

# METER NEWS

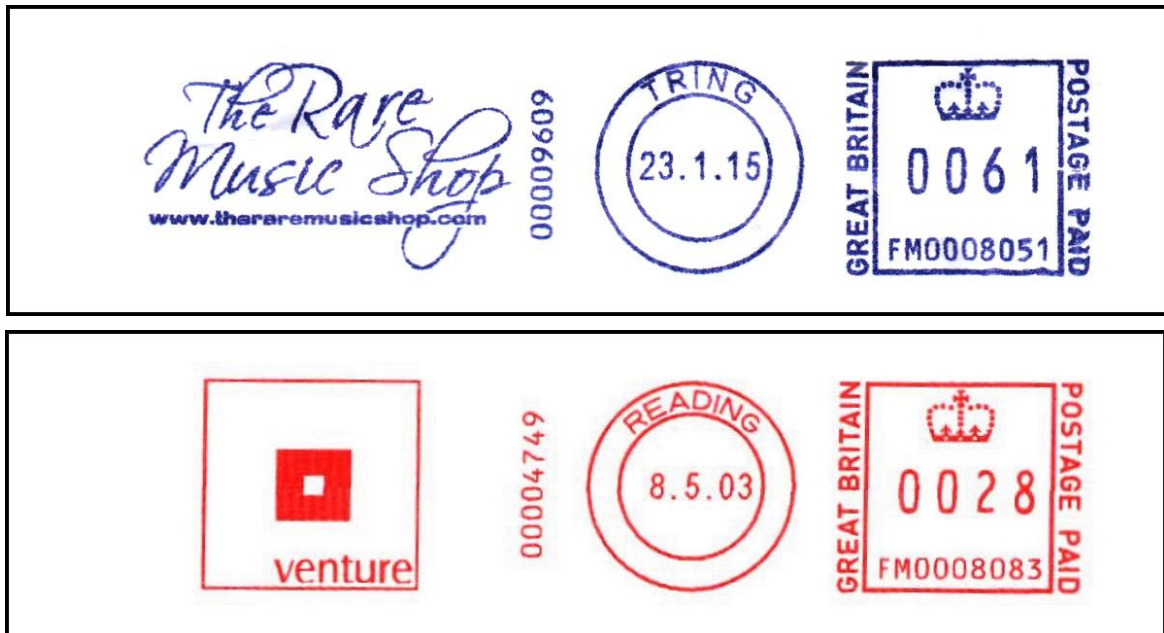
Issue Number 171 Jan 2015



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## Meter of the Month

Back in 2003, on page 31-3 we illustrated a Francotyp-Postalia MyMail frank with the unusual serial 'FM0008083' (normally these have the prefix 'FM2') and, at the time, I asked for further reports. Now, nearly 12 years later, Peter Mantell reports another 'FM0' example, this time with the serial 'FM0008051' in blue ink. The full illustration is shown below, together with an image of the original 2003 item.



## Editorial

This month your editor has again carried out a yearly analysis of sales of new machines from each manufacturer. However, it must be pointed out that, for some Pitney Bowes machines, a new licence number is assigned whenever a battery replacement is made which is done approximately every two years (see page 160-5), and this clearly impacts these figures. The extent of this practice is unknown and no attempt has been made to estimate the true figure of sales of brand new Pitney Bowes machines. The trends, however, remain valid and the analysis appears to indicate that the overall volume of sales is slightly up on 2013 figures.

## Acknowledgements

My thanks this month go to Jon Aitchison, Jim Ashby, Michael Dobbs, Ray Downing, John Fowler, Alan Godfrey, Peter Huss, Peter Mantell, Stafford May, and Robert Petts for their reports, communications or contributions.

## Latest Numbers

Below is the list of 'latest numbers' as at the end of January 2015 – with updates shown in red. Please could I have the next reports by 28th February - thanks. In the list below, the part of the serial number that directly relates to the model is underlined.

In the table below, note that those entries that have a date format with hyphen separators are the ones in 'Design J' (matrix) format.

