

METER NEWS

Issue Number 195a Jan 2017

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Editorial

Please read the editorial in Issue MN 193.

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Manufacturer News - Pitney Bowes

In January, Pitney Bowes re-branded their Connect+ model as the 'SendPro P1500'.



Pitney Bowes - SendPro P1500

Acknowledgements

My thanks this month go to Peter Huss, Duncan James, Jan Lannoye, Peter Mantell, Robert Rowe and Roy Richardson for their reports, communications or contributions.

Latest Numbers

Below is the list of 'latest numbers' as at the end of January 2017 – with updates shown in red. In the list below, the part of the serial number that directly relates to the model is underlined. Entries with hyphen separators in the date indicate 'Design J' (matrix) format.

Frama (UK)

Matrix F2, F4, F6	<u>F1004166</u>	14.10.16	See MN 192
Matrix F12 etc.	<u>FR2003280</u>	19-12-16	See MN 194

Francotyp-Postalia

Centormail 240/300	<u>FC5110738</u>	15-12-16	See MN 194
PostBase Qi3/4/6/9	<u>FP6117075</u>	15-12-16	See MN 194
PostBase Mini	<u>FP7117926</u>	11-10-16	See MN 193

Neopost

IS-330	<u>N1053555</u>	19.08.16	See MN 190
IS-350	<u>N1183127</u>	05.12.16	See MN 194
Various upgraded	<u>N1240763</u>	15.06.16	See MN 188
IN-360 / IS-280c	<u>NE6011219?</u>	05-11-16	See MN 193
IS-420c / 440c	<u>NE8012566</u>	31-01-17	Reported by PM
IN-600	<u>NE8501374</u>	30-01-17	Reported by PM
IN-700 / IS-6000c	<u>NE9000625</u>	10-01-17	Reported by PM

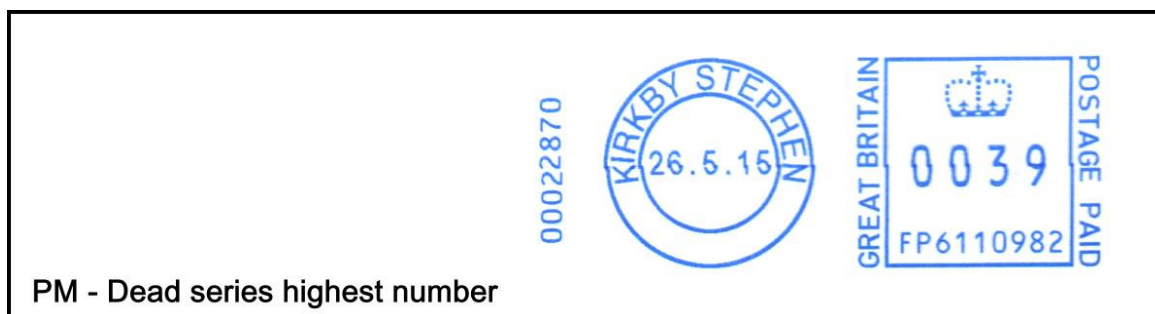
Pitney Bowes

DM160i/220i	<u>PB180388</u>	13-01-17	Reported by PM
DM60 (model K722)	<u>PB2023142</u>	01-12-16	See MN 194
DM50, 55	<u>PB314183</u>	04.01.17	Reported by PM
DM50, 55	<u>PB368735</u>	11.04.16	See MN 188
SendPro P1500	<u>PB5575645</u>	30-12-16	Reported by PM
Connect+ 10FC etc.	<u>PB558222</u>	19-10-16	See MN 192
DM 400, 450, 475	<u>PB621008</u>	19.01.17	Reported by DJ
DM 400, 450, 475	<u>PB6628366</u>	13-12-16	See MN 194
DM 110i	<u>PB885676</u>	14.12.16	See MN 194

