

Chairman of the ERGP
Mr. Jack Hamande
European Commission
DG GROW
Avenue des Nerviens 105
1040 Etterbeek
Belgium

Brussels, 24 September 2018

PostEurop Ref: JPF/018/057/aa

Dear Mr. Hamande,

PostEurop welcomes ERGP's consultation on its draft Work Programme for 2019. PostEurop's members are also pleased to note that the ERGP took into account our demands regarding consultation's duration, and opened the feedback period for almost three months. In general, PostEurop believes that a strong cooperation and open dialogue with the ERGP is necessary to be able to address specific challenges the postal industry is facing.

Last June we had the opportunity to discuss with the ERGP to determine how we would better collaborate in the future. We could identify many ways to engage in a sustainable cooperation on important topics related to the postal sector. These different ways of collaborating will allow PostEurop to discuss about main issues and contribute to ERGP's Work Programme.

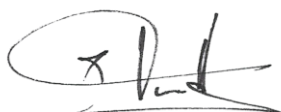
One option to further exchange with the ERGP is to participate to its public workshops. PostEurop hopes that the participation of four high level speakers amongst postal operators last 20 September during the Stakeholders Forum shows PostEurop's commitment to this dialogue. More generally PostEurop supports the organization of the ERGP's full-day Stakeholders Forum to allow stakeholder to express their views regarding ERGP's work and the regulatory needs of the postal sector. We were glad to participate in this event and contribute to a dynamic discussion.

We would refrain at this stage from formulating industry positions on all subjects mentioned in your draft Work Programme, but we appreciate ERGP's commitment to addressing the needs of the postal sector. We would instead propose, as discussed in June, to contribute on specific and technical themes within ERGP's Work Programme or any other topic of common interest. Such discussions would take place in a more informal setting with few postal operators providing their technical expertise and many insights into the postal sector's main developments. Also, the review of the ERGP's Medium Term Strategy

could be an opportunity to identify few strategic issues for the industry that need to be addressed in ERGP's next Work Programme.

As discussed, we would like to propose an exchange in the weeks following the Forum to pursue our dialogue.

We remain at your disposal to set the dates of our upcoming discussions.
Sincerely,



Jean-Paul FORCEVILLE
Chairman of PostEurop

CC: ERGP's vice-chairs, Mr. João Cadete de Matos and Prof. Angelo Cardani.