### Frama (UK)

Matrix F2, F4, F6	<u>F1003875</u>	10.10.14	See MN 168
Matrix F12 etc.	<u>FR2000812</u>	26-11-14	See MN 170

### Francotyp-Postalia

Optimail 25/35	<u>F04115620</u>	04.06.14	See MN 164
Centormail 240/300	<u>FC5110688</u>	28.04.14	See MN 163
MyMail / PostagePro	<u>FM2657744</u>	07-01-15	Reported by PM
PostBase Qi3/4/6/9	<u>FP6110743</u>	31.01.14	See MN 160
PostBase Qi3/4/6/9	<u>FP6113437</u>	19-12-14	See MN 170
Ultimail	<u>FU3117315</u>	23.05.14	See MN 164

### Neopost

IS-330	<u>N1052975</u>	09.06.14	See MN 168
IS-350	<u>N1181981</u>	16.07.14	See MN 168
Various upgraded	<u>N1240699</u>	23.10.14	See MN 168
IS-480	<u>N3030278</u>	05.11.14	See MN 170
IS-240 / IS-280	<u>N3319102</u>	15.04.14	See MN 162
IS-5000/6000	<u>N5001705</u>	20.10.14	See MN 168
IS-240/280	<u>NE6003636</u>	05-12-14	See MN 170
IS-480	<u>NE8004645</u>	27-01-15	Reported by PM
IS-5000/6000	<u>NE9000295</u>	22-01-15	Reported by PM

### Pitney Bowes

DM160i/220i	<u>PB168406</u>	17-12-14	Reported by AN
DM110i?	<u>PB2001034</u>	11-12-14	Reported by AN
DM50, 55	<u>PB362909</u>	04.12.14	See MN 170
Connect+ 1000 etc.	<u>PB551797</u>	23.04.14	See MN 162
Connect+ 10FC etc.	<u>PB557482</u>	12-11-14	See MN 169
DM 400, 450, 475	<u>PB620566</u>	01.12.14	See MN 170
DM 400, 450, 475	<u>PB6626325</u>	13-01-15	Reported by PM
DM 110i	<u>PB882070</u>	24.11.14	See MN 170

### Advanced Mail Codes

AAGH-LG	NE8002505	16-10-14	See MN 168
AAGJ-HH	HQ25668	PPI no date	See MN 160

My thanks also go to Alan Godfrey for his report of NE8004634 dated 28-01-15, which so nearly made it to the list!

### Latest Number Images

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


 Tel: 01748 833614  
 VAT Reg No: 447 5018 48  
 11 Hildyard Row  
 Catterick Garrison  
 N Yorks  
 DL9 4DH

**Delivered by**  
  
**07-01-15**  
 £0.74      FM2657744

**1**  
 L Letter  
 100g

PM - FM2657744 (Item 0001904)

**Delivered by**  
  
**27-01-15**  
 £0.49      NE8004645

**1**  
 Letter

PM - NE8004645 (Item 0000009)

Private & Confidential  
 Addressee Only  
 Return Address:  
 Devon County Council  
 County Hall, Topsham Road  
 Exeter EX2 4DD

**Advanced Mail**  
**Second Class**  
 AABU-JASH-XCZX

**Delivered by**  
  
**22-01-15**  
 £0.42      NE9000295

**2**  
 Advanced

PM - NE9000295 (Item 0000973)

**EDM**  
 World class solutions

Return Address  
 1 Thorp Road  
 Newton Heath  
 Manchester  
 M40 5BJ

**Delivered by**  
  
**17-12-14**  
 £0.49      PB168406

**1**  
 Letter

AN - PB168406 (Item 0000242)

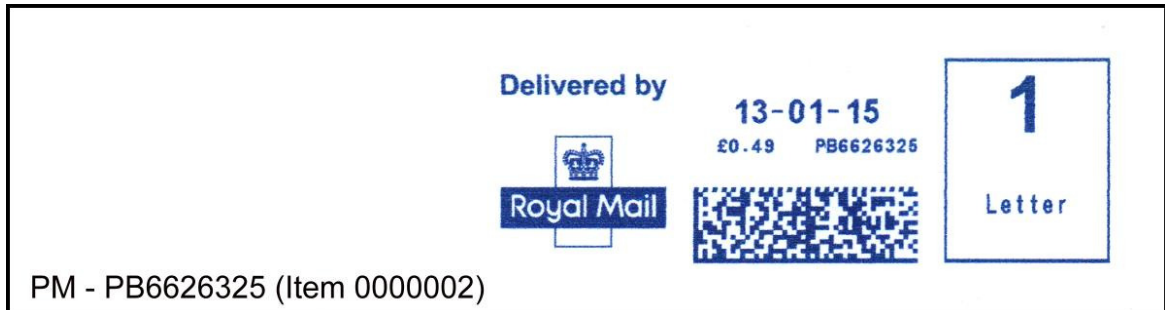
**Delivered by**  
  
**11-12-14**  
 £0.49      PB2001034

**1**  
 Letter

AN - PB2001034 (Item 0000107)

### Latest Number Images Continued

The following illustration completes this section and shows the importance of decoding the matrix for 'latest number' items. It was so close to being our first Item Number 1 in Design J format!



