



6<sup>th</sup> January 2015

## **Royal Mail Wholesale**

2<sup>nd</sup> Floor  
185 Farringdon Road  
London  
EC1A 1AA

### **PRICE CHANGES FOR THE CONDITION 9 ACCESS AGREEMENT CHANGES AFFECTING STANDARD AND PREMIUM C9 AGREEMENTS**

Dear Customer,

We announced, today, the new Access prices for the Condition 9 Access Agreements that will come into effect from the **30 March 2015**.

As has been published and widely discussed with all Access customers since October 2014, the Condition 9 Access prices are changing in line with the price changes made to the Access Letters Contract, however the price differential that exists between the Condition 9 Access Agreement and the Access Letters Contract is changing to 5% to better reflect the commercial value of the Access Letters Contract.

This letter summarises the key prices changes to be made. Full details of the Condition 9 Access prices can be found on our website, [www.royalmailwholesale.com](http://www.royalmailwholesale.com)

The lowest price increases will be for items posted under the Royal Mail Advertising Mail® service which we wish to encourage more use of by increasing the discount to 4.36p per Letter item and 6.93p per Large Letter item.

#### **Driving Innovation**

Our £70 million investment in Royal Mail Mailmark®, our new barcoded product which offers online reporting, means that our customers now have access to data on the quantity, performance and predicted delivery of their mail as well as supply chain insight and item level error reporting. We are committed to helping as many customers as possible make the transition to Mailmark technology. We are offering mail producers support in setting up the new technology in their production processes via our £0.5 million "Investment in Change" programme. We also wish to encourage more customers to switch to Mailmark by offering the lowest machineable prices for Mailmark postings. From the 30 March 2015, we are introducing a price differential of 1% (0.2p per item) between Mailmark and CBC. This differential is likely to increase in future years.

In 2015, we will be making further investments in the machine processing of Large Letters which will result in beneficial specification changes for Large Letter machineable services, namely: for OCR mail, an increase in the allowance of the 20mm poly overhang to 30mm; a reduction in the minimum OCR size; the cessation of the application of the white barcoded labels by our machines; and, a specification for open, unwrapped mail.

#### **Driving Efficiency**

The use of trays enhances mail hygiene, and they are the lowest cost/ most efficient container for Letters and Large Letters (up to 10mm thick). We want more mail in trays and are therefore

increasing the discount customers receive for presenting mail in trays. The discount for items presented in trays will be 0.25p per Letter item and 0.4p per Large Letter item, when compared to the same items being presented in bags.


### **Other Charges**

Please note that due to our system restrictions, some “other charges” will experience invoice discrepancies between 5 January and 29 March 2015 that will require off-system pricing adjustments to be applied retrospectively. The charges affected are for Letter and Large Letter formats of Missort items, Ineligible items, Mis-delivered items and the Mail Centre Collection charge. Any adjustments will appear on your invoices as “J” docket.

The table in Annex A identifies the material codes affected and the price differences to be applied.

Please go to [www.royalmailwholesale.com](http://www.royalmailwholesale.com) for full details of all prices.

Yours sincerely,

A handwritten signature in black ink that reads "Luisa Fulci". The signature is written in a cursive, flowing style.

**Luisa Fulci**  
Regulated Products Director  
Consumer and Network Access

## ANNEX A

### Price Adjustments to “Other Charges” from 5 January to 29 March 2015

Please note that a positive price difference will be charged to you and a negative price difference will be refunded to you.

	Access Item Refund		MC visit charge		Missort Item Processing charge		Missort Item Return charge		Each item in the Mis-delivered Container charge	
	Material Code	Price difference	Material Code	Price difference	Material Code	Price difference	Material Code	Price difference	Material Code	Price difference
Missort Letter	DCX	+0.94 p	ZFO	-5 p	DSS	-0.98 p	DRC	-0.94 p	-	-
Missort Large Letter	DCY	+0.69 p	ZFO	-5 p	DST	-1.85 p	DRD	-0.94 p	-	-
Ineligible Item Letter	DRO	+0.94 p	DRQ	-5 p	DC6	-0.98 p	DY9	-0.94 p	-	-
Ineligible Item Large Letter	DRN	+0.69 p	DRQ	-5 p	DC7	-1.85 p	DTQ	-0.94 p	-	-
Mis-delivered Letter	-	-	-	-	-	-	-	-	DR3	-0.98 p
Mis-delivered Letter Vatable	-	-	-	-	-	-	-	-	DY5	-0.98 p
Mis-delivered Large Letter	-	-	-	-	-	-	-	-	DR4	-1.85 p
Mis-delivered Large Letter Vatable	-	-	-	-	-	-	-	-	DY4	-1.85 p