## Appendix A

Royal Mail Products	2015 Volumes	2015 Prices	<b>2015</b> Costs	2016 Standard Franking Prices	<b>2016 Costs</b>	2016 MailMark Franking Prices	2016 MailMark Costs	2016 Whistl Prices	2016 Post Costs
1st Class Letter	32916	£0.52	£17,116.32	£0.53	£17,445.48	£0.51	£16,787.16	£0.51	£16,787.16
2nd Class Letter	30466	£0.39	£11,881.74	£0.40	£12,186.40	£0.37	£11,272.42	£0.37	£11,272.42
1st Class Large Letters	2986	£0.81	£2,418.66	£0.83	£2,478.38	£0.79	£2,358.94	£0.79	£2,358.94
2nd Class Large Letters	1276	£0.65	£829.40	£0.67	£854.92	£0.64	£816.64	£0.64	£816.64
Other RM Services	942	£2.78	£2,618.76	£2.80	£2,637.60	£2.77	£2,609.34	£2.77	£2,609.34
WHISTL FLEX LETTERS	267682	£0.3387	£90,663.89	£0.3481	£93,180.10	£0.269	£72,006.46	£0.2915	78,029.30
WHISTL ALL SORT & LARGE LETTERS	18992	£0.61	£11,585.12	£0.67	£12,724.64	£0.630	£11,964.96	£0.630	£11,964.960
	355260		£137,113.89		£141,507.52		£117,815.92		£123,838.76

2015 Postage Expenditure	£137,113.89
Postage costs using existing Franking Machine in 2016	£141,507.52
Postage on New MAILMARK Franking Machine in 2016	£117,815.92
Cost of Current Franking Machine	£9,980.00
Cost of new Mailmark Franking Machine	£9,980.00
Saving in Year One	£23,691.61







£137,113.89 £141,507.52 £123,838.76 £9,980.00 £9,980.00 £17,668.76