My name is Richard Welling and I am a coin and stamp dealer with a mail order business.

Australia Post’s request for this massive price increase and slower delivery time is unfair and will have a very negative impact on many small businesses, such as mine.

The price increase and delay in delivering mail by two extra days is unfair because of two reasons.

1) Australia Post operates in a grossly inefficient manner by failing to cancel the stamps affixed to the mail.

This failure results in many millions of dollars each year in lost revenue, as those stamps are, in many cases re-sold and re-used on the mail.

Every major stamp auction house in this country, in virtually every auction held, there are thousands of dollars of mint no gum postage stamps being resold to the public for use on the mail a second (or even third) time around.

Those mint no gum stamps have been soaked off mail that Australia Post failed to cancel the first time around.

Look on eBay, 24 hours a day, you will see thousands of dollars of similar material being sold continually for use on the mail.

Every week I get auction catalogues and other mail with stamps not cancelled on the front.

2) Australia Post grossly overpay their top executives.

If the CEO is getting $4 million reward (8 times the PM’s salary – how can that possibly be justified for a public service enterprise?) for massive failure to do his job properly, what do you think the next 10 people under him are on?

Their salaries need to be cut by 75% to reflect the new reality, that would still give them plenty, or they can go and get a job in private enterprise.

Those fancy salaries are paid for by the hard work of small business people such as myself.

Australia Post are the boy who cried wolf, this organization reeks of greed and inefficiency.

They are making massive profits out of their parcel business, of which they have hugely increased the charges on over the past 5 years. The parcel business has grown by a huge amount, because of on-line shopping.

This more than balances the letter rate losses and they know it.

They are not SUPPOSED to make a profit, they are SUPPOSED to be a vital Government owned national service there to benefit ALL Australians.

They have a decline in popularity of a product (letters) and they think that massively increasing the charge and reducing the service for that product makes sense? What business genius came up with that idea?

I urge you to reject this greedy and unfair price gouge and slower delivery times.

In summary:

1) Make them cancel the stamps on the mail, saving many millions per year in lost revenue.

2) Stop this massive salary gouge by their grossly overpaid and obviously untalented, under achieving top executives.

Richard Welling

Adelaide