

APPENDIX 3.6
(referred to in paragraph 2.109 and 3.75)

Average realized selling prices for Neopost and AMS machines

1. Neopost and AMS provided us with data on average realized selling prices (ie net of discounts) for each of their machines. These are shown below.

TABLE 1 Average realized selling prices for Neopost franking machines by model

	<i>£ per machine</i>			
	1998	1999	2000	2001
4000	()))
5000				
8000				
9000				
SM22				
SM26				
SM7560				
SM8560				
SM9560				
IJ25				
IJ65				
IJ75				

Source: Neopost.

2. Neopost told us that the sales of some of these models were low in some of these years as the models were being discontinued. It said sales of the 9000 machine in 1999 were just of refurbished units.

TABLE 2 Average realized selling prices for AMS franking machines by model

	<i>£ per machine</i>			
	1998	1999	2000	2001
Smile	()))
120/304				
220/304				
320/324				
335/324				
337/324				
Automail				
	<i>Figures omitted. See note on page iv.</i>			

Source: AMS.
