

METER NEWS

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Meter of the Month

A reader from China has kindly reported this Pitney Bowes specimen frank from 2010 and associated Refill Receipt, shown below.

Refill Receipt	Refill Date:	29.12.10 09:08	PbP Account Number:	17907023
	Postage in Meter before Refill:	£382.74	Meter Number:	1610116
	Refill Amount:	£100.00	Meter Name:	
	Postage in Meter after Refill:	£482.74	Printed:	29.12.10 09:08
	Prepaid Balance:	£14,758,950.51		
	Purchase Power Available:	£0.00		

The only other similar refill receipt was illustrated back in 2001 on page 6/1, so this report is very much appreciated. Note that the Meter Number appears as 1610116 in the receipt.

Editorial

In each January edition of the Newsletter, your editor uses the advances that have been recorded in the monthly 'Latest Numbers' section in order to carry out an analysis of the machines sold over the year just gone. It must again be emphasised that this is not an exact science and hence this analysis should only be used as a rough indication.

It appears that the total volume of new machines sold in the UK during 2013 fell by about 6% compared with 2012 figures. My estimate suggests that nearly 44,000 machines were sold, compared with 47,000 in 2012. Sales of low-volume machines continue to rise compared with mid-volume and high-volume machines and these now account for almost 85% of all new franking machines sold in the UK.

Also this month, there is some important news from Royal Mail regarding a new format for UK meter franks called 'Mailmark' – see page 7.

Acknowledgements

My thanks this month go to Jim Ashby, Jon Aitchison, Michael Dobbs, Gwynne Harries, David Jones, Peter Mantell, Peter Huss, Richard Peck and Peter Wood for their reports, communications or contributions.

Latest Numbers

Below is the list of 'latest numbers' as at the end of January 2014 – with updates shown in red. Please could I have the next reports by 26th February - thanks. In the list below, the part of the serial number that directly relates to the model is underlined.

Frama (UK)

Matrix F2, F4, F6	<u>F1003560</u>	21.01.14	Reported by AN
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Francotyp-Postalia

Optimail 25/35	<u>F04115154</u>	09.08.13	See MN 154
Centormail 240/300	<u>FC5110668</u>	05.06.13	See MN 152
MyMail / PostagePro	<u>FM2655540</u>	03.09.13	See MN 155
PostBase	<u>FP6110361</u>	22.10.13	See MN 158
Ultimail	<u>FU3117271</u>	08.07.13	See MN 153

Neopost

IS-330	<u>N1052705</u>	06.08.13	See MN 154
IS-350	<u>N1181649</u>	05.08.13	See MN 158
Various upgraded	<u>N1240674</u>	18.11.13	See MN 158
IJ-80/90/110	<u>N1254487</u>	11.07.13	See MN 158
IS-460 (Ex IJ-50)	<u>N1373678</u>	23.04.13	See MN 150
IS-420 (Ex IJ-30)	<u>N1385456</u>	06.02.13	See MN 148
IS-440 (Ex IJ-40)	<u>N1390685</u>	22.08.13	See MN 154
IS-480	<u>N3028838</u>	13.12.13	See MN 158
IS-240 / IS-280	<u>N3317521</u>	10.01.14	Reported by AN
IS-5000/6000	<u>N5001589</u>	02.10.13	See MN 156

Pitney Bowes

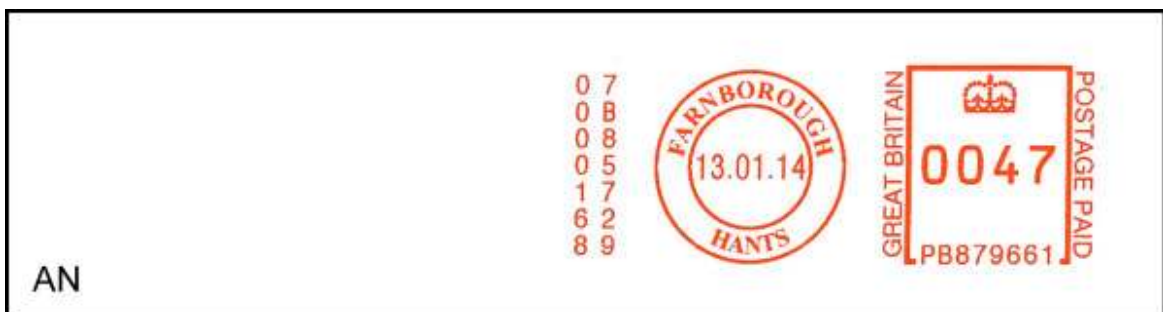
DM50, 55	<u>PB099074</u>	15.03.13	See MN 149
DM160i/220i	<u>PB162886</u>	03.01.14	Reported by AN
DM50, 55	<u>PB349000</u>	29.01.14	Reported by AN
DM 810, 900 etc.	<u>PB527641</u>	18.03.13	See MN 151
Connect+ 1000 etc.	<u>PB551781</u>	26.11.13	See MN 157
Connect+ 10FC etc.	<u>PB556773</u>	10.01.14	Reported by AN
DM 400, 450, 475	<u>PB619376</u>	18.12.13	See MN 158
DM100i, 150i etc.	<u>PB879661</u>	13.01.14	Reported by AN

Advanced Mail Codes

AAGA-UL	<u>N3027730</u>	10.09.13	See MN 155
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Latest Number Images

Here are images of the latest numbers reported this month – with contributor's initials shown in the bottom left of the image.



