



18th September 2008

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CONDITION 7 NOTIFICATION:

- 1. New prices for Royal Mail Tracked™**
- 2. Increase in notice period for quarterly price reviews**
- 3. Extension of the Alternative Delivery Specification to Mailsort 3 1400**

Dear Philip,

I am writing to formally notify you, under Condition 7 of Royal Mail's licence, that on 18th December 2008 Royal Mail will be making a number of changes.

1. A new tariff for Royal Mail Tracked™ will take effect. The published Royal Mail Tracked™ pricing calculator now has the option to select the new 18th December 2008 tariff. It can be found by following the links on the Royal Mail Tracked product page of [Royal Mail's website](#).
2. The notice period of price changes that follow the quarterly sampling process will increase from 7 working days to 30 days. This will give customers a greater period of time to review their posting profile, update their records and adjust their sales orders. This brings Royal Mail Tracked into line with Packetpost Flat Rate sampling.
3. The ability to add the Alternative Delivery Specification (ADS) option will be extended to Mailsort 3 1400.

Royal Mail would like to make these changes earlier than 18th December 2008 as they are beneficial but acknowledge that Royal Mail's Licence, specifically Condition 7 requires a pre-deployment period of 3 months.

Cont...

Changes will be made to all relevant publications (such as product literature and websites) prior to them being deployed and details of these changes will be communicated to customers in due course.

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

Yours sincerely,

A handwritten signature in black ink that reads "M Waples". The signature is written in a cursive style with a large, stylized 'M'.

Mark Waples
Regulation & Commercial Policy Manager