

Chuck Webb
Executive Director
Jersey Competitions Regulatory Authority
2nd Floor
Salisbury House
Union Street
St. Helier
JE2 3RF

6th April, 2010

Dear Mr. Webb,

Re: Postal Operators Licences, HUB Europe Ltd and City Post DSA Ltd

I am writing in support of the intended proposals to issue Class 1 Postal Operators Licences other than to Jersey Post and thereby provide long overdue competition to the local market. My only concern remains that ordinary letter post continues to remain uncompetitive and continues to create a loss of business to the Island, not only internally but also from jurisdictions outside of the Channel Islands looking inward at potential business opportunities on Island.

Mailmate Print currently operate a fulfilment business in respect of data download on behalf of several of the major institutions in the financial sector operating on Island therefore the cost of distribution is becoming ever more critical in administering this type of service.

Our core business as both the Channel Islands leading and largest print company has seen a very significant demise in Island-wide circulations to every household. The cause of this is simply the fact that it has become cost prohibitive. For example in 2007 Mailmate undertook 24 printed circularisations of 37,000 items each. Due to unsustainable price increases by Jersey Post this saw a reduction to just one such circularisation in 2008 and none in 2009.

As a company we have also noticed a continuing demise in Christmas mail and in particular the printing and distribution of personalised Christmas Cards which decreased in 2009 by over 20%. The feedback from our very significant customer base was very much targeted towards the high cost of local mail.

I am simply providing this information as a reality of what is currently taking place in the local economy. As the particular areas in which we are focused both in print and fulfilment provide a barometer to future success or failure. I hope that my comments have been of some use and I very much welcome the decision to grant these licences and hope that they can be extended even further in the future as I am firmly of the opinion that this will only benefit the Islands economy in the long term.

Yours sincerely,

Neil Faudemer
Managing Director
Mailmate Print