

NEWS

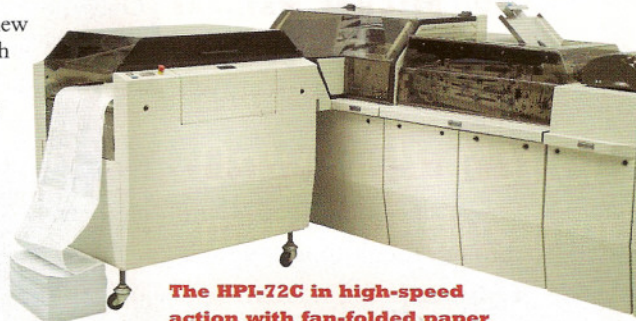
CUTTING EDGE

Pitney Bowes has launched a new high-productivity cutter, which is reckoned to increase the productivity input for mail operations by 44 per cent. The HPI-72C can handle 72,000 cut sheets per hour, performing two-up continuous rolled or fan-folded functions.

The new cutter has servo-powered technology and can be integrated with Pitney Bowes APS (Advanced Productivity Series) and FPS (Flexible Productivity Series) inserting systems. With its speed and flexibility, this latest innovation is significant for mail operations with high page-count applications, such as telecoms companies, utilities and insurance and financial firms, which can expect a marked increase in the production of their input.

David Jefferies, Pitney Bowes Marketing Director, comments: 'We have removed a major speed bump that slows mail production. Now a three to four-page job flies through like a two-page job'.

The speed of the HPI-72C is attributed to its



The HPI-72C in high-speed action with fan-folded paper

accurate fast-motion control, which allows the input to process odd-page-count accumulations without throughput degradation.

The HPI-72C also has several distinctive features. The cutter is integrated with the Pitney Bowes Direct Connect control system for mailpiece tracking and reporting on each collation to enhance production intelligence.

● For further information, contact Pitney Bowes; telephone 08705 252525; www.pitneybowes.co.uk.

Carbon free

PARCELFORCE WORLDWIDE is offering its customers the option to deliver their parcel carbon-free. Customers can now choose to donate 5p per parcel for UK and 10p per parcel for international deliveries when ordering on line.

Parcelforce will match all donations and, through its association with The Woodland Trust, invest in an approved programme to offset greenhouse gases generated during the journey of that parcel.

Managing Director Vanessa Leeson explains that this initiative is part of a wider approach to carbon management: 'Our business uses renewable energy in our buildings and bio-diesel in our vehicle fleet and pro-actively seeks to increase energy efficiency where practical'.

● For further information, contact Parcelforce; www.parcelforce.com.

Postage up

ROYAL MAIL is to increase postage prices once again on 2 April. These will see a standard first class stamp costing 34p, up 2p, and second class rising by 1p to 24p.

In the large letter category, introduced only last August, the rises for first and second class will be 4p and 3p, respectively. Franking discounts will continue to apply across the board.

The changes have been sanctioned by Postcomm, as part of a four-year programme to 2010, but Postwatch has expressed concern at increases above the rate of inflation.

Royal Mail has also introduced two new business tariffs. Automated Standard Large Letter gives discounts for 250-plus machine-sortable items, while Cleanmail Advance will make discounts available for 1000-plus items with correct and machine-readable addresses.

● For further information, contact Royal Mail; www.royalmail.com.

AMTRAK RESCUED

HAVING PURCHASED the bankrupt Nightspeed in 2005, Amtrak Express Parcels found itself in trouble towards the end of last year and has now been purchased from administration. The new owner is Netfold, a company set up by an experienced express industry management team headed by Chairman Ron Series and Managing Director Alan Jones.

Things moved with amazing speed. Amtrak was placed in administration on 13 January and was purchased the

following week, Netfold having been registered on 12 January. No information about the purchase price obtained by administrators KPMG or any outstanding debts was forthcoming.

The business had previously been sold by 3i last summer, but poor general trading conditions and the collapse of major customer Farepak brought the company, which was set up in 1987, to its knees.

The new owners have said that all 1000 employee contracts have been



transferred to the new business. Amtrak has a network of 80 owned and franchised depots, plus a national hub in the West Midlands.

● For further information, contact Amtrak; www.amtrak.co.uk.

Goodbye windows

FORMSCAN has introduced the MagVision intelligent scanner. Using patented technology, MagVision allows barcodes, which can be prepared on a standard laser printer, with no special inks, fonts or paper, to be 'read' through closed-face envelopes.

MagVision can easily be integrated into any customer application, with the security of knowing that there can be no mismatch between personalised contents and the address on the envelope.

Typical applications include read and print mailings, quality addressing applications and other secure personalised communications. MagVision acts like a normal barcode scanner, so it has the proven reliability of that technology.

John Harvey, Formscan Managing Director comments: 'MagVision is set to revolutionise secure read and print applications. It's a real buzz to see people's reactions to this exciting technology'.

Jeremy Ball, Business Consultant

with Fujitsu Output Services echoes John's comments: 'I was told that MagVision had the ability to read barcodes produced using non-magnetic toner through closed-faced envelopes, and that a move away from window envelopes with 100 per cent confidence of matching was possible. I have to admit to being a little sceptical at first, but Formscan has pulled it off. MagVision looks to be the answer to a long-standing industry need'.

● For further information, contact Formscan; www.formscan.com.