### Recent Interesting Items

Peter Mantell sends this '2 Letter' frank from the Jaguar Enthusiasts Club with 'UK' above the date (normally only seen on overseas mail). Your editor had always assumed that the inclusion of 'UK' was automatically included for 'Europe' or 'ROW' franked items and then automatically removed when inland franking resumed. However, something appears to have gone wrong in this case and surely indicates a software error. It is not known whether this only affects just Frama machines and reports of further examples of this happening would be appreciated.



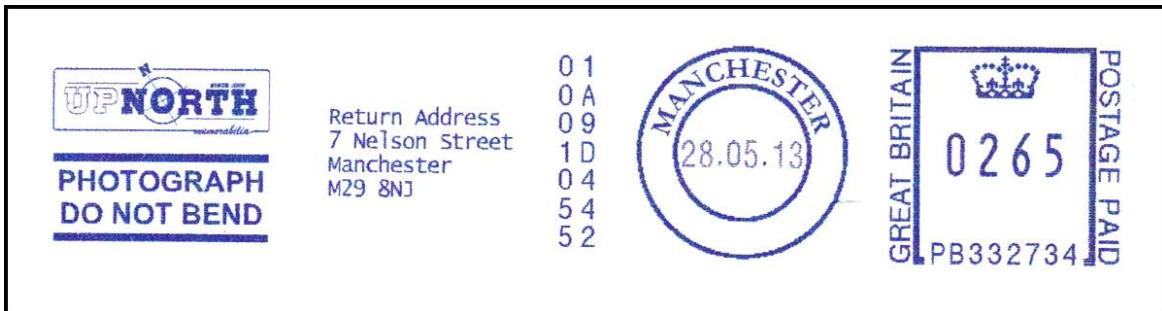
Further to page 180-6, Peter Mantell sends an example of where the user has attempted to change the pre-set text of a MyMail frank but it has not quite done to plan. Here, the word 'FAMILY' has been split over two lines and 'mymail' has been left at the start of the slogan.





**Recent Interesting Items Continued**

Peter Mantell sends this item where the frank includes the message “PHOTOGRAPH / DO NOT BEND”. Traditionally, this message has always been applied with a rubber stamp in red.



Further to page 170-6 and earlier, Robert Petts sends another example of a ‘Surcharge Payment’ frank.



On page 170-3 we illustrated this frank as a latest number that had the return address left justified on the frank. At the time, Peter Mantell wondered whether the gap was deliberate, so that an Advanced Mail block could be inserted. Peter has now found another example of this machine where the gap has been filled – not by an Advanced Mail block but by a second return address block!



Peter Huss sends this frank that breaks Royal Mail regulations by being in the wrong font size and by omitting the words “Return Address”.



## 2014 Sales Statistics

### Part 1 - Low Volume Machines

The table below is my best guess at the number of new Low Volume machines sold during 2014. Low Volume machines are defined as ones that have a throughput of less than 50 items per minute.

Low Volume 2014	Prefix	Dec-14	Dec-13	Difference	Estimate	Notes
Frama - Matrix F2	F1	1003875	1003356	519	441	Note 1
Frama – Matrix F12	FR	2000812	New	812	690	
FP - Optimail 25/35	F041	4115620	4115154	466	466	
FP - MyMail	FM265	2657277	2655540	1737	1737	
FP - PostBase	FP6110	6110743	6110361	382	382	
FP - PostBase	FP6112	6113437	New	1037	1037	
Neopost - IS330	N10	1052975	1052705	270	270	
Neopost – IS350	N11	1181981	1181649	332	332	
Neopost – IS240/280	N33	3319102	3317360	1742	1742	
Neopost – IS240/280	NE6	6003636	New	3636	3636	
PB - DM 160i/220i	PB16	168406	162510	5896	5896	Note 2
PB - DM 50, 55	PB33	362909	347176	15733	15733	Note 2
PB – DM100i / 150i	PB20	2001034	New	1034	1034	
PB - DM100i / 150i	PB8	882070	879002	3068	3068	Note 2
<b>Total Low Volume</b>					<b>36464</b>	

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.

