

# Prices 2011

Prices effective from 9<sup>th</sup> May 2011

March 2011



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### 1. Cleanmail, Cleanmail Plus, Cleanmail Advance

Cleanmail, Cleanmail Plus, Cleanmail Advance			First Class	Second Class
	Format	Weight	Price	Price
Cleanmail OCR	Letter	0-100g	36.1p	24.5p
Cleanmail CBC	Letter	0-100g	36.0p	24.4p
Cleanmail Plus OCR	Letter	0-100g	34.9p	23.7p
Cleanmail Plus CBC	Letter	0-100g	34.8p	23.6p
Cleanmail Advance*	Letter	0-100g	34.8p	23.6p
Prices in this table are exempt from VAT				

\* Items that do not meet the Cleanmail Advance specification will be charged at full STL account rate.

### 2. Volume Related Discounts (VRDs) for Cleanmail, Cleanmail Plus and Cleanmail Advance

	Band 1	Band 2	Band 3	Band 4	Band 5
Volume Threshold	0-999	1000-2499	2500-9999	10000-24999	25000+
Discounts*	0.0%	1.5%	3.5%	5.5%	7.5%

\*For account customers only on Cleanmail & Cleanmail Plus and account and meter customers for Cleanmail Advance

### 3. Packetpost & Packetsort

Packetpost		First Class	Second Class
Format	Weight	Price	Price
Letter	0-100g	Customers are recommended to use Public Tariff for Letters	
Large Letter	0-100g	54.0p	43.2p
	101-250g	77.6p	63.8p
	251-500g	108.1p	88.5p
	501-750g	157.3p	127.8p
Packet	0-100g	133.6p	111.4p
	101-250g	166.0p	144.6p
	251-500g	182.4p	144.6p
	501-750g	213.6p	174.1p
	751-1000g	250.8p	202.6p
	1001-1250g	286.1p	227.8p
	1251-1500g	325.3p	259.6p
	1501-1750g	364.5p	291.4p
	1751-2000g	403.8p	323.2p
	2001-2250g	433.5p	n/a
	2251-2500g	463.2p	n/a
	2501-2750g	492.9p	n/a
	2751-3000g	522.6p	n/a
	3001-3250g	552.3p	n/a
	3251-3500g	582.0p	n/a
3501-3750g	611.7p	n/a	
3751-4000g	641.4p	n/a	

Packetpost		First Class	Second Class
Format	Weight	Price	Price
	4001-5000g	715.7p	n/a
	5001-20000g	For each additional 1kg or part thereof add 118.8p	n/a
Prices in this table are exempt from VAT			

Packetsort 8		First Class	Second Class
Format	Weight	Price	Price
Letter	0-100g	Customers are recommended to use Public Tariff for Letters	
Large Letter	0-100g	51.8p	41.5p
	101-250g	74.5p	61.2p
	251-500g	103.8p	84.9p
	501-750g	151.0p	122.7p
Packet	0-100g	128.3p	106.9p
	101-250g	159.4p	138.8p
	251-500g	175.1p	138.8p
	501-750g	205.1p	167.1p
	751-1000g	240.8p	194.5p
	1001-1250g	274.7p	218.7p
	1251-1500g	312.3p	249.2p
	1501-1750g	349.9p	279.7p
	1751-2000g	387.6p	310.3p
	2001-2250g	416.2p	n/a
	2251-2500g	444.7p	n/a
	2501-2750g	473.2p	n/a
	2751-3000g	501.7p	n/a
	3001-3250g	530.2p	n/a
	3251-3500g	558.7p	n/a
	3501-3750g	587.2p	n/a
	3751-4000g	615.7p	n/a
	4001-5000g	687.1p	n/a
	5001-6000g	801.1p	n/a
	6001-7000g	915.2p	n/a
	7001-8000g	1029.2p	n/a
8001-9000g	1143.3p	n/a	
9001-10000g	1257.3p	n/a	
10001-11000g	1371.4p	n/a	
11001-12000g	1485.4p	n/a	
12001-13000g	1599.5p	n/a	
13001-14000g	1713.5p	n/a	
14001-15000g	1827.6p	n/a	
15001-16000g	1941.6p	n/a	

Packetsort 8		First Class	Second Class
Format	Weight	Price	Price
	16001-17000g	2055.6p	n/a
	17001-18000g	2169.7p	n/a
	18001-19000g	2283.7p	n/a
	19001-20000g	2397.8p	n/a

Prices in this table are exempt from VAT

#### 4. Packetsort Plus

Discounts off Packetpost prices for greater sortation levels will remain between 4% and 9.1% as per April 10.

