1.6)	381,829	390,938	(9,109)	(2.3)	22,736	22,258	478	2.1
Flats	141,117	156,942	(15,825)	(10.1)	91,392	105,283	(13,891)	(13.2)	17,707	20,277	(2,571)	(12.7)
Parcels	31,011	32,916	(1,905)	(5.8)	13,848	14,913	(1,065)	(7.1)	3,281	3,581	(300)	(8.4)
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	4,743,608	4,975,472	(231,864)	(4.7)	9,416,672	9,901,097	(484,425)	(4.9)	278,993	293,121	(14,128)	(4.8)
Standard Mail:												
High Density and Saturation Letters	11,311	9,689	1,623	16.8	73,649	64,870	8,779	13.5	2,691	1,955	736	37.6
High Density and Saturation Flats & Parcels	897	309	588	190.4	4,871	1,616	3,256	201.5	191	70	121	172.6
Carrier Route	1,032	2,005	(973)	(48.5)	4,246	7,837	(3,592)	(45.8)	634	1,065	(431)	(40.5)
Letters	447,151	416,263	30,888	7.4	2,626,136	2,467,900	158,236	6.4	137,528	127,105	10,422	8.2
Flats	15,687	15,370	317	2.1	46,404	44,719	1,685	3.8	6,953	5,978	974	16.3
Parcels	100	97	3	3.3	68	63	4	6.8	5	3	2	53.6
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
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	2	(2)	(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	476,178	443,734	32,444	7.3	2,755,373	2,587,005	168,368	6.5	148,001	136,177	11,824	8.7
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
Inbound Intl. Surface Parcel Post (at UPU Rate:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	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	1,735	2,387	(652)	(27.3)	517	700	(184)	(26.2)	990	1,157	(166)	(14.4)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	1,735	2,387	(652)	(27.3)	517	700	(184)	(26.2)	990	1,157	(166)	(14.4)

COMPETITIVE PRODUCTS

**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent
Total Competitive Mail	55,807	62,782	(6,975)	(11.1)	7,722	9,261	(1,539)	(16.6)	10,404	12,521	(2,117)	(16.9)

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent
Total Competitive Revenue	55,807	62,782	(6,975)	(11.1)	7,722	9,261	(1,539)	(16.6)	10,404	12,521	(2,117)	(16.9)

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	5,277,328	5,484,375	(207,047)	(3.8)	12,180,292	12,498,076	(317,784)	(2.5)	438,388	442,976	(4,588)	(1.0)
Total All Services	30,648	35,107	(4,460)	(12.7)	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	5,307,975	5,519,482	(211,507)	(3.8)	12,180,292	12,498,076	(317,784)	(2.5)	438,388	442,976	(4,588)	(1.0)
Total All Other Revenue												
Total All Revenue	5,307,975	5,519,482	(211,507)	(3.8)								