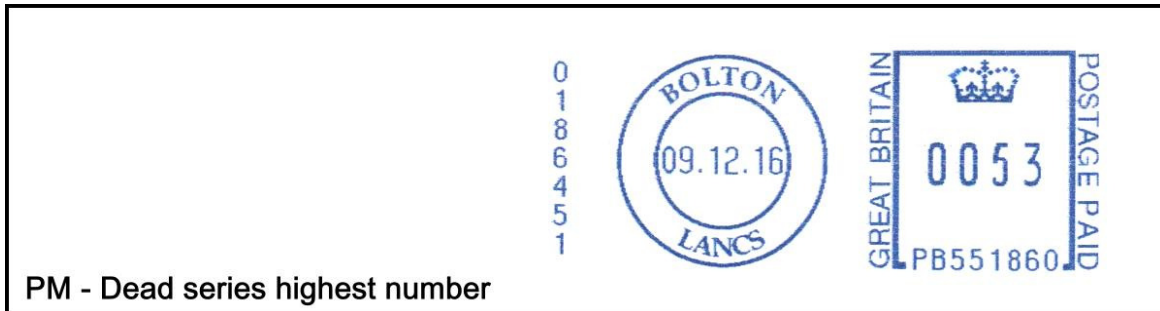
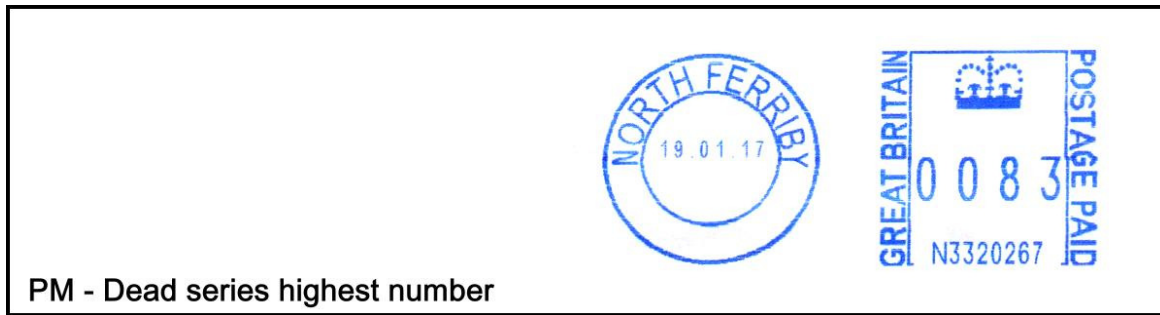
Advanced Mail Codes

AAGX-JZ	NE8009481	24-02-16	See MN 186
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Dead Series Update

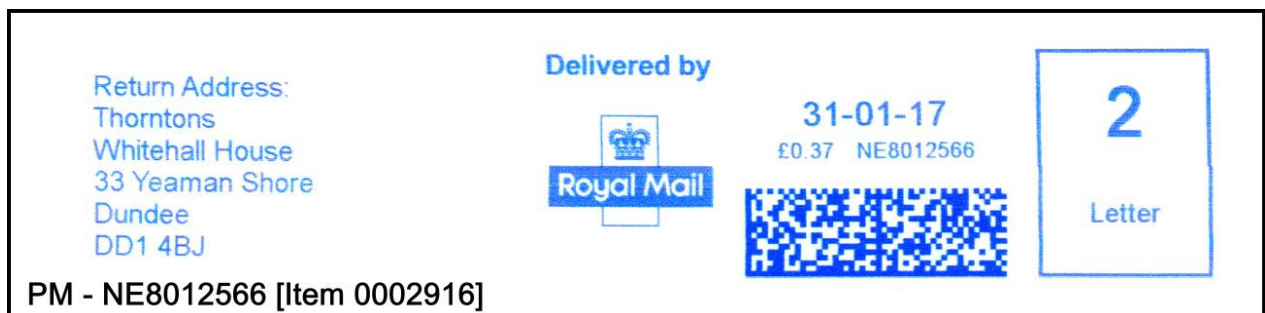


Dead Series Update continued



Latest Number Images

Contributor's initials and other details are shown in the bottom left of each image.



Latest Number Images continued

Delivered by

13-01-17
£0.51 PB180388





1

Letter

PM - PB180388 [Item 0000776]

06
00
06
0F
06
84
79



GREAT BRITAIN

0040

POSTAGE PAID

PB314183

PM

RETURN ADDRESS:
University Of Dundee
Perth Road
Dundee
DD1 4HN

Delivered by

20-01-17
£3.07 PB5575645




1


Small Parcel

PM - PB5575645 [Item 0000925]

Campbell Dallas
Chartered Accountants

Return Address
15 Gladstone Place
Stirling FK8 2NN

08
0C
03
01
00
59
15



GREAT BRITAIN

0094

POSTAGE PAID

PB621008

DJ

AQUITAS LEGAL
Multi Award Winning Personal Injury Specialists

Return Address
11th Floor
Trafford House
Chester Road
Manchester, M32 0RS

Delivered by

25-01-17
£0.37 PB6628806




2

Letter

PM - PB6628806 [Item 0000643]

