

## New Royal Mail Postage Prices for April/May 2011

Royal Mail announced that the price of First and Second Class stamps for standard letters weighing up to 100g would rise to 46p and 36p respectively, from April 2011. The prices for ordinary meter and account mail, largely sent by small businesses, will increase to 39p and 28p respectively for standard letters weighing up to 100g (as from 9<sup>th</sup> May 2011).

As of the 4th April 2011 Royal Mail will be changing its prices for the following International Contract Products:

- International Letters Country Sort
- International Flats Country Sort
- International Packets Unsorted High Volume
- Destination Sort
- M-bags
- International Business Response

The new rates reflect a 6.8% price rise across the current traffic profile and have been driven by:

- Increases in international delivery costs, typically 3–4% but with some exceptions.
- Increases in conveyance costs especially on certain routes including Australia.
- A slight deterioration of the £ versus SDR exchange rate.
- Increases in fuel costs affecting both domestic and international conveyance.

## International Zones

As of 31st January 2011 Royal Mail added VAT to EU countries.

Highlighted below are the countries currently in the EU (as of 01/02/2011)

### European Union

<b>A - G</b>	<b>H - Z</b>
Austria	Holland Hungary
Belgium Bulgaria	Italy
Cyprus Czech Republic	Latvia Lithuania Luxembourg
Denmark	Malta
Eire Estonia	Poland Portugal
Finland France (inc Corsica and Monaco)	Romania
Germany Gibraltar Greece	Slovakia Slovenia Spain (including Canary Islands) Sweden

## Rest of Europe (Non EU)

A - G	H - P	R - Z
Albania Andorra Armenia Azerbaijan	Iceland	Norway
Belarus Bosnia Herzegovina	Kazakhstan Kosovo Kyrgyzstan	Russian Federation
Croatia	Liechtenstein	San Marino Serbia Switzerland
Georgia	Macedonia Moldova Montenegro Monaco	Turkey Ukraine Vatican City

Countries that are not listed fall into the '[Rest of the World](#)' category

## Royal Mail Services

Pricing Information available from 121 Direct Mail Limited for the following services:

### Services:

- Standard Tariff Letters
- Cleanmail
- Cleanmail Plus
- Cleanmail Advance
- Automated Standard Tariff Large Letter
- Packetpost
- Packetsort 8
- Mailsort 1400
- Mailsort 120
- Presstream (subject to Royal Mail approval, please allow up to a month to be initially approved)
- Walksort
- Presstream Walksort (subject to Royal Mail approval, please allow up to a month to be initially approved)
- Mailsort 1400 – Admail
- Mailsort 70 – Admail
- Mailsort 120 – Admail

**\*\*New for June 2011\*\***

We are pleased to announce that from 27th June 2011 Royal Mail will now be able to accept Mailsort®1400 mailings sent using Mailsort® 2 & 3 in trays (It is not available with Mailsort 1 1400)

The key benefits are:-

- More efficient
- Available with Letter and Large Letter Formats
- Available with Mailsort 2 and 3 1400

**\*\*\*IMPORTANT INFORMATION REGARDING BAR CODING\*\*\***

Royal Mail have made some improvements to their Customer Barcode services ensuring that they process your mailings quicker and more efficiently.

Technical information specific to those products, and to explain what actions need to happen in order that you can continue to use this service ahead of **31st October 2011**.

**Which Royal Mail CBC products are affected?**

**Mailsort® 70**  
**Mailsort® 120**  
**Advertising Mail™ 70**  
**Advertising Mail™ 120**  
**Cleanmail®**  
**Cleanmail Plus™**

**What makes up a Customer Barcode?**

A Customer barcode uses a font, which has four bars for each letter or number – this is why it is known as ‘four state barcode’. The barcode itself has

- An open bracket which is the ‘start bar’
- The outward Postcode
- The inward Postcode
- A Delivery Point Suffix
- A checksum character
- A close bracket which is the ‘stop bar’.

e.g. (WC1V7AB1A2) 

**What is a checksum?**

This provides a means of error detection and correction and is a valid character that is formulated using a simple algorithm. The Checksum algorithm is only performed on the main data characters contained in the code, not the Start and Stop bars. The checksum data is available in the Postcode Information File™ (PIF™) which is available from the Royal Mail Address Management Unit or alternatively, the means of calculating this is shown in detail in the Mailsort User Guide.

## What is a Delivery Point Suffix (DPS)?

A DPS is an essential part of any customer barcode used in a CBC mailing and, depending on the product chosen; customers have the option of 'accurate' or 'default'.

An 'accurate' DPS represents the house / premise number or name which is stored on the Postcode Address File® (PAF®) and Postcode Information File™ (PIF™) as one numeric and one alpha reference. As a general rule, postcodes can have an average of 15 delivery points sharing the same code therefore, each house or premise has a unique DPS specific to that address. See examples below.

A 'default' DPS also consists of one numeric and one alpha character and is only ever one of the following five combinations: 9U, 9W, 9X, 9Y or 9Z as these are not used in PAF®.

As a minimum, when customers are using CBC products, 90% of the mailing (or 95% for Cleanmail Plus and Sustainable Mail Intermediate) **must have accurate DPS included in the barcodes**. The remainder can be 'default' codes.

In order to have a DPS code appended to your database it must have been run through a PAF cleaning program. If you need any information or costs involved please contact us to discuss.

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**As the entry criteria vary across the range of services, prices will naturally only be calculated for those services for which a *mailing qualifies*.**