**TABLE 3-B
METERED MAIL
MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2016 (Apr. 1, 2016-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent
First-Class Mail:												
Single-Piece Letters	2,033	7,506	(5,473)	(72.9)	4,208	14,741	(10,533)	(71.5)	179	546	(368)	(67.3)
Single-Piece Cards	7	101	(94)	(92.8)	18	258	(240)	(92.9)	0	2	(1)	(92.9)
Total Single-Piece Letters and Cards	2,041	7,607	(5,567)	(73.2)	4,226	14,999	(10,773)	(71.8)	179	548	(369)	(67.3)
Presort Letters	917,959	991,042	(73,083)	(7.4)	2,477,697	2,645,296	(167,599)	(6.3)	146,957	156,296	(9,339)	(6.0)
Presort Cards	950	964	(14)	(1.4)	3,620	3,603	17	0.5	33	32	1	3.7
Total Presort Letters and Cards	918,910	992,006	(73,096)	(7.4)	2,481,317	2,648,900	(167,582)	(6.3)	146,990	156,328	(9,338)	(6.0)
Flats	36,526	44,533	(8,006)	(18.0)	51,947	58,132	(6,185)	(10.6)	4,390	5,713	(1,322)	(23.1)
Parcels	147	549	(402)	(73.3)	71	175	(104)	(59.3)	13	58	(46)	(78.3)
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	957,623	1,044,695	(87,071)	(8.3)	2,537,562	2,722,205	(184,643)	(6.8)	151,572	162,647	(11,075)	(6.8)
Standard Mail:												
High Density and Saturation Letters	316	195	120	61.7	1,993	1,225	769	62.8	77	52	25	48.2
High Density and Saturation Flats & Parcels	13	12	2	14.5	75	71	3	4.7	5	6	(1)	(20.7)
Carrier Route	14	92	(78)	(84.6)	55	359	(305)	(84.8)	2	29	(27)	(92.1)
Letters	69,181	78,244	(9,063)	(11.6)	390,213	424,882	(34,669)	(8.2)	20,373	22,234	(1,860)	(8.4)
Flats	2,325	3,205	(880)	(27.4)	6,269	8,899	(2,630)	(29.6)	776	1,001	(224)	(22.4)
Parcels	92	74	17	23.0	53	46	7	14.3	5	3	2	80.6
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
Inbound Intl. 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	71,941	81,822	(9,882)	(12.1)	398,657	435,482	(36,825)	(8.5)	21,240	23,325	(2,086)	(8.9)
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
Inbound Intl. Surface Parcel Post (at UPU Rate:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	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	145	209	(64)	(30.8)	46	71	(25)	(34.8)	92	140	(47)	(33.9)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	145	209	(64)	(30.8)	46	71	(25)	(34.8)	92	140	(47)	(33.9)

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2016 (Apr. 1, 2016-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent
Total Competitive Mail	1,266	3,900	(2,634)	(67.5)	270	631	(361)	(57.2)	267	928	(662)	(71.3)

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2016 (Apr. 1, 2016-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent
Total Competitive Revenue	1,266	3,900	(2,634)	(67.5)	270	631	(361)	(57.2)	267	928	(662)	(71.3)

**TABLE 3-B
METERED MAIL
MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent
First-Class Mail:												
Single-Piece Letters	10,975	32,379	(21,404)	(66.1)	21,888	63,967	(42,079)	(65.8)	883	2,228	(1,345)	(60.3)
Single-Piece Cards	169	700	(531)	(75.8)	469	2,003	(1,535)	(76.6)	3	13	(10)	(76.6)
Total Single-Piece Letters and Cards	11,144	33,079	(21,935)	(66.3)	22,357	65,970	(43,613)	(66.1)	886	2,240	(1,354)	(60.4)
Presort Letters	2,975,408	3,112,055	(136,647)	(4.4)	7,836,591	8,307,818	(471,227)	(5.7)	462,335	488,732	(26,397)	(5.4)
Presort Cards	2,683	2,948	(265)	(9.0)	9,981	11,052	(1,071)	(9.7)	93	94	(1)	(1.2)
Total Presort Letters and Cards	2,978,091	3,115,003	(136,912)	(4.4)	7,846,572	8,318,870	(472,298)	(5.7)	462,429	488,826	(26,398)	(5.4)
Flats	120,335	140,511	(20,176)	(14.4)	163,423	181,049	(17,626)	(9.7)	14,102	18,473	(4,370)	(23.7)
Parcels	776	2,175	(1,399)	(64.3)	279	775	(495)	(63.9)	83	261	(178)	(68.3)
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	3,110,346	3,290,768	(180,422)	(5.5)	8,032,631	8,566,664	(534,033)	(6.2)	477,500	509,800	(32,300)	(6.3)
Standard Mail:												
High Density and Saturation Letters	823	720	103	14.3	5,091	4,491	600	13.4	248	238	10	4.0
High Density and Saturation Flats & Parcels	7,319	23	7,296	31543.0	5,851	136	5,716	4215.0	6,761	8	6,753	83,983.6
Carrier Route	150	306	(155)	(50.8)	582	1,209	(627)	(51.9)	23	57	(34)	(59.8)
Letters	226,499	229,838	(3,339)	(1.5)	1,253,841	1,277,187	(23,346)	(1.8)	66,218	68,622	(2,403)	(3.5)
Flats	7,652	9,468	(1,816)	(19.2)	20,439	25,920	(5,480)	(21.1)	2,242	2,690	(448)	(16.7)
Parcels	199	284	(85)	(29.9)	116	170	(54)	(31.8)	8	6	2	41.1
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
Inbound Intl. 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	242,643	240,639	2,004	0.8	1,285,921	1,309,113	(23,192)	(1.8)	75,500	71,621	3,879	5.4
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
Inbound Intl. Surface Parcel Post (at UPU Rate:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	1	(1)	(100.0)	0	0	(0)	(100.0)	0	0	(0)	(100.0)
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	346	768	(422)	(55.0)	116	251	(135)	(54.0)	244	537	(292)	(54.4)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	346	769	(423)	(55.0)	116	251	(136)	(54.0)	244	537	(293)	(54.5)