Note 2: On page 160-5 we reported that some or all Pitney Bowes machines are assigned new meter numbers whenever the battery is replaced. As mentioned at the time, this does throw an element of doubt on the analysis below as it gives the impression that Pitney Bowes are selling more machines than they actually are. It does not, however, affect the trend analysis and no adjustment has been for battery replacements in my analysis. It is not known whether such practice is carried out by any of the other manufacturers.

### 2014 Summary & Trends (Low Volume)

2014 Summary (Low)	No. sold	2014	2013	2012	2011	Average
Frama Low Volume	1131	3.1%	2.0%	2.1%	1.3%	2.1%
FP Low Volume	3622	9.9%	5.7%	8.80%	7.1%	7.9%
Neopost Low Volume	5980	16.4%	20.9%	20.7%	15.1%	18.3%
PB Low Volume	25731	70.6%	71.4%	68.4%	76.5%	71.7%

## 2014 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 2014. Mid Volume machines are defined as ones that have a throughput of between 50 and 150 items per minute.

Mid Volume	Prefix	Dec-14	Dec-13	Difference	Estimate	Notes
Frama - Matrix F4,F6	F1	1003875	1003356	519	78	Note 1
FP – Centormail 240	FC5	5110688	5110668	20	20	
FP - Ultimail	FU311	3117315	3117271	44	44	
Neopost - IS480	N3	3030278	3028838	1440	1440	
Neopost - IS480	NE8	8004242	New	4242	4242	
Neopost – IS5000	N5	5001705	5001589	116	116	
Neopost – IS5000	NE9	9000246	New	246	246	
PB – DM400/450/475	PB6	620566	619376	1190	1190	
PB – DM400/450/475	PB66	6626184	New	1184	1184	
<b>Total Mid Volume</b>					<b>8560</b>	

### 2014 Summary & Trends (Mid Volume)

2014 Summary (Mid)	No. sold	2014	2013	2012	2011	Average
Frama Mid Volume	78	0.9%	2.2%	1.9%	1.0%	1.6%
FP Mid Volume	64	0.7%	4.8%	7.8%	9.0%	7.6%
Neopost Mid Volume	6098	70.8%	70.4%	74.4%	68.1%	69.2%
PB Mid Volume	2374	27.6%	22.6%	15.8%	21.9%	21.6%

### Part 3 - High Volume Machines

The table below is my best guess at the number of new High Volume machines sold in 2014. High Volume machines are defined as ones that have a throughput of more than 150 items per minute.

High Volume	Prefix	Dec-14	Dec-13	Difference	Estimate	Notes
Neopost - Upgraded	N124	1240699	1240644	55	55	
PB - Connect+ 1000	PB550	551797	551659	138	138	
PB - Connect+ FC	PB555	557483	556670	813	813	
<b>Total High Volume</b>					<b>951</b>	

## 2014 Sales Statistics continued

### 2014 Summary & Trends (High Volume)

2014 Summary (High)	No. sold	2014	2013	2012	2011	Average
Frama High Volume	0	0%	0%	0%	0%	0%
FP High Volume	0	0%	0%	0%	0%	0%
Neopost High Volume	55	5.5%	7.8%	10.1%	11.7%	8.8%
PB High Volume	951	94.5%	92.2%	89.9%	88.3%	91.2%

### Part 4 - Overall Sales in 2014

Manufacturer	Low	Mid	High	2014	Share	2013	Share
Frama	1131	78	0	1209	2.6%	893	2.0%
Francotyp-Postalia	3622	64	0	3686	8.0%	2414	5.0%
Neopost	5980	6044	55	12079	26.3%	12230	27.8%
Pitney Bowes	25761	2374	951	29056	63.1%	28523	65.0%
<b>Total 2013</b>	<b>36464</b>	<b>8560</b>	<b>1006</b>	<b>46030</b>		<b>44060</b>	

In conclusion, the figures appear to show that, overall, the total number of machines sold in 2014 increased by about 4.5% from the number sold in 2013. Once again, it must be recognised that this figure is distorted because of the Pitney Bowes battery replacement policy.