2013 Sales Statistics

Part 1 - Low Volume Machines

The table below is my best guess at the number of new Low Volume machines sold during 2013. Low Volume machines are defined as ones that have a throughput of less than 50 items per minute.

This year the new Francotyp-Postalia PostBase series has been added.

Low Volume 2013	Prefix	Dec-13	Dec-12	Difference	Estimate	Notes
Frama - Matrix F2	F1	1003356	1002463	893	759	Note 1
FP - Optimail 25/35	F041	4115154	4114640	514	514	
FP - MyMail	FM265	2655540	2654301	1239	1239	
FP - PostBase	FP611	6110361	New	-	361	
Neopost - IS330	N10	1052705	1052182	523	523	
Neopost – IS350	N11	1181649	1180808	841	841	
Neopost – IS240/280	N33	3317360	3310903	6457	6457	
PB - DM 50, 55	PB0	99074	099054	20	20	
PB - DM 160i/220i	PB16	162510	160504	2006	2006	
PB - DM 50, 55	PB33	347176	330516	16660	16660	
PB - DM100i / 150i	PB8	879002	871036	7966	7966	
Total Low Volume					37346	

Note 1: The F1 series is being used for the Frama Matrix F2 (Low Vol.), and the F4/F6 (Mid Vol.) machines. Estimates of 85%, and 15% respectively have been taken as a rough proportion of the F2 and F4/F6 machines sold.

2013 Summary & Trends (Low Volume)

2013 Summary (Low)	No. sold	2013	2012	2011	2010	Average
Frama Low Volume	759	2.0%	2.1%	1.3%	2.2%	1.9%
FP Low Volume	2114	5.7%	8.8%	7.1%	3.7%	6.3%
Neopost Low Volume	7821	20.9%	20.7%	15.1%	18.1%	18.7%
PB Low Volume	26652	71.4%	68.4%	76.5%	76.0%	73.1%

2013 Sales Statistics continued

Part 2 - Mid Volume Machines

The table below is my best guess at the number of new Mid Volume machines sold in 2013. Mid Volume machines are defined as ones that have a throughput of between 50 and 150 items per minute.

Mid Volume	Prefix	Dec-13	Dec-12	Difference	Estimate	Notes
Frama - Matrix F4,F6	F1	1003356	1002463	893	134	Note 1
FP – Centormail 240	FC5	5110668	5110606	62	62	
FP - Ultimail	FU311	3117271	3117033	238	238	
Neopost - IS460	N137	1373678	1373650	28	28	
Neopost - IS420	N138	1385456	1385377	79	79	
Neopost - IS440	N139	1390685	1390617	68	68	
Neopost - IS480	N3	3028838	3024823	4015	4015	
Neopost – IS5000	N5	5001589	5001419	170	170	
PB – DM810/900	PB52	527641	527633	8	5	Note 2
PB – DM400/450/475	PB6	619376	617982	1394	1394	
Total Mid Volume					6193	

Note 2: Some machines with the PB52 prefix are 'high-volume' machines and, therefore, a proportion has been taken to reflect this.

2013 Summary & Trends (Mid Volume)

2013 Summary (Mid)	No. sold	2013	2012	2011	2010	Average
Frama Mid Volume	134	2.2%	1.9%	1.0%	1.2%	1.6%
FP Mid Volume	300	4.8%	7.8%	9.0%	8.9%	7.6%
Neopost Mid Volume	4360	70.4%	74.4%	68.1%	63.8%	69.2%
PB Mid Volume	1399	22.6%	15.8%	21.9%	26.1%	21.6%

Part 3 - High Volume Machines

The table below is my best guess at the number of new High Volume machines sold in 2013. High Volume machines are defined as ones that have a throughput of more than 150 items per minute.

2013 Sales Statistics continued

Note that in 2013 there were no advances in the N120 series and, therefore, this series has been dropped from the table.

High Volume	Prefix	Dec-13	Dec-12	Difference	Estimate	Notes
Neopost - Upgraded	N124	1240674	1240644	30	30	
Neopost - IJ80 etc.	N125	1254487	1254480	7	7	
PB – DM810 etc.	PB52	527641	527633	8	3	Note 3
PB - Connect+ 1000	PB550	551781	551659	122	122	
PB - Connect+ FC	PB555	556670	556320	350	350	
Total High Volume					512	

Note 3: Some machines with the PB52 prefix are 'mid-volume' machines and, therefore, a proportion has been taken to reflect this.