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent
Total Competitive Mail	6,066	15,293	(9,227)	(60.3)	1,293	2,442	(1,149)	(47.1)	1,352	4,027	(2,675)	(66.4)

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent
Total Competitive Revenue	6,066	15,293	(9,227)	(60.3)	1,293	2,442	(1,149)	(47.1)	1,352	4,027	(2,675)	(66.4)

**TABLE 3-C
IBI MAIL
MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2016 (Apr. 1, 2016-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent
First-Class Mail:												
Single-Piece Letters	817,780	848,072	(30,292)	(3.6)	1,646,828	1,663,821	(16,993)	(1.0)	57,758	58,314	(556)	(1.0)
Single-Piece Cards	17,919	19,183	(1,264)	(6.6)	51,477	54,335	(2,858)	(5.3)	322	340	(18)	(5.3)
Total Single-Piece Letters and Cards	835,699	867,255	(31,556)	(3.6)	1,698,305	1,718,156	(19,851)	(1.2)	58,079	58,654	(574)	(1.0)
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	266,932	295,001	(28,069)	(9.5)	166,024	179,520	(13,496)	(7.5)	37,235	40,531	(3,296)	(8.1)
Parcels	117,450	45,441	72,008	158.5	44,523	17,463	27,060	154.9	13,479	5,442	8,037	147.7
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	53	(53)	(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	1,220,081	1,207,750	12,330	1.0	1,908,851	1,915,139	(6,288)	(0.3)	108,793	104,627	4,167	4.0
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	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
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	2	(2)	(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	0	2	(2)	(100.0)	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
Inbound Intl. Surface Parcel Post (at UPU Rate:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	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	40,325	39,128	1,197	3.1	11,834	10,840	994	9.2	26,076	24,405	1,671	6.8
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	40,325	39,128	1,197	3.1	11,834	10,840	994	9.2	26,076	24,405	1,671	6.8

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2016 (Apr. 1, 2016-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent
Total Competitive Mail	1,552,913	1,323,483	229,431	17.3	291,708	256,811	34,898	13.6	406,336	373,241	33,095	8.9

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2016 (Apr. 1, 2016-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent
Total Competitive Revenue	1,552,913	1,323,483	229,431	17.3	291,708	256,811	34,898	13.6	406,336	373,241	33,095	8.9