Analysis of new machines sold in 2016

Part 1 - 'Traditional' technology machines (Design H)

Manufacturer	Category	Model	Dec-16	Dec-15	Sales
Frama	Low/Mid vol.	Matrix F2 etc.	F1004166	F1004014	152
Neopost	Low volume	IS-330	N1053555	N1053359	196
Neopost	Low volume	IS-350	N1183127	N1182582	545
Neopost	High volume	Various upgraded	N1240763	N1240746	17
Pitney Bowes	Low volume	DM50, 55	PB313833	<i>See below</i>	1833
Pitney Bowes	Low volume	DM50, 55	PB368735	PB368265	470
Pitney Bowes	Low volume	DM 110i	PB885676	PB884225	1451
Pitney Bowes	Mid volume	DM 400, 450, 475	PB620832	PB620651	181
Total:					4845

Note that the FM265, FP611 (Design H), N30 and N33 series have been dropped from the table as these were relegated to the Dead series during 2016. The 'base figure' for the PB31 series is not known precisely (the lowest recorded is PB312039) but has been estimated as PB31200 for the purposes of this analysis.

Part 2 - 'SMART' technology machines (Design J)

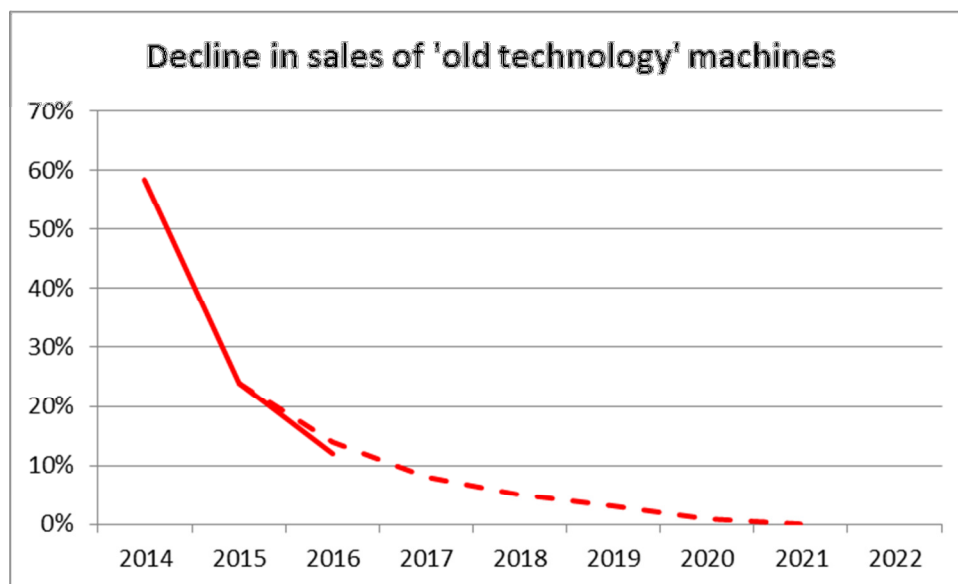
Manufacturer	Category	Model	Dec-16	Dec-15	Sales
Frama (UK)	Low/Mid vol.	Matrix F12 etc.	FR2003280	FR2001888	1392
F-Postalia	Low volume	Centormail	FC5110738	FC5110729	9
F-Postalia	Low volume	PostBase Qi3 etc.	FP6117075	FP6115262	1813
F-Postalia	Low volume	PostBase Mini	FP7117926	FP7111849	6077
Neopost	Low volume	IN-360 / IS-280c	NE6011219	NE6008102	3117
Neopost	Mid volume	IS-420c / 440c	NE8012382	NE8008809	3573
Neopost	Mid volume	IN-600	NE8501269	<i>New series</i>	1269
Neopost	Mid volume	IN-700 / IS-6000c	NE9000578	NE9000466	112
Pitney Bowes	Low volume	DM160i/220i	PB179211	PB174901	4310
Pitney Bowes	Low volume	DM60	PB2023142	PB2011321	11821
Pitney Bowes	High volume	Connect+	PB5575608	<i>See below</i>	358
Pitney Bowes	High volume	Connect+	PB558222	PB558027	195
Pitney Bowes	Mid volume	DM 400, 450, 475	PB6628366	PB6627562	804
Total:					34850

The 'base figure' for the (7-digit) PB5575 series is not known precisely (the lowest recorded is PB5575255) but has been estimated as PB5575250 for the purposes of this analysis.