2013 Summary & Trends (High Volume)

2013 Summary (High)	No. sold	2013	2012	2011	2010	Average
Frama High Volume	0	0%	0%	0%	0%	0%
FP High Volume	0	0%	0%	0%	0%	0%
Neopost High Volume	40	7.8%	10.1%	11.7%	16.6%	11.6%
PB High Volume	472	92.2%	89.9%	88.3%	83.4%	88.4%

Part 4 - Overall Sales in 2013

Manufacturer	Low	Mid	High	2013	Share	2012	Share
Frama	759	134	0	893	2.0%	847	1.8%
Francotyp-Postalia	2114	300	0	2414	5.0%	3804	8.1%
Neopost	7821	4360	49	12230	27.8%	13618	29.0%
Pitney Bowes	26652	1399	472	28523	65.0%	28669	61.1%
Total 2013	37346	6193	521	44060		46938	

In conclusion, the figures appear to show that, overall, total number of machines sold in 2013 fell by about 6% from the number sold in 2012.

Royal Mail Mailmark™

Further to page 152-7, the Enterprise Initiative Barcodes are to be known as Mailmark™. This is a new way of preparing mail for processing by Royal Mail. These marks will start to appear during 2014, when the current frank will be replaced with a new mark that has a 2D barcode, the Royal Mail “Delivered By” branding. It will also include a new visual identifier that shows the class of mail and the format.

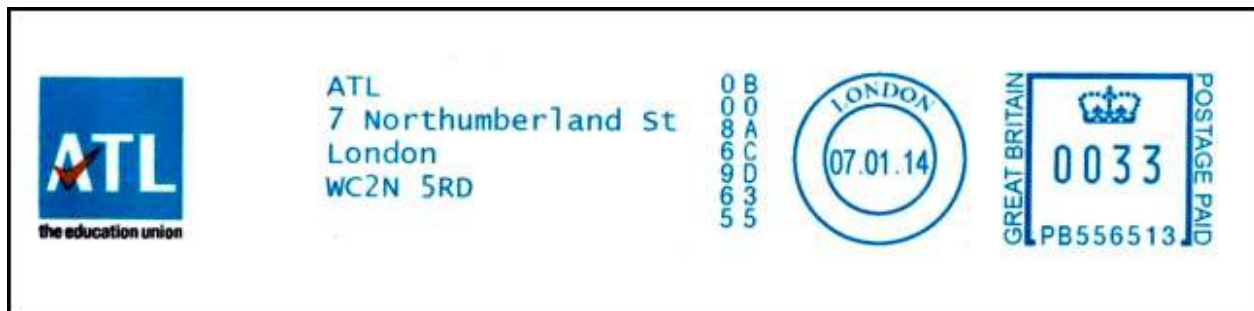
An example of the new format, taken from the Pitney Bowes web site, is shown below:



My thanks to Peter Huss and Jim Ashby for bringing this to our attention. Hopefully, there will be more to report on Mailmark next month.

Pitney Bowes Connect+ Coloured Franks

David Jones reports this colour frank showing the Association of Teachers (ATL) logo.



Interesting Historic Items

Peter Mantell has recently acquired this rather nice frank from 1929. It is from the Great Western Railway Company and has the slogan “For Ideal Holidays” and was applied by a Universal Midget machine, serial ‘London W2 - M 23’.



Meter Thematics

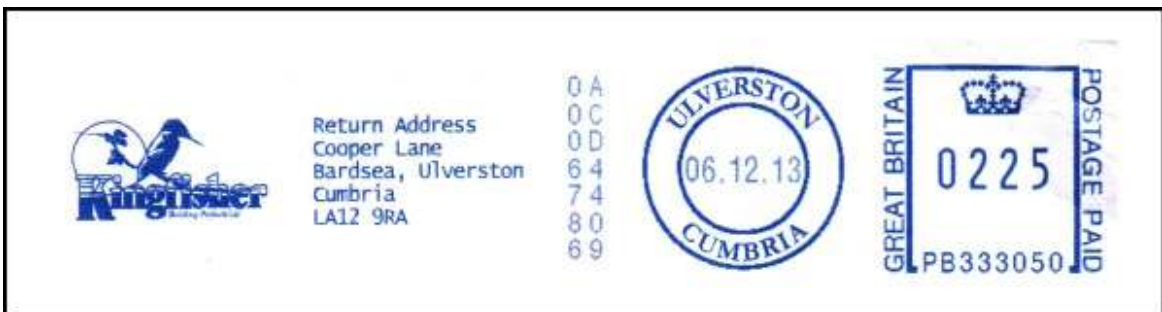
Peter Mantell reports that this attractive Canal Boat design from Wyvern Shipping was recently on sale on eBay.



To accompany the ATL item on the previous page, your editor has found this attractive 'education' thematic from a company called Mantra Lingua.



Peter Mantell reports this attractive kingfisher design.



The Reading Football club item shown on page 3 was a serious contender for my Meter Thematic of the Month award but, in the end, I have decided that the award has to go to this wonderful balloon dog design, supplied by Peter Mantell. Unfortunately, the user is unknown.

