



07<sup>th</sup> January 2009

Philip Groves  
Postcomm  
Hercules House  
6 Hercules Road  
LONDON  
SE1 7DB

Mark Waples  
1<sup>st</sup> Floor  
Royal Mail Letters Centre  
35-50 Rathbone Place  
LONDON  
W1T 1HQ  
[mark.waples@royalmail.com](mailto:mark.waples@royalmail.com)

Copied for information to:

Ruth Heller  
Postcomm  
Hercules House  
6 Hercules Road  
LONDON  
SE1 7DB

Nigel Woods & Cem Suleyman  
Consumer Focus  
4<sup>th</sup> floor  
Artillery House  
Artillery Row  
LONDON  
SW1P 1RT

**CONDITION 7 NOTIFICATION:  
Changes to the Sustainable Mail pricing structure**

Dear Philip,

Further to my letter on 23<sup>rd</sup> December 2008 regarding the launch of Sustainable Mail, I am writing to formally notify you of a change to the Sustainable Mail prices. These changes are necessary to be absolutely certain that the headroom between Sustainable Mail and its access equivalent – Responsible Mail – is greater than the minimum headroom between the equivalent Mailsort service and standard access services as per Condition 21(5b).

Appendix A contains the amended pricing structure for Sustainable Mail. The changes are made to the Sustainable Mailsort 1400 residue prices. All other prices remain the same.

A copy of this letter has been sent to Consumer Focus and will be published on Royal Mail's website within four working days.

Yours sincerely,

Mark Waples  
Head of Regulation and Compliance

Cont...

Appendix A: The amended pricing structure for Sustainable Mail in April 2009

Table 1 Sustainable Mail Entry Level pricing structure

	Mailsort 120 & 700		Mailsort 1400	
	Direct	Residue	Direct	Residue
Letter 0-100g	2.00%	2.00%	2.00%	1.90%
Large Letter 0 - 100g	n/a	n/a	1.60%	1.45%
Large Letter 101 - 250g	n/a	n/a	1.20%	1.05%
Large Letter 251 - 750g	n/a	n/a	1.20%	1.05%

Table 2 Sustainable Mail Intermediate Level pricing structure

	Mailsort 120 & 700		Mailsort 1400	
	Direct	Residue	Direct	Residue
Letter 0-100g	4.70%	4.70%	4.70%	4.50%
Large Letter 0 - 100g	n/a	n/a	3.75%	3.45%
Large Letter 101 - 250g	n/a	n/a	2.80%	2.55%
Large Letter 251 - 750g	n/a	n/a	2.80%	2.55%