

Mr Paul Hamilton
Jersey Competition Regulation Authority
2nd Floor, Salisbury House
1-9 Union Street
St. Helier
JE2 3RF

28th April 2010

Dear Paul

Class I Postal Operators License

mymemory.com support the above application by Hub Europe and Citipost, and the introduction of competition for Class I Postal Services.

As a company affected by the introduction of competition, we would like to highlight the following:

1. The Ecommerce industry should not be asked to pay increases in postal costs to subsidise Jersey Post's new ventures such as Ship2Me and me:mo.
2. The Ecommerce industry should not be supporting the loss making areas of the Jersey Post network. I believe this is an area that needs to be address by the JCRA. If Jersey Post is to compete for fulfillment business they must be free of constraints to raise the pricing of public postal services to a level that at least matches the cost of offering the service.
3. Competition will offer many new postal/delivery products that are currently unavailable form Jersey Post, including a greater choice of tracked and insured services that are readily available in the UK and other European countries.
4. Ecommerce is a growth industry worldwide and if Jersey is to take advantage of this, competitive delivery services are essential. The growth of Ecommerce will also stimulate growth in local supporting services such as website development, marketing, inbound couriers, communications and website hosting, which in turn will generate greater tax revenue for the Island.
5. Failure to address this area of Ecommerce will result in the exit of several key companies from Jersey, and result in far more job losses than we would see at Jersey Post from introducing competition. Jersey Post employ circa 400 staff whereas Ecommerce / Fulfillment employ in excess of 1200.

Competition is beneficial in every industry, it gives customers greater choice and drives down prices to the benefit of the consumer.

Yours sincerely,

Karl Moss
Managing Director

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