



8 March 2007

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SE1 7DB

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**CONDITION 7 NOTIFICATION: Amendments to CHORUS**  
Formally referred to as Royal Mail's International Wholesaler scheme

Dear Derek,

I am writing to formally notify you, under Condition 7 of Royal Mail's Licence, of changes to CHORUS (formally referred to as Royal Mail's International Wholesaler scheme); the scheme that commenced on 1<sup>st</sup> October 2006. The changes are as follows:

1. All companies wishing who apply to join the scheme will be entitled to 4% discount from date of joining regardless of their previous financial spend with Royal Mail on qualifying international services.
2. All customers spend will be monitored monthly and should this entitle them to a higher level of discount, this will be applied immediately rather than clients having to wait until the end of their quarterly review period.
3. Customers, who after the period of a quarter, fail to achieve the minimum spend threshold will have their discount reduced to 0% but remain in the scheme. If after a further 3 months they do not reach the qualifying discount level then their membership will be terminated.

These changes will be published on Royal Mail's International Wholesaler website within two weeks and will take effect from Monday 11<sup>th</sup> June 2007.

Cont...

A copy of this letter has been sent to Postwatch.

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