The total number of machines sold in 2016 was, therefore, 39695 and the percentage of 'Traditional' technology machines was 12.2%. At some stage in the future, all new machines sold will have 'SMART' technology. Mailmark has now been around for nearly three years which allows us to estimate the percentage split between old and new technology machines entering the market over that period.

2016 Machine Sales Statistics continued

The graph below plots the decline in the proportion of old technology machines sold and attempts to predict future sales. The 2016 sales analysis above gives us our second 'real' data line on this graph and is shown as the solid red line. A year ago (on page 183-6) I predicted that the sales of old technology machines for 2016 would be 14% but the actual figure turns out to be 12%



The dotted red line is your editor's original prediction as to the likely tail-off of sales of 'old technology' machines over the next few years. If correct, this shows that, within four years, all new machines will have SMART technology fitted. However, old technology machines are likely to continue to be in use long after that - subject to any new Royal Mail regulations that may come into force at some stage, of course.

The following table shows the split in total UK sales volume between manufacturers.

Manufacturer	2016	2015	2014	2013	2012	2011	2010
Frama	1544	1215	1209	893	847	652	679
Francotyp-Postalia	7899	4120	3686	2414	3804	3832	1718
Neopost	8829	10882	12079	12230	13618	13277	10377
Pitney Bowes	21423	26160	29056	28523	28669	35163	23363
Total	39695	42377	46030	44060	46938	52924	36137

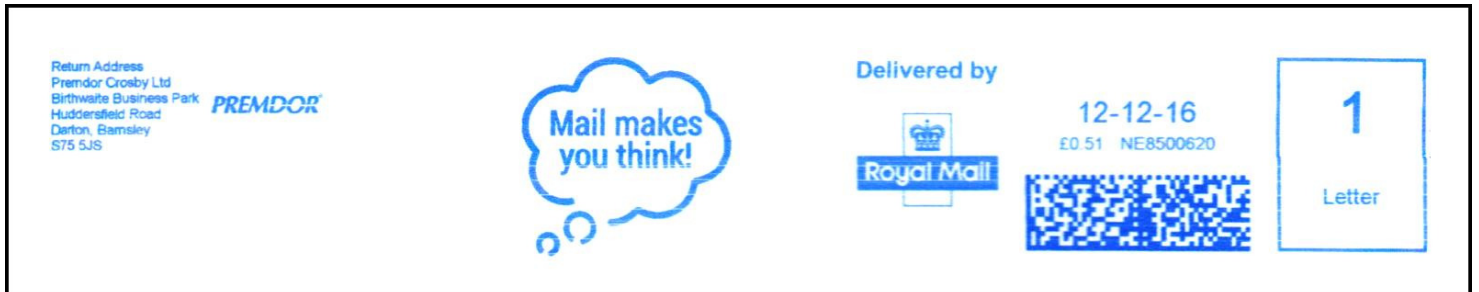
The following table shows the split in total UK sales as a percentage between manufacturers.

Manufacturer	2016	2015	2014	2013	2012	2011	2010
Frama	3.9%	2.9%	2.6%	2.0%	1.8%	1.2%	1.9%
Francotyp-Postalia	19.9%	9.7%	8.0%	5.0%	8.1%	7.2%	4.8%
Neopost	22.2%	25.7%	26.3%	27.8%	29.0%	25.1%	28.7%
Pitney Bowes	54.0%	61.7%	63.1%	65.0%	61.1%	66.5%	64.6%