In the March issue I shall be carrying out my analysis of mail volumes and I fully expect the volume to have fallen again because more and more invoices are sent electronically these days. If that proves to be correct, it makes the increase in sales figures of new franking machines even more surprising.

### Coloured Franks

We have just one report this month. It comes from Peter Huss who has found this most attractive (PB Connect+) German frank with a 'Star Wars' slogan.





## Historic Items & Thematics

Michael Dobbs has very kindly sent me some very interesting literature sent by UPF to a customer in 1928. Over the next few months I hope to include all of this material in Meter News, starting with this introductory letter which lists some prominent users at that time.

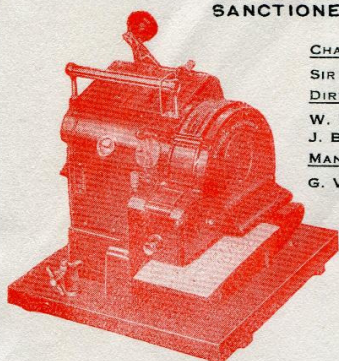
A British Invention.

Destined to revolutionize the World's Postal System.

British Made.

# UNIVERSAL POSTAL FRANKERS LIMITED

SANCTIONED UNDER LICENSE BY HIS MAJESTY'S POSTMASTER GENERAL.



CHAIRMAN:  
SIR FREDERICK J. BARTHORPE, D.L.  
DIRECTORS:  
W. H. PEAK.  
J. B. REID.  
MANAGING DIRECTOR:  
G. V. WYNNE-JONES.

*Victory House,  
99/101, Regent Street,*

59a/FS.

*London, W.1.*  
22nd June, 1928.



### SOME PROMINENT USERS.

AUSTIN MOTOR CO., LTD. (2).  
ARMSTRONG SIDDELEY MOTORS, LTD.  
BANK OF NEW ZEALAND, LTD.  
BIRMINGHAM CORPORATION (3).  
BOROUGH TREASURER, BLACKBURN.  
BOLCKOW, VAUGHAN & CO.  
BRITISH CELANESE, LTD. (3).  
BRITISH BROADCASTING CORPORATION.  
CANADIAN BANK OF COMMERCE.  
WM. CORY & SON, LTD.  
COURTAULDS, LTD. (2).  
CITY TREASURER, COVENTRY.  
COVENTRY CHAIN CO., LTD.  
DUNLOP RUBBER CO., LTD.  
EAGLE STAR & BRITISH DOMINIONS INS.  
CO., LTD.  
ELDERS & FVFFES, LTD.  
ELECTROLUX, LTD. (2).  
EVER READY CO., LTD. (2).  
GAUMONT CO., LTD.  
"GLASGOW HERALD," LTD.  
GRAPE NUTS, LTD.  
HALIFAX PERMANENT BENEFIT SOCIETY.  
HUDSON ESSEX MOTORS, LTD.  
INGERSOLL WATCH CO., LTD.  
CITY TREASURER, LEEDS.  
LIVERPOOL COTTON ASSOCIATION.  
LLOYDS BANK, LTD.  
LONDON THEATRE OF VARIETIES.  
MANCHESTER SHIP CANAL CO.  
MARCONI'S WIRELESS TELEGRAPH CO.,  
LTD.  
MCVITIE & PRICE, LTD. (3).  
MIDLAND COUNTIES MUTUAL BENEFIT  
SOCY.  
MORRIS MOTORS, LTD. (2).  
NOBEL INDUSTRIES, LTD.  
OXO, LTD.  
PALETHORPES, LTD.  
PATHE FRERES, CINEMA, LTD.  
ROWNTREE & CO., LTD.  
ROYAL INSURANCE CO., LTD. (2).  
SHEFFIELD CORPORATION.  
SHEPPARDS & CO. (STOCKBROKERS).  
SINGER & CO., LTD.  
SKEFKO BALL BEARING CO., LTD.  
STANDARD MOTOR CO., LTD.  
JOHN I. THORNYCROFT & CO., LTD.  
"THE TIMES" NEWSPAPER. (2).  
TRIUMPH MOTOR CO.  
UNITED NEWSPAPERS, LTD.  
VAUXHALL MOTORS, LTD.  
WEST HAM BOROUGH COUNCIL (2).  
"YORKSHIRE EVENING NEWS."  
YORKSHIRE PENNY BANK.