TABLE 3-C
IBI MAIL
MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent
First-Class Mail:												
Single-Piece Letters	2,556,831	2,631,334	(74,503)	(2.8)	5,043,470	5,181,430	(137,959)	(2.7)	175,119	179,789	(4,670)	(2.6)
Single-Piece Cards	58,214	58,398	(184)	(0.3)	164,559	166,968	(2,409)	(1.4)	1,028	1,044	(15)	(1.4)
Total Single-Piece Letters and Cards	2,615,044	2,689,732	(74,687)	(2.8)	5,208,029	5,348,397	(140,368)	(2.6)	176,148	180,832	(4,685)	(2.6)
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	840,373	927,798	(87,425)	(9.4)	509,177	565,870	(56,693)	(10.0)	115,592	128,787	(13,194)	(10.2)
Parcels	238,597	132,684	105,913	79.8	90,530	52,807	37,723	71.4	26,157	16,497	9,659	58.6
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	700	(700)	(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	3,694,014	3,750,914	(56,899)	(1.5)	5,807,737	5,967,075	(159,338)	(2.7)	317,897	326,116	(8,220)	(2.5)
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
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	10	(10)	(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	0	10	(10)	(100.0)	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
Inbound Intl. Surface Parcel Post (at UPU Rate:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	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	127,234	130,467	(3,233)	(2.5)	36,593	36,170	423	1.2	79,629	80,350	(721)	(0.9)
Package Services Mail Fees	0	4	(4)	(100.0)	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	127,234	130,471	(3,237)	(2.5)	36,593	36,170	423	1.2	79,629	80,350	(721)	(0.9)

COMPETITIVE PRODUCTS

**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2015 Percent
Total Competitive Mail	4,849,345	4,107,108	742,237	18.1	956,732	794,482	162,250	20.4	1,282,645	1,140,472	142,172	12.5

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent
Total Competitive Revenue	4,849,345	4,107,108	742,237	18.1	956,732	794,482	162,250	20.4	1,282,645	1,140,472	142,172	12.5

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	8,670,594	7,988,503	682,090	8.5	6,801,062	6,797,727	3,335	0.0	1,680,170	1,546,938	133,232	8.6
Total All Services	523,384	548,177	(24,793)	(4.5)	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	9,193,978	8,536,681	657,298	7.7	6,801,062	6,797,727	3,335	0.0	1,680,170	1,546,938	133,232	8.6
Total All Other Revenue												
Total All Revenue	9,193,978	8,536,681	657,298	7.7								

TABLE 3-D
PVI MAIL
MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2016 (Apr. 1, 2016-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent
First-Class Mail:												
Single-Piece Letters	9,717	11,585	(1,868)	(16.1)	16,771	19,239	(2,468)	(12.8)	987	1,150	(163)	(14.2)
Single-Piece Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Single-Piece Letters and Cards	9,717	11,585	(1,868)	(16.1)	16,771	19,239	(2,468)	(12.8)	987	1,150	(163)	(14.2)
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	34,187	37,493	(3,307)	(8.8)	21,077	22,556	(1,479)	(6.6)	4,942	5,292	(350)	(6.6)
Parcels	66,498	62,172	4,326	7.0	22,039	21,174	865	4.1	7,203	6,886	317	4.6
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	3	(3)	(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	110,402	111,254	(852)	(0.8)	59,887	62,968	(3,081)	(4.9)	13,131	13,328	(197)	(1.5)
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
Inbound Intl. 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
Inbound Intl. Surface Parcel Post (at UPU Rate:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	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	14,558	14,936	(378)	(2.5)	3,763	3,700	63	1.7	11,697	12,187	(489)	(4.0)
Package Services Mail Fees	0	0	(0)	(100.0)	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	14,558	14,936	(378)	(2.5)	3,763	3,700	63	1.7	11,697	12,187	(489)	(4.0)

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2016 (Apr. 1, 2016-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent
Total Competitive Mail	494,881	478,936	15,944	3.3	45,878	48,636	(2,758)	(5.7)	130,127	140,779	(10,652)	(7.6)

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2016 (Apr. 1, 2016-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent
Total Competitive Revenue	494,881	478,936	15,944	3.3	45,878	48,636	(2,758)	(5.7)	130,127	140,779	(10,652)	(7.6)

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2016 (Apr. 1, 2016-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	619,841	605,127	14,714	2.4	109,527	115,304	(5,776)	(5.0)	154,955	166,294	(11,338)	(6.8)
Total All Services	87,037	93,141	(6,104)	(6.6)	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	706,878	698,267	8,610	1.2	109,527	115,304	(5,776)	(5.0)	154,955	166,294	(11,338)	(6.8)
Total All Other Revenue												
Total All Revenue	706,878	698,267	8,610	1.2								