Recent Interesting Items

From Peter Mantell

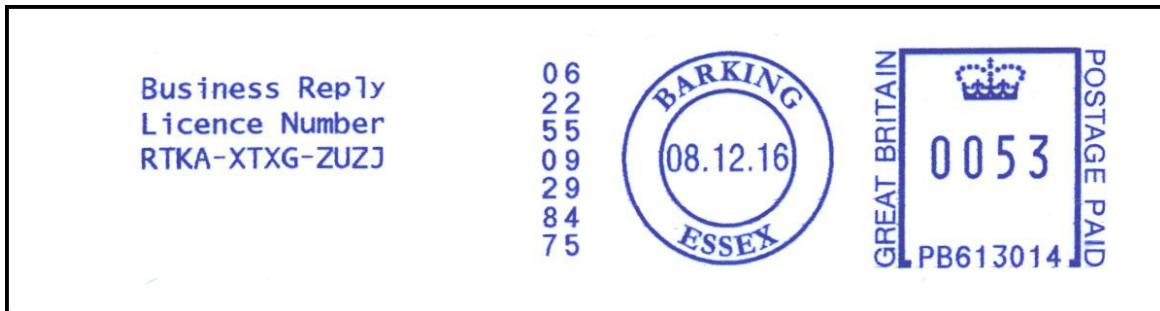
A number of these 'Mail makes you think!' slogans have been seen on the recently introduced 'NE85' series. It would seem highly likely, therefore, that these machines are being delivered with this slogan pre-loaded as a default message.



A new slogan from Neopost



Here is a Business Reply licence number included in the frank – is this a first?

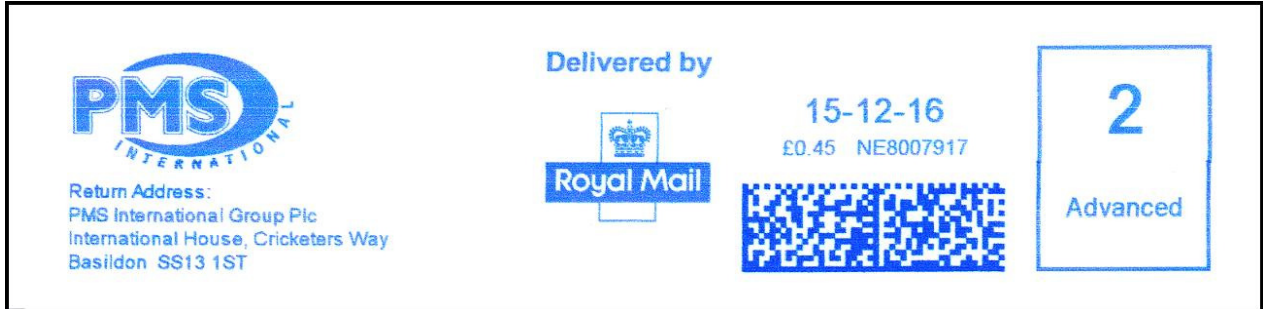


The following item has been franked '2 L Letter 250g' but also has an 'Advanced Mail' block (in error). The matrix block indicates 'Mail Type 0102', which aligns with the '2 L Letter 250g' rate.



Recent Interesting Items continued

This item has been franked at the '2 Advanced' rate but has no corresponding Advanced Mail Block showing. Normally the Advanced Mail block is only suppressed on '2 Advanced Letter' items.



From Duncan James



Coloured Slogans

From Peter Mantell



Mailmark News

Peter Mantell reports this 10.0Kg Special Delivery 1PM (£500 compensation) that has not been reported before.

There are three interesting things to note about this frank. Firstly, I think that £26.60 is the highest amount paid that we have ever reported for a meter frank in Meter News. Secondly, the Mail Type (decoded from the matrix block) shows a Mail Type of '0104' which is the same code as that previously reported for the 2000g weight – I was expecting '0105'. Thirdly, £26.60 is the same amount that would be paid by general customers over the counter and hence there appears to be no discount given for meter users, whereas the 2000g rated is discounted from £11.00 down to £10.40 – strange!



Duncan James reports a frank that was posted on Friday 20th January using Royal Mail's 'Saturday Guarantee' service. Your editor has seen a few Horizon labels showing this service being used but this is the first time that I have seen one on a meter frank. The cost for using this service (for a 100g item with £500 compensation) by a meter user is £10.44 compared with £6.20 for the 'normal' service.