The Secretary,  
The Royal Society of Arts,  
18, St John Street.  
W.C.2.

Dear Sirs,

In reference to our representative's interview with you recently, we have pleasure in enclosing herewith particulars and specimens of our postal franking machines.

We would draw your attention to the following unique advantages of our system:-

1. Each machine is fitted with a patented double franking device, whereby any denomination can be franked from  $\frac{1}{2}$ d to 6/- or more. This is accomplished without removing the envelope from the machine.
2. All impressions are made with the envelope face upwards and are sharp and clear. A self adjustable platen is fitted as standard, whereby any package is readily accommodated and franked up to half an inch.
3. A complete cash register with credit and debit meter on top of the machine is used and easily read. It gives the exact expenditure and the remaining credit in hand at any time. Furthermore the postal account book can be done away with.



**Historic Items & Thematics continued**

- 2 -

4. The inking device is get-at-able and instantly detachable. It is only a matter of seconds to remove a slogan plate and fit another. It is just as simple to change the date. All these fittings are on top of the machine.

We particularly wish to draw your attention to the list of a few prominent Users, to any of whom you may apply for a first-hand opinion. We will instruct our representative to call on you should you want another demonstration or further particulars, any time most convenient to you.

We enclose a post-card for convenience. Our 'phone number is GERRARD 8563.

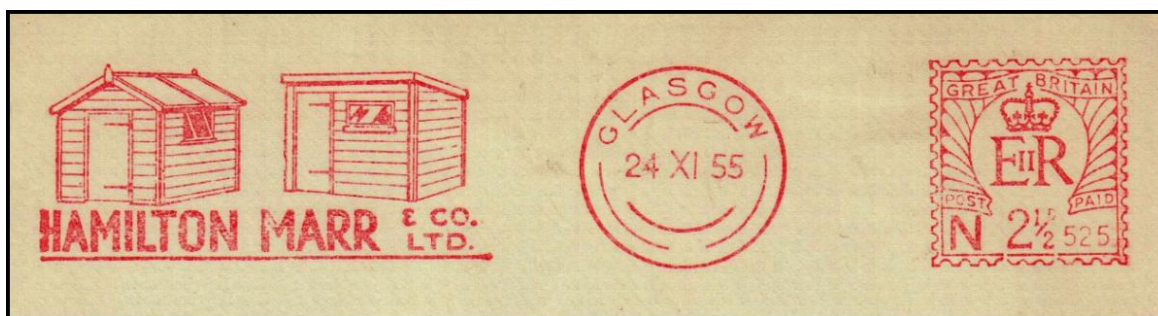
Yours faithfully,

FOR AND ON BEHALF OF  
UNIVERSAL POSTAL FRANKERS LTD.

Encls.

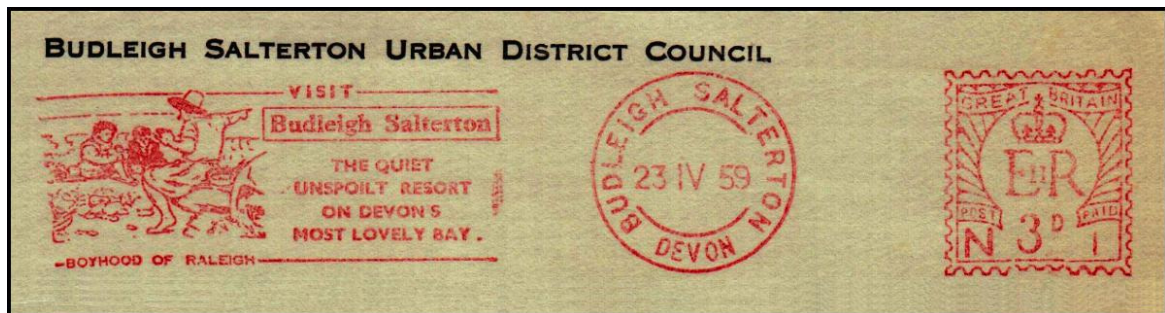
*J. de la Serre - Bristol*  
SALES MANAGER.

Peter Mantell sends an interesting selection of historic thematic franks that he has recently acquired.



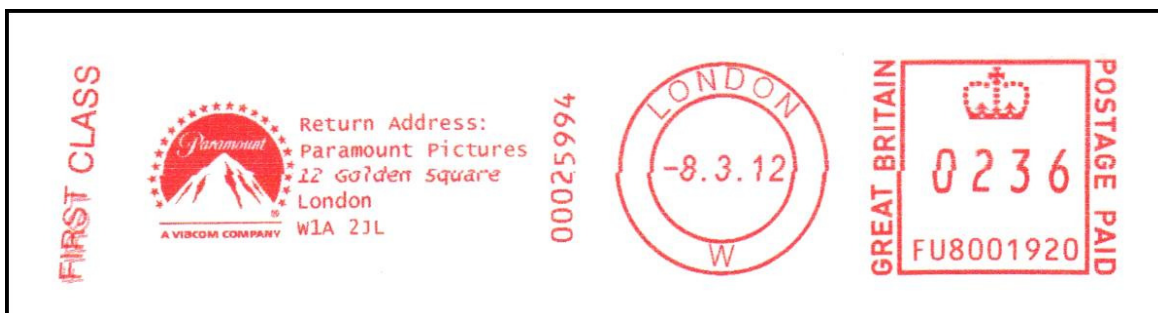


Historic Items & Thematics continued

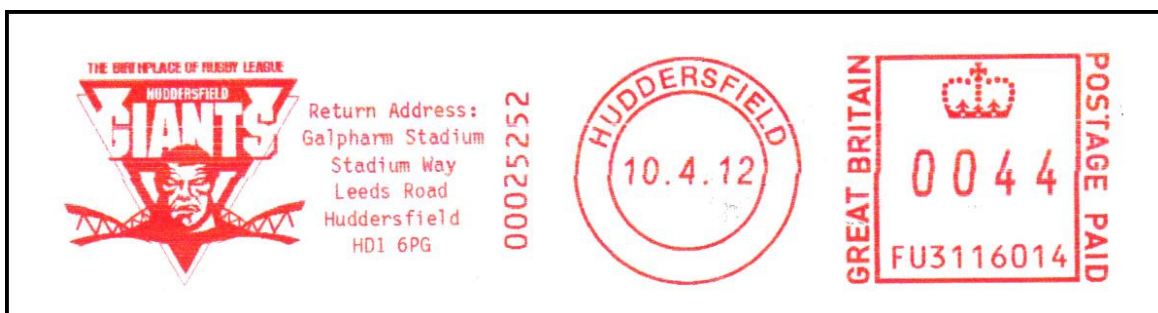


## Meter Thematics

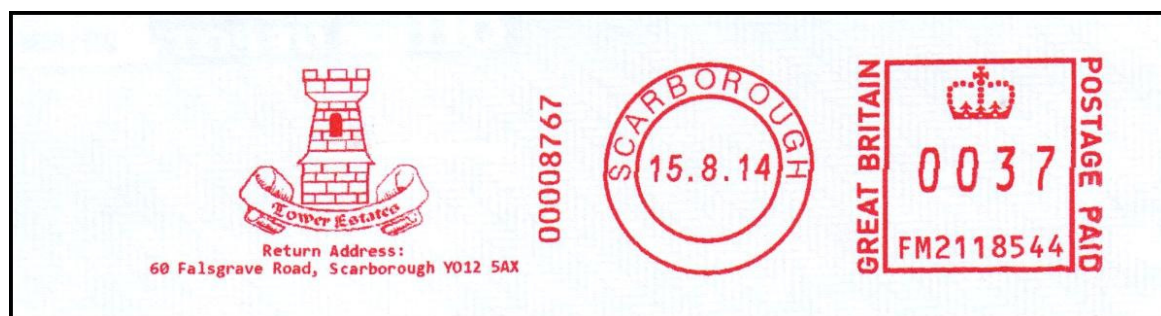
Peter Mantell sends this film-related slogan from Paramount Pictures. Note the shadow on the word 'FIRST' – strange!



Peter Mantell sends this rather scary-looking sports thematic from the Huddersfield Giants which bears the slogan “The Birthplace of Rugby League”.



Peter Mantell sends this attractive design from Tower Estates in Scarborough.



Finally, my Meter Thematic of the Month is jointly awarded to John Fowler for this superb design from the Hull Churches Housing Association and to Peter Huss for the Star Wars slogan shown on page 8.