#### 5. Volume Related Discounts for Packetpost, Packetsort & Packetsort Plus

Volume thresholds per day

Format	Band 1	Band 2	Band 3	Band 4	Band 5
Large Letter	0-249	250-749	750-1999	2000-4999	5000+
Packet	0-99	100-249	250-749	750-1999	2000+

Discounts

Format	Band 1	Band 2	Band 3	Band 4	Band 5
Large Letter	0.0%	1.5%	3.5%	5.5%	7.5%
Packet	0.0%	1.5%	3.5%	6.0%	8.0%

#### 6. Packetpost Returns

Packetpost Returns	First Class	Second Class
Weight	Price	Price
0-100g	139.1p	116.9p
101-250g	171.5p	150.1p
251-500g	187.9p	150.1p
501-750g	219.1p	179.6p
751-1000g	256.3p	208.1p
1001-1250g	291.6p	233.3p
1251-1500g	330.8p	265.1p
1501-1750g	370.0p	296.9p
1751-2000g	409.3p	328.7p
2001-2250g	439.0p	353.1p
2251-2500g	468.7p	377.5p
2501-2750g	498.4p	401.9p
2751-3000g	528.1p	426.3p
3001-3250g	557.8p	450.7p
3251-3500g	587.5p	475.1p
3501-3750g	617.2p	499.5p

Packetpost Returns	First Class	Second Class
Weight	Price	Price
3751-4000g	646.9p	523.9p
4001-5000g	721.2p	584.0p
5001-20000g	For each additional 1kg add 118.8p	n/a
Prices in this table are exempt from VAT		

\* Second Class Packetpost Returns items have a maximum weight limit of 5kg

## Business Mail Services

### 7. Mailsort 70, Mailsort 120 & Mailsort 700

Table 1	Mailsort 1	Mailsort 2	Mailsort 3
	full price	full price	full price
Letters 0 - 100g	38.4p	27.3p	23.8p
Prices in this table are exempt from VAT			

Table 2 - Sortation and machineability discount	Mailsort 1		Mailsort 2		Mailsort 3	
	direct items	Residue items	direct items	Residue items	direct items	Residue items
MS 70 OCR Letter	18.2%	n/a	20.0%	n/a	18.3%	n/a
MS 70 CBC Letter	18.4%	n/a	20.2%	n/a	18.5%	n/a
MS 120 OCR Letter	17.7%	n/a	19.5%	n/a	17.0%	n/a
MS 120 CBC Letter	17.9%	n/a	19.7%	n/a	17.2%	n/a
MS 700 CBC Letter	17.0%	12%	17.0%	12%	17.0%	12%

Table 3 - Volume Related Discount (VRD)			Mailsort 1	Mailsort 2	Mailsort 3
Format	Volume Band	Number of direct items	direct items	direct items	direct items
Letter	Letter	0 - 19,999	0.0%	0.0%	0.0%
	Letter 20	20,000 - 39,999	1.50%	1.50%	1.50%
	Letter 40	40,000 - 79,999	3.50%	3.50%	3.50%
	Letter 80	80,000 - 119,999	4.50%	4.50%	4.50%
	Letter 120	120,000 +	5.30%	5.30%	5.30%

### Calculating the price of your mailing

**Step 1:** Find the full price for the service from table 1

**Step 2:** Identify the appropriate sortation and machineability discounts from table 2

**Step 3:** Add to the sortation and machineability discount the applicable volume related discount from table 3

**Step 4:** Apply the aggregate discount to the full price to calculate the item price for direct and residue items.

**Step 5:** Multiply the direct and residue prices by the number of items in each category.

**Step 6:** Add the direct and residue values together to calculate the total transaction price.

## Worked example

A Mailsort 3 700 posting of 102,439 letters weighing 72g each.  
98,277 of these are directs and 4,162 are residues.

- **Step 1:** The full price for a Mailsort 3 700 Letter = 23.8p from table 1
- **Step 2:** Sortation and machineability discount for direct = 17% from table 2  
Sortation and machineability discount for residue = 12% from table 2
- **Step 3:** VRD from table 3 = 4.5%, added to the direct discount of 17% the total discount for direct items now becomes 21.5%. There is no VRD discount for residues.  
Therefore, the total discount for residue items is 12%
- **Step 4:** Price of directs =  $23.8p * (100\% - 21.5\%) = 18.683p$   
Price of residues =  $23.8p * (100\% - 12\%) = 20.944p$
- **Step 5:** Total price of directs in mailing =  $(18.683p * 98,277) / 100 = £18,361.09$   
Total price of residues in mailing =  $(20.944p * 4162) / 100 = £871.69$
- **Step 6:** Total price for mailing =  $£18,361.09 + £871.69 = £19,232.78$