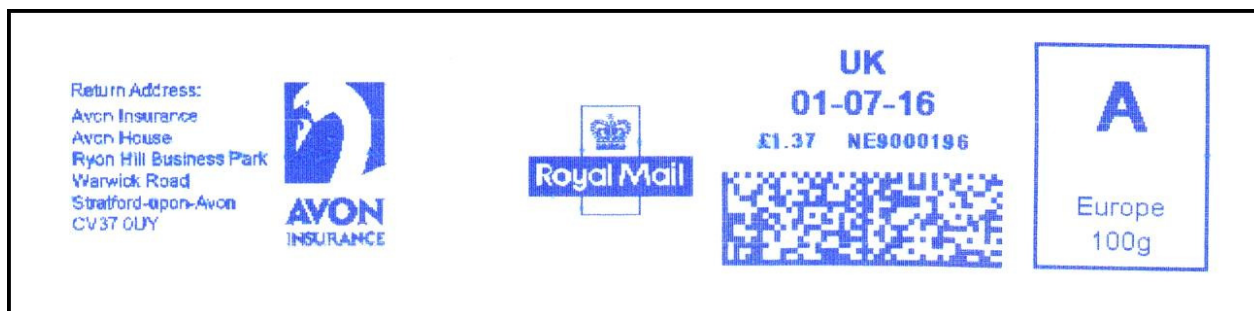


The above reports enable the 'Special Delivery' Ready Reckoner table to be updated as follows:

Tariff 8	Tariff 6	Tariff 3	Tariff 1	Interpretation	Class	Mail Type
£6.20	£6.20	£6.15	n/s	(SD) 1PM 100g (£500 comp.)	3	0100
£6.85	£6.85	n/s	n/s	(SD) 1PM 500g (£500 comp.)	3	0101
£10.40	£10.40	n/s	n/s	(SD) 1PM 2000g (£500 comp.)	3	0104
£10.44	n/s	n/s	n/s	(SD) 1PM 100g (Sat. Guarantee)	3	5105
£11.40	n/s	n/s	n/s	(SD) 1PM 2000g (£1000 comp.)	3	0108
n/s	n/s	n/s	£16.32	(SD) 9AM 100g (£50 comp.)	3	5000
£26.60	n/s	n/s	n/s	(SD) 1PM 10.0Kg (£500 comp.)	3	0104

Mailmark News

Peter Mantell has found these two 'Tariff 8' 20g and 100g items to Europe that have not been reported before.



The above reports enable the 'Europe' Ready Reckoner table to be updated as follows:

Tariff 8	Tariff 6	Tariff 3	Tariff 1	Interpretation	Class	Mail Type
-	-	-	£0.79	AIR Europe 10g	5	0001
£0.95	£0.90	£0.85	n/s	(L) A Europe 20g	6	6001
-	-	£1.33	n/s	(L) A Europe 60g	6	6002
£1.37	£1.37	-	-	(L) A Europe 100g	6	6002
n/s	£2.27	-	-	(LL) A Europe 100g	6	6201
n/s	n/s	£3.35	n/s	(Small Parcel) A Europe 100g	6	6032
n/s	£3.43	-	-	(LL) A Europe 250g	6	6202
£5.25	n/s	n/s	n/s	(Small Parcel) A Europe 500g	6	6501
n/s	£9.49	n/s	n/s	ITS Europe 500g	6	6522

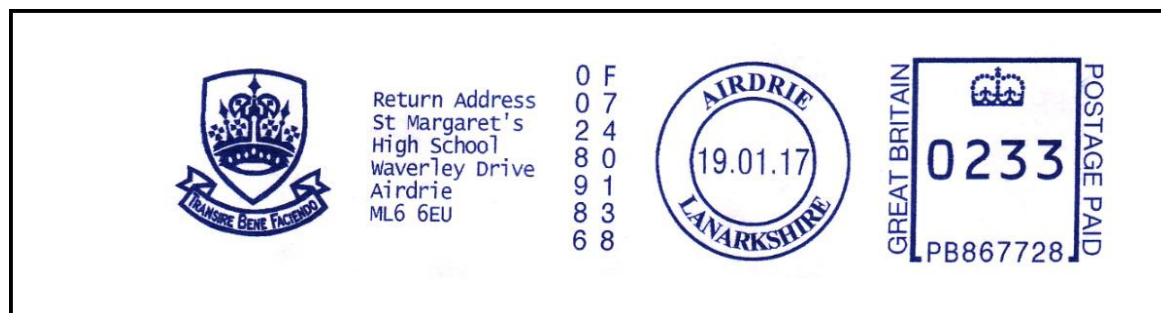
Overseas News

From Peter Huss



Meter Thematics

From Duncan James



From your editor



My Meter Thematic of the Month comes from Peter Mantell and depicts the restored Vulcan bomber XH558 – wow!

Sadly, it is no longer flying but alongside is a photo taken by your editor on 11th October 2015 at Farnborough on its South of England farewell tour.