**TABLE 3-D
PVI MAIL
MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent
First-Class Mail:												
Single-Piece Letters	26,356	31,490	(5,134)	(16.3)	43,912	51,404	(7,492)	(14.6)	2,662	3,173	(512)	(16.1)
Single-Piece Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Single-Piece Letters and Cards	26,356	31,490	(5,134)	(16.3)	43,912	51,404	(7,492)	(14.6)	2,662	3,173	(512)	(16.1)
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	105,922	114,936	(9,014)	(7.8)	62,984	68,734	(5,750)	(8.4)	15,096	16,462	(1,366)	(8.3)
Parcels	217,162	207,080	10,083	4.9	70,055	71,901	(1,847)	(2.6)	23,135	23,733	(598)	(2.5)
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	21	(21)	(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	349,440	353,527	(4,087)	(1.2)	176,951	192,040	(15,089)	(7.9)	40,893	43,369	(2,476)	(5.7)
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
Inbound Intl. 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
Inbound Intl. Surface Parcel Post (at UPU Rate:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	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	46,070	47,725	(1,655)	(3.5)	11,949	12,325	(376)	(3.1)	34,408	36,993	(2,585)	(7.0)
Package Services Mail Fees	0	2	(2)	(100.0)	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	46,070	47,727	(1,657)	(3.5)	11,949	12,325	(376)	(3.1)	34,408	36,993	(2,585)	(7.0)

COMPETITIVE PRODUCTS

**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2015 Percent
Total Competitive Mail	1,787,726	1,770,852	16,873	1.0	165,296	173,821	(8,525)	(4.9)	499,273	536,718	(37,445)	(7.0)

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent
Total Competitive Revenue	1,787,726	1,770,852	16,873	1.0	165,296	173,821	(8,525)	(4.9)	499,273	536,718	(37,445)	(7.0)