## 8. Mailsort 1400

Table 1 - Full prices and per gram increments	Mailsort 1		Mailsort 2		Mailsort 3	
	full price	per gram increment	full price	per gram increment	full price	per gram increment
Letter 0 - 100g	39.6p	n/a	28.1p	n/a	23.5p	n/a
Large Letter 0 - 100g	48.1p	n/a	34.5p	n/a	30.4p	n/a
Large Letter 101 - 250g	53.4p	n/a	44.2p	n/a	38.3p	n/a
Large Letter 251 - 750g	53.4p	0.1749p	44.2p	0.1370p	38.3p	0.1349p
Packet 0 - 100g	143.2p	n/a	124.7p	n/a	110.6p	n/a
Packet 101 - 250g	154.7p	n/a	133.7p	n/a	118.4p	n/a
Packet 251 - 1000g	154.7p	0.1168p	133.7p	0.1081p	118.4p	0.0983p
Packet 1001 - 2000g	256.8p	0.1501p	214.8p	0.1081p	192.1p	0.0991p
A3 Packet 0 - 100g	98.8p	n/a	82.6p	n/a	72.8p	n/a
A3 Packet 101 - 250g	105.4p	n/a	87.3p	n/a	76.5p	n/a
A3 Packet 251 - 750g	105.4p	0.1622p	87.3p	0.1400p	76.5p	0.1331p

Prices in this table are exempt from VAT

Table 2 - Sortation Discounts	Mailsort 1		Mailsort 2		Mailsort 3	
	direct items	residue items	direct items	residue items	direct items	residue items
Letter	9%	5%	9%	5%	9%	5%
Large Letter	11%	6%	11%	6%	11%	6%
Packet	15%	9%	15%	9%	15%	9%
A3 Packet	15%	9%	15%	9%	15%	9%

Table 3 - Volume Related Discounts			Mailsort 1	Mailsort 2	Mailsort 3
Format	Volume Band	Number of direct items	direct items	direct items	direct items
Letter	Letter	0 - 19,999	0.00%	0.00%	0.00%
	Letter 20	20,000 -39,999	1.00%	1.00%	1.50%
	Letter 40	40,000 -79,999	2.50%	2.50%	3.50%
	Letter 80	80,000 -119,999	4.00%	4.00%	4.50%
	Letter 120	120,000 +	4.50%	4.50%	5.30%
Large Letter	Large Letter	0 - 9,999	0.00%	0.00%	0.00%
	Large Letter 10	10,000 - 19,999	1.00%	1.00%	1.50%
	Large Letter 20	20,000 - 39,999	2.50%	2.50%	3.50%
	Large Letter 40	40,000 - 59,999	4.00%	4.00%	4.50%
	Large Letter 60	60,000 +	4.50%	4.50%	5.30%
Packet & A3 Packet	Packet	0 - 4,999	0.00%	0.00%	0.00%
	Packet 5	5,000 - 7,999	1.00%	1.00%	1.50%
	Packet 8	8,000 - 11,999	2.50%	2.50%	3.50%
	Packet 12	12,000 - 19,999	4.00%	4.00%	4.50%
	Packet 20	20,000 +	4.50%	4.50%	5.30%

### Calculating the price of your mailing

- **Step 1:** Find the full price for the items you are mailing. If the item weighs more than 250g, then an incremental price should be added to the full price based on the exact weight of the item.  
The incremental price is calculated as the incremental weight in grams above 250g (or above 1000g if the item is heavier than 1000g), multiplied by the gram price increment. The result is rounded to 1/10<sup>th</sup> of a penny.
- **Step 2:** Identify the appropriate sortation and machineability discounts from table 2
- **Step 3:** Add to the sortation and machineability discount the applicable volume related discount from table 3
- **Step 4:** Apply the aggregate discount to the full price to calculate the item price for direct and residue items.
- **Step 5:** Multiply the direct and residue prices by the number of items in each category.
- **Step 6:** Add the direct and residue values together to calculate the total transaction price.

### Worked example

A Mailsort 2 1400 posting of 102,439 Large letters weighing 302g each. 98,277 of these are directs and 4162 are residues.

- **Step 1:** The full price = 44.2p + ((302 - 250) \* 0.1370) = 51.32 rounded = 51.3p
  - **Step 2:** direct discount = 11%, residue discount = 6% from table 2
  - **Step 3:** VRD from table 3 = 4.5%, added to the direct discount of 11% the total discount for direct items
- Royal Mail prices effective from 9<sup>th</sup> May 2011



now becomes 15.5%

- **Step 4:** Price of directs =  $51.3p * (100\% - 15.5\%) = 43.349p$   
Price of residues =  $51.3p * (100\% - 6\%) = 48.22p$
- **Step 5:** Price of directs in mailing =  $(43.349p * 98,277)/100 = £42,602.10$   
Price of residues in mailing =  $(48.22p * 4162)/100 = £2,006.92$
- **Step 6:** Total for this mailing =  $£42,602.10 + £2,006.92 = £44,609.02$

## Advertising Mail (AM)

### 9. Advertising Mail 70

Table 1	Advertising Mail 1	Advertising Mail 2	Advertising Mail 3
	full price	full price	full price
Letters 0 – 100g	38.4p	24.6p	21.4p
Prices in this table are exempt from VAT			

Table 2 - Sortation and machineability discount	Advertising Mail 1	Advertising Mail 2	Advertising Mail 3
	direct items	direct items	direct items
AM 70 OCR Letter	18.2%	20.0%	18.3%
AM 70 CBC Letter	18.4%	20.2%	18.5%

Table 3 - Volume Related Discount (VRD)			Advertising Mail 1	Advertising Mail 2	Advertising Mail 3
Format	Volume Band	Number of direct items	direct items	direct items	direct items
Letter	Letter	0 – 19,999	0.0%	0.0%	0.0%
	Letter 20	20,000 – 39,999	1.50%	1.50%	1.50%
	Letter 40	40,000 – 79,999	3.50%	3.50%	3.50%
	Letter 80	80,000 – 119,999	4.50%	4.50%	4.50%
	Letter 120	120,000 +	5.30%	5.30%	5.30%

### Calculating the price of your mailing

**Step 1:** Find the full price for the service from table 1

**Step 2:** Identify the appropriate sortation and machineability discounts from table 2

**Step 3:** Add to the sortation and machineability discount the applicable volume related discount from table 3

**Step 4:** Apply the aggregate discount to the full price to calculate the item price for direct items.

**Step 5:** Multiply the direct price by the number of items to calculate the total transaction price.

### Worked example

An Advertising Mail 3 120 posting of 102,439 OCR letters weighing 72g each.

- **Step 1:** The full price for a Advertising Mail 3 70 Letter = 21.4p from table 1  
Royal Mail prices effective from 9<sup>th</sup> May 2011

- **Step 2:** Sortation and machineability discount for direct = 18.3% from table 2
- **Step 3:** VRD from table 3 = 4.5%, added to the direct discount of 18.3% the total discount for direct items now becomes 22.8%.
- **Step 4:** Price of directs = 21.4p \* (100%-22.8%) = 16.521p
- **Step 5:** Total price of directs in mailing = (16.521p\* 102,439)/100 = £16,923.95

## 10. Advertising Mail 120

Table 1	Advertising Mail 1	Advertising Mail 2	Advertising Mail 3
	full price	full price	full price
Letters 0 – 100g	38.4p	24.6p	21.2p
Prices in this table are exempt from VAT			

Table 2 - Sortation and machineability discount	Advertising Mail 1	Advertising Mail 2	Advertising Mail 3
	direct items	direct items	direct items
AM 120 OCR Letter	17.7%	19.5%	17.0%
AM 120 CBC Letter	17.9%	19.7%	17.2%

Table 3 - Volume Related Discount (VRD)			Advertising Mail 1	Advertising Mail 2	Advertising Mail 3
Format	Volume Band	Number of direct items	direct items	direct items	direct items
Letter	Letter	0 – 19,999	0.0%	0.0%	0.0%
	Letter 20	20,000 – 39,999	1.50%	1.50%	1.50%
	Letter 40	40,000 – 79,999	3.50%	3.50%	3.50%
	Letter 80	80,000 – 119,999	4.50%	4.50%	4.50%
	Letter 120	120,000 +	5.30%	5.30%	5.30%

### Calculating the price of your mailing

**Step 1:** Find the full price for the service from table 1

**Step 2:** Identify the appropriate sortation and machineability discounts from table 2

**Step 3:** Add to the sortation and machineability discount the applicable volume related discount from table 3

**Step 4:** Apply the aggregate discount to the full price to calculate the item price for direct items.

**Step 5:** Multiply the direct price by the number of items to calculate the total transaction price.

### Worked example

An Advertising Mail 3 120 posting of 102,439 OCR letters weighing 72g each.

- **Step 1:** The full price for a Advertising Mail 3 70 Letter = 21.2p from table 1

- **Step 2:** Sortation and machineability discount for direct = 17% from table 2
- **Step 3:** VRD from table 3 = 4.5%, added to the direct discount of 17% the total discount for direct items now becomes 21.5%.
- **Step 4:** