



14th March 2011

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Copied for information to:

Nigel Woods & Natasha Dare  
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LONDON  
SW1P 1RT

### **CONDITION 7 NOTIFICATION:**

Royal Mail's 2011 Tariff including Menu Based Offers

Dear Philip,

Further to our letter dated 17<sup>th</sup> December I am writing to formally notify you, under Condition 7 of Royal Mail's Licence, of the new business prices that will take effect from 9<sup>th</sup> of May 2011.

In recent years, Royal Mail notified April price changes by the end of the preceding December. Some prices, including those relating to all products bought using the stamp or meter payment channels, were notified in December 2010 to take effect on 4<sup>th</sup> April 2011. This notification, of the remaining business mail prices, follows on from the publication of Royal Mail Wholesale's prices. Annex A contains a brief reminder of the 2011 notification timetable.

Price details, for the majority of services, can be found on a dedicated page of Royal Mail's website at [www.royalmail.com/prices2011](http://www.royalmail.com/prices2011). mailmedia<sup>®</sup> prices are contained within a separate pricing calculator that is currently being updated and will be published in the next few days. In order to comply with Condition 7 price change details are contained within Annex B.

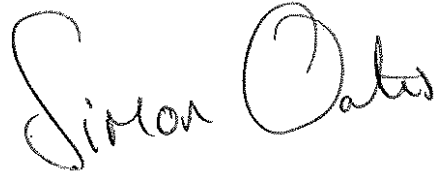
#### **Menu Based Offers for fulfilment services**

On Monday 9<sup>th</sup> May, in response to customer demand and intense competition, Royal Mail will launch the first stage of a Menu Based Offer (MBO) for our fulfilment customers. Prices for Royal Mail Tracked and Special Delivery are now contained within a new pricing calculator that will give customers improved service flexibility and choice. Details are notified alongside this letter and all documents will be published on Royal Mail's website within 4 working days. Further detail on Menu Based Offers can be found on a dedicated [MBO page](#).

Cont...

A copy of this letter and all attachments have been sent to Consumer Focus.

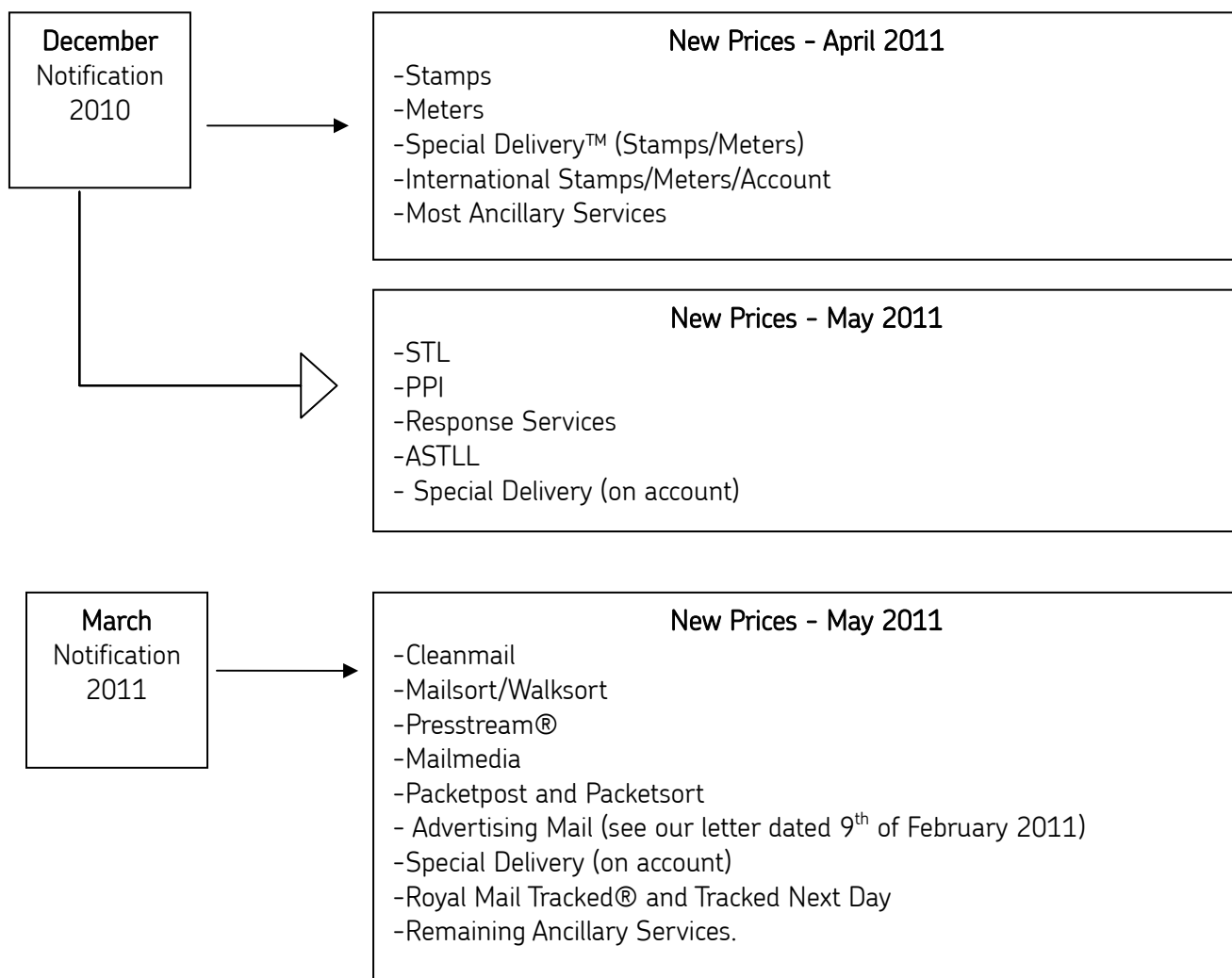
Yours sincerely,

A handwritten signature in black ink that reads "Simon Oates". The signature is written in a cursive style with a large, prominent 'S' and 'O'.

Simon Oates  
Director of Regulatory Strategy

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**Annex A – High Level Tariff Summary 2011<sup>1</sup>**



<sup>1</sup> Please note this is a high level summary further explanation and detail can be found in the attached document.

Cont...

Annex B - Mailmedia Price Changes from May 9th 2011

	Premier	Standard	Economy
mailmedia Letters	13%	9%	
mailmedia Plus Letters	16%	18%	18%
mailmedia Creative Letters	15%	1%	4%
mailmedia Creative Large Letters	13%	5%	7%
mailmedia Creative A3 Packets	16%	12%	16%