**TABLE 3-E
PERMIT IMPRINT MAIL
MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2016 (Apr. 1, 2016-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent
First-Class Mail:												
Single-Piece Letters	133,573	145,385	(11,812)	(8.1)	271,020	286,227	(15,207)	(5.3)	10,483	11,364	(881)	(7.8)
Single-Piece Cards	9,675	10,644	(970)	(9.1)	28,369	30,995	(2,626)	(8.5)	203	221	(18)	(8.1)
Total Single-Piece Letters and Cards	143,247	156,029	(12,782)	(8.2)	299,389	317,222	(17,833)	(5.6)	10,685	11,585	(899)	(7.8)
Presort Letters	2,521,812	2,552,575	(30,763)	(1.2)	6,462,762	6,401,240	61,522	1.0	352,864	367,005	(14,141)	(3.9)
Presort Cards	134,204	142,910	(8,706)	(6.1)	515,220	538,747	(23,528)	(4.4)	4,208	4,399	(191)	(4.3)
Total Presort Letters and Cards	2,656,017	2,695,485	(39,468)	(1.5)	6,977,982	6,939,987	37,995	0.5	357,072	371,404	(14,332)	(3.9)
Flats	138,343	138,095	248	0.2	109,319	105,067	4,252	4.0	22,187	22,486	(299)	(1.3)
Parcels	10,081	10,780	(698)	(6.5)	3,150	3,690	(540)	(14.6)	821	919	(99)	(10.7)
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	12	(12)	(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	2,947,688	3,000,400	(52,712)	(1.8)	7,389,840	7,365,967	23,874	0.3	390,766	406,395	(15,629)	(3.8)
Standard Mail:												
High Density and Saturation Letters	261,332	248,605	12,727	5.1	1,690,455	1,580,448	110,007	7.0	56,091	64,175	(8,084)	(12.6)
High Density and Saturation Flats & Parcels	494,898	500,702	(5,803)	(1.2)	2,727,145	2,718,818	8,327	0.3	509,681	489,805	19,876	4.1
Carrier Route	376,574	477,923	(101,348)	(21.2)	1,402,695	1,731,174	(328,479)	(19.0)	297,229	375,257	(78,027)	(20.8)
Letters	2,227,415	2,245,910	(18,495)	(0.8)	10,436,246	10,173,560	262,686	2.6	515,877	499,832	16,045	3.2
Flats	512,267	462,899	49,368	10.7	1,342,667	1,098,471	244,196	22.2	330,668	282,424	48,244	17.1
Parcels	14,361	16,781	(2,420)	(14.4)	12,094	14,998	(2,904)	(19.4)	4,641	5,780	(1,140)	(19.7)
Every Door Direct Mail Retail	36,997	38,704	(1,707)	(4.4)	209,260	214,624	(5,364)	(2.5)	26,542	27,223	(680)	(2.5)
Domestic Negotiated Serv. Agreement Mail	13,779	12,555	1,223	9.7	56,094	50,669	5,425	10.7	11,692	10,150	1,542	15.2
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	80	(80)	(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	3,937,623	4,004,158	(66,534)	(1.7)	17,876,655	17,582,761	293,894	1.7	1,752,421	1,754,646	(2,225)	(0.1)
Periodicals Mail:												
In-County	15,496	16,740	(1,244)	(7.4)	138,563	145,949	(7,385)	(5.1)	38,922	41,598	(2,676)	(6.4)
Outside County	352,503	380,121	(27,618)	(7.3)	1,288,692	1,338,322	(49,631)	(3.7)	474,044	492,919	(18,875)	(3.8)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	367,999	396,861	(28,862)	(7.3)	1,427,255	1,484,271	(57,016)	(3.8)	512,966	534,517	(21,551)	(4.0)
Package Services Mail:												
Alaska Bypass	7,845	8,229	(384)	(4.7)	307	313	(6)	(2.1)	20,668	21,128	(459)	(2.2)
Inbound Intl. Surface Parcel Post (at UPU Rate:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	43,485	45,715	(2,229)	(4.9)	56,215	56,267	(52)	(0.1)	89,532	91,510	(1,978)	(2.2)
Bound Printed Matter Parcels	55,544	56,915	(1,371)	(2.4)	50,772	47,095	3,677	7.8	106,594	111,722	(5,129)	(4.6)
Media and Library Mail	6,086	7,027	(942)	(13.4)	1,830	1,938	(108)	(5.6)	4,443	5,610	(1,167)	(20.8)
Package Services Mail Fees	0	157	(157)	(100.0)	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	112,959	118,043	(5,084)	(4.3)	109,123	105,613	3,510	3.3	221,237	229,970	(8,734)	(3.8)

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2016 (Apr. 1, 2016-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent
Total Competitive Mail	1,497,800	1,156,629	341,171	29.5	649,752	561,680	88,071	15.7	1,298,664	948,676	349,989	36.9

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2016 (Apr. 1, 2016-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent
Total Competitive Revenue	1,497,800	1,156,629	341,171	29.5	649,752	561,680	88,071	15.7	1,298,664	948,676	349,989	36.9

**TABLE 3-E
PERMIT IMPRINT MAIL
MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent
First-Class Mail:												
Single-Piece Letters	422,927	442,729	(19,802)	(4.5)	837,445	871,809	(34,363)	(3.9)	32,805	34,492	(1,687)	(4.9)
Single-Piece Cards	30,863	33,036	(2,173)	(6.6)	88,798	96,867	(8,068)	(8.3)	635	691	(56)	(8.1)
Total Single-Piece Letters and Cards	453,790	475,765	(21,975)	(4.6)	926,244	968,675	(42,431)	(4.4)	33,439	35,182	(1,743)	(5.0)
Presort Letters	8,205,341	7,974,774	230,568	2.9	20,493,807	20,109,219	384,587	1.9	1,154,091	1,149,557	4,534	0.4
Presort Cards	437,289	423,728	13,562	3.2	1,635,435	1,608,564	26,871	1.7	13,358	13,135	223	1.7
Total Presort Letters and Cards	8,642,631	8,398,501	244,129	2.9	22,129,242	21,717,784	411,458	1.9	1,167,449	1,162,692	4,757	0.4
Flats	473,683	462,239	11,445	2.5	361,749	361,071	678	0.2	76,755	76,769	(14)	(0.0)
Parcels	29,288	32,029	(2,740)	(8.6)	9,220	11,421	(2,200)	(19.3)	2,402	2,828	(427)	(15.1)
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	277	(277)	(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	9,599,393	9,368,812	230,581	2.5	23,426,456	23,058,951	367,504	1.6	1,280,045	1,277,471	2,574	0.2
Standard Mail:												
High Density and Saturation Letters	808,591	741,268	67,323	9.1	5,125,243	4,774,864	350,379	7.3	195,056	194,522	534	0.3
High Density and Saturation Flats & Parcels	1,517,023	1,562,738	(45,715)	(2.9)	8,237,947	8,554,463	(316,516)	(3.7)	1,507,720	1,515,415	(7,696)	(0.5)
Carrier Route	1,399,155	1,838,900	(439,745)	(23.9)	5,044,153	6,727,087	(1,682,935)	(25.0)	1,109,732	1,437,884	(328,151)	(22.8)
Letters	7,136,952	7,048,332	88,620	1.3	32,720,667	32,318,459	402,208	1.2	1,640,774	1,616,873	23,902	1.5
Flats	1,814,567	1,506,895	307,672	20.4	4,670,575	3,569,853	1,100,722	30.8	1,176,326	916,912	259,414	28.3
Parcels	43,880	52,927	(9,046)	(17.1)	35,357	47,855	(12,498)	(26.1)	13,637	18,143	(4,506)	(24.8)
Every Door Direct Mail Retail	112,318	113,120	(802)	(0.7)	620,847	639,856	(19,009)	(3.0)	78,748	81,159	(2,411)	(3.0)
Domestic Negotiated Serv. Agreement Mail	45,187	41,672	3,514	8.4	192,856	180,151	12,705	7.1	39,406	35,247	4,159	11.8
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	438	(438)	(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	12,877,672	12,906,290	(28,618)	(0.2)	56,647,646	56,812,589	(164,943)	(0.3)	5,761,399	5,816,155	(54,756)	(0.9)
Periodicals Mail:												
In-County	46,568	49,578	(3,010)	(6.1)	403,932	429,550	(25,618)	(6.0)	114,182	124,679	(10,497)	(8.4)
Outside County	1,099,959	1,147,335	(47,375)	(4.1)	3,812,473	4,008,913	(196,440)	(4.9)	1,428,172	1,517,183	(89,011)	(5.9)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	1,146,527	1,196,912	(50,385)	(4.2)	4,216,405	4,438,463	(222,058)	(5.0)	1,542,354	1,641,862	(99,508)	(6.1)
Package Services Mail:												
Alaska Bypass	24,954	24,868	87	0.3	948	951	(2)	(0.3)	63,899	64,102	(203)	(0.3)
Inbound Intl. Surface Parcel Post (at UPU Rate:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	159,090	160,161	(1,071)	(0.7)	200,330	196,652	3,679	1.9	321,010	315,281	5,729	1.8
Bound Printed Matter Parcels	210,188	205,261	4,927	2.4	179,529	165,373	14,156	8.6	410,205	406,769	3,435	0.8
Media and Library Mail	19,313	22,113	(2,799)	(12.7)	5,493	6,042	(549)	(9.1)	14,022	17,794	(3,772)	(21.2)
Package Services Mail Fees	0	558	(558)	(100.0)	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	413,546	412,960	586	0.1	386,300	369,017	17,283	4.7	809,135	803,947	5,188	0.6

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent
Total Competitive Mail	4,602,813	3,662,216	940,596	25.7	2,058,936	1,769,386	289,550	16.4	4,171,996	3,059,559	1,112,437	36.4

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent
Total Competitive Revenue	4,602,813	3,662,216	940,596	25.7	2,058,936	1,769,386	289,550	16.4	4,171,996	3,059,559	1,112,437	36.4

**TABLE 3-F
OTHER INDICIA MAIL*
MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2016 (Apr. 1, 2016-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	Percent
First-Class Mail:												
Single-Piece Letters	2,375	2,687	(312)	(11.6)	4,748	5,122	(373)	(7.3)	179	199	(21)	(10.3)
Single-Piece Cards	59	47	11	24.0	165	133	32	23.9	1	1	0	23.9
Total Single-Piece Letters and Cards	2,434	2,735	(301)	(11.0)	4,913	5,255	(341)	(6.5)	180	200	(20)	(10.2)
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	821	1,472	(651)	(44.2)	540	545	(5)	(1.0)	101	148	(47)	(31.9)
Parcels	685	1,258	(573)	(45.6)	204	257	(53)	(20.5)	84	99	(14)	(14.3)
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	162	(162)	(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	3,940	5,626	(1,687)	(30.0)	5,658	6,057	(399)	(6.6)	365	446	(81)	(18.3)
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
Inbound Intl. 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
Inbound Intl. Surface Parcel Post (at UPU Rate:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	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	25	63	(37)	(59.5)	7	14	(7)	(53.0)	21	20	1	2.9
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	25	63	(37)	(59.5)	7	14	(7)	(53.0)	21	20	1	2.9

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2016 (Apr. 1, 2016-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent
Total Competitive Mail	1,426	1,922	(496)	(25.8)	180	239	(59)	(24.5)	336	495	(159)	(32.2)

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2016 (Apr. 1, 2016-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent
Total Competitive Revenue	1,426	1,922	(496)	(25.8)	180	239	(59)	(24.5)	336	495	(159)	(32.2)

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2016 (Apr. 1, 2016-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	5,391	7,611	(2,220)	(29.2)	118,198	97,193	21,005	21.6	32,157	32,103	55	0.2
Total All Services	599	1,945	(1,345)	(69.2)	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	5,990	9,556	(3,565)	(37.3)	118,198	97,193	21,005	21.6	32,157	32,103	55	0.2
Total All Other Revenue												
Total All Revenue	5,990	9,556	(3,565)	(37.3)								

**TABLE 3-F
OTHER INDICIA MAIL
MARKET DOMINANT PRODUCTS**

**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent
First-Class Mail:												
Single-Piece Letters	8,424	8,157	268	3.3	15,800	15,930	(130)	(0.8)	584	599	(15)	(2.5)
Single-Piece Cards	301	164	137	83.7	847	426	421	98.9	5	3	3	98.9
Total Single-Piece Letters and Cards	8,725	8,321	405	4.9	16,647	16,356	291	1.8	590	602	(12)	(2.1)
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	3,099	3,900	(801)	(20.5)	1,694	1,820	(126)	(6.9)	459	552	(93)	(16.9)
Parcels	2,692	2,843	(151)	(5.3)	792	787	6	0.7	303	289	14	4.9
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	441	(441)	(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	14,517	15,504	(987)	(6.4)	19,134	18,963	171	0.9	1,351	1,443	(92)	(6.3)
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
Inbound Intl. 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
Inbound Intl. Surface Parcel Post (at UPU Rate:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	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	428	125	303	242.0	143	33	110	334.1	132	55	77	140.7
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	428	125	303	242.0	143	33	110	334.1	132	55	77	140.7

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent	FY 2016	FY 2015	FY 2016 over FY 2015 Amount	FY 2016 over FY 2015 Percent
Total Competitive Mail	6,211	6,985	(774)	(11.1)	768	858	(90)	(10.5)	1,411	2,021	(610)	(30.2)

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2016 (Oct. 1, 2015-Jun. 30, 2016) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2015
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent	FY 2016	FY 2015	Amount	Percent
Total Competitive Revenue	6,211	6,985	(774)	(11.1)	768	858	(90)	(10.5)	1,411	2,021	(610)	(30.2)

