27 April 2023

Adelaide
101 Mooringe Avenue
Camden Park SA 5038
T 08 8179 9900

Melbourne
5 Everage Street
Moonee Ponds VIC 3039
T 03 8371 0036

PO Box 294
Plympton SA 5038

E lane@laneprint.com.au
laneprint.com.au

To whom it may concern,

My name is Simon Lane and I work at a Lane Communications, a bulk mail house and printing company that has been operating for more than 50 years. I have a solid understanding of the operations required to pre-sort mail prior it being loaded onto an Australia Post Truck and then driven to a distribution centre for delivery to the letterbox.

Australia Post uses the PAF to create the DPID for sorting. This PAF system is updated every 3 months, normally it just adds or removes properties to or from ANDMC's database.

Never in my time has any smarts been considered or has Bulk Mail Houses been consulted on how best to sort the mail for Australia Post to create new modern efficiencies for cost saving analysis.

Bulk Mail houses are only required to sort the mail to a large sort code which contains multiple postcodes within that sort plan, please see below:

South Australia	
045	0860–0862; 0870–0875; 5000–5001; 5004–5006; 5013–5024; 5031–5035; 5037–5038; 5061; 5160–5174; 5202–5204; 5800; 5810; 5839; 5900–5904; 5907; 5920; 5930; 5950
046	5007–5012; 5025; 5040; 5043–5049; 5082–5085; 5094–5096; 5098; 5106–5118; 5120–5121; 5158–5159; 5350–5356; 5360; 5371–5374; 5381; 5400–5401; 5410–5413; 5451–5455; 5460–5462; 5464; 5470–5472; 5501–5502; 5510; 5520; 5522; 5550; 5552; 5554–5556; 5558; 5560; 5570–5573; 5575–5577; 5580–5583; 5942
047	5039; 5041–5042; 5050–5052; 5062–5076; 5081; 5086–5093; 5097; 5125–5127; 5131–5134; 5136–5142; 5144; 5150–5157; 5201; 5210–5214; 5220–5223; 5231–5238; 5240–5246; 5250–5256; 5259–5261; 5264–5266; 5301–5304; 5306–5310
048	5262–5263; 5267–5273; 5275–5280; 5290–5291; 5311; 5320–5322; 5330–5333; 5340–5346; 5357; 5414–5422; 5431–5434; 5440; 5473; 5480–5483; 5485; 5490–5491; 5493; 5495; 5521; 5523; 5540; 5600–5609; 5611; 5630–5633; 5640–5642; 5650–5655; 5660–5661; 5670–5671; 5680; 5690; 5700–5701; 5710; 5713; 5715; 5717; 5719–5720; 5722–5725; 5730–5734; 5801–5809; 5811–5838; 5840–5856; 5860–5899

This is as far as the requirement for sorting is. No more smarts have been provided. We are not required to sort by house or street or even suburb. For as long as the article is within the '045' for a 5000 postcode that is the requirement for sorting. The amount of double handling required by Australia Post is large as each mail house presents its mail sort differently. There is no standardisation.

New Modernisation Idea:

The first step for modernisation of Australia Post, they should consider an online sorting program (OSP), whereby files are uploaded to OSP, and then the sort plan is sent back to the Mail House where the mail can be sorted to a lower level then just

the 045 requirement. There could be coloured tags for different states to quickly identify trays and ideally, each ULD cage should be sorted by state at the first level.

The OSP should be able to work out the most efficient method for that tray to arrive at the Local Distribution Centre or Delivery Point. Secondly, it should determine the order of the mail should be received down to the street level. This will also enable the Delivery Point to know the quantity of articles set to arrive and the Post Office can organise its staffing levels depending on the amount of mail that will shortly be arriving. Furthermore, it will arrive in a suitable plan for the Postie to delivery in a more convenient and efficient manner.

Because there will be small amount of mail going travelling to regional distribution points, Australia Post should consider half size ULDs so they do not need to be unloaded and repacked at the Bulk Dock. These cages are sometimes delivered only half full, hence smaller ULDs will be more beneficial and efficient. There are also too heavy to simply carry around Letters and Magazines.
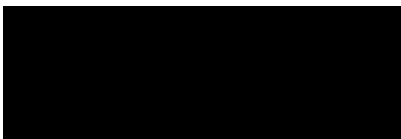
As the OSP is controlled and maintained by Australia Post, they can dictate the sorting plan on a daily basis, but the efficiency comes with not having to re-sort the articles as a lower level of sorting is achieved at the mail house, which makes it cheaper to deliver.

Mail Houses that can sort the mail down to a lower level should receive more of a Bulk Mail discount as this will increase the labour costs to the Mail House. Primarily because the Bulk Mailer will be bundling articles by Post Office or as directed by the OSP and not just packing them directly into sort code trays, which is the current method.

In my time there has never been a time-in-motion study to determine how many hands move a letter once it has been inserted into an Envelope to the letter box. This through an OSP could be reduced down to two, once when the Bulk Mail Person places the letter into a tray and two, when the postie removes it and places it into the letterbox.

I am more than happy to discuss this concept in more detail, as I am very passionate about the Postal Industry and my idea within this letter will provide a cost-effective solution for Australia Post. Simply increasing the postage price will only cause the quantity of letters to fall and with that the Postal Industry.

Yours sincerely,

Simon Lane

Lane Communications

m.