Hello,

We highly oppose the increases in letters.  Recently being told that we will be hit with a 1.5% increase (after many other increases over the last few years) and a proposed 30% increase in January, this would mean our business which is a mail-order company would be hit with a massive increase in costs.  There is only a certain amount of hits a company can take from all these increases and we have already seen MULTIPLE other companies close down this year due to this.  We have gone from being able to mail 400,000 Australians four times a year, to only 270,000 and in the not so near future who knows if we will be able to continue our business.  Australia Post offer minimal rebates or concessions for companies that rely on these services, even if we spend over millions of dollars with them.  This is slowly forcing it’s hand to close a family owned Australian business that has been operating for the last 25 years.  This would also mean our staff of over 20+ would be out of jobs.

It’s fair enough to say we should be jumping on the digital bandwagon, however when 90% of your customers are elderly and in their 60’s from all over Australia, it’s a bit hard to do so as these people wish to get a catalogue they can get their hands on and purchase via mail-order.

I also understand other business owners are against this - <https://www.change.org/p/malcom-turnbull-australia-post-2015-and-2016-price-increases>

So before a decision is made, you might want to think about the businesses who drive the letter industry.  Might want to think about the countless jobs that are on the line.  Because once business can no longer afford to send out letters, you might get asked if Australia Post can raise the letter value to $2.  They need to review their business models. reduce the amount of days for delivery (as NZ post did).. stop diverting assets into Star Track.. stop with the huge payrolls.. or something.  It’s always fun seeing Australia Post rock up for a meeting with a hired driver that sits outside for 2 hours doing nothing.. maybe they should stop that.

I enjoy my job.  I enjoy my business.  Don’t let Australia post ruin it for me and others.

Regards,

HP-LOGO

Damian Bruno  
[www.healthpride.com.au](http://www.healthpride.com.au/)  
[www.facebook.com/healthpride](http://www.facebook.com/healthpride)