

## 6.1 Private / BNPL Bulk Customers

BNPL - Book Now Pay Later / SPA = Speed Post Account

In order to increase the market share for speed post by motivating bulk customers, department introduced in November 1990, the 'Book Now Pay Later' (BNPL) scheme. Speed post customers who provide an average monthly business of Rs 5000 or more can be provided with BNPL facility against a deposit, equivalent to the value of two months' transactions.

However Central & State Government Institutions & Enterprises were the exceptions ( eg. Reserve Bank of India. Schedule Banks).

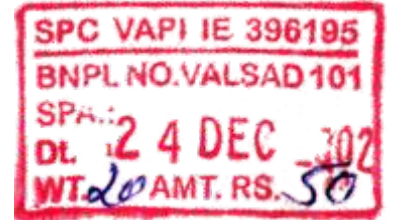


- ④ Ludhiana to Jaipur  
Booked on : 13<sup>th</sup> September 2007  
Delivered : 15<sup>th</sup> September 2007  
(No Account Number indicated or mentioned)

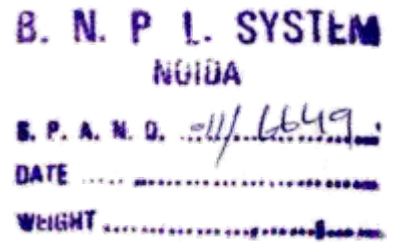
BNPL - SPA A/c



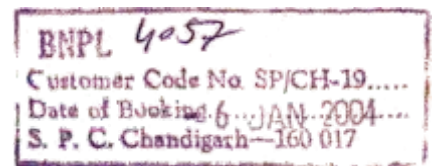
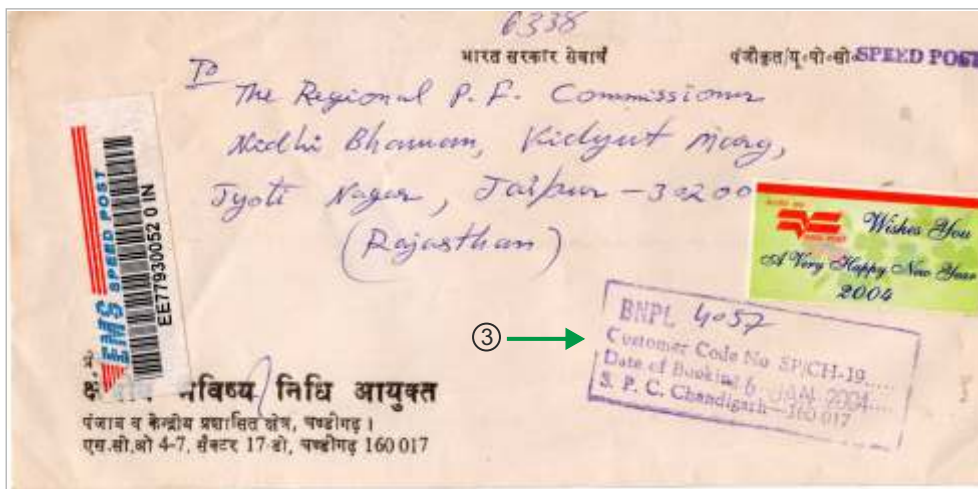
BNPL - SPA A/c



SPA = Speed Post Account  
"BNPL No VALSAD 101"



SPA = Speed Post Account



"Customer Code"

BNPL / English - II

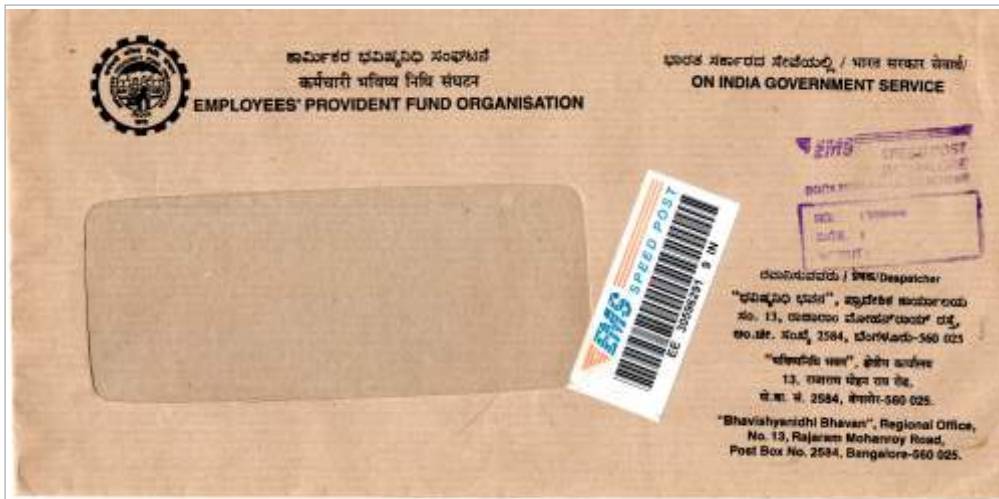


A Speed Post cover from Ville Parle (E), Mumbai to Jaipur (2003)  
 Booked on : 14<sup>th</sup> May 2003  
 Delivered on : 15<sup>th</sup> May 2003

1. English (HS) -Boxed



EMS Speed Post  
 Speed Post Pickup Service

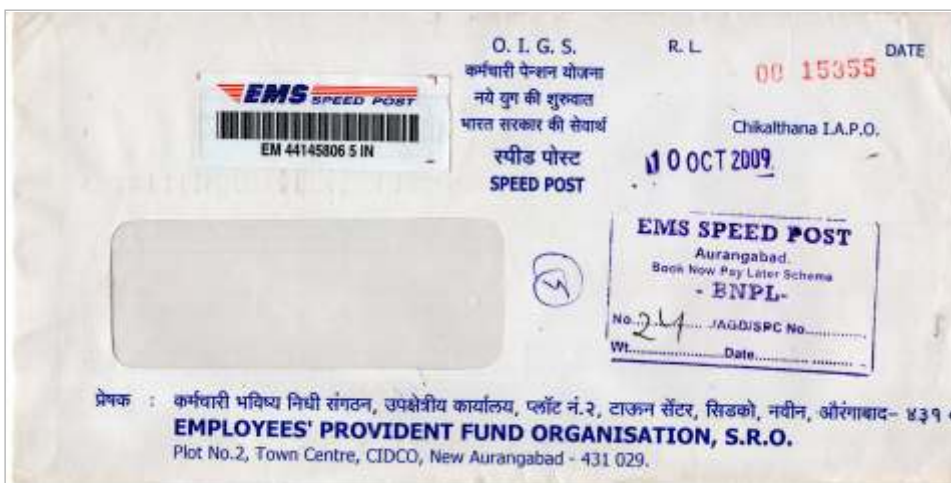


Speed Post cover from Bangalore to Jaipur (2003)  
 Delivered on 2<sup>nd</sup> May 2003

2.

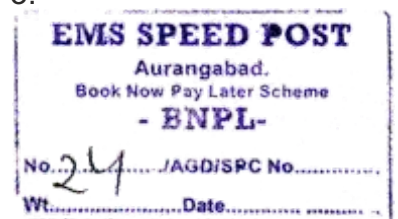


EMS Speed Post Logo on BNPL



Speed Post cover from Aurangabad, 2009  
 Booked on 10<sup>th</sup> Oct 2009

3.



Boxed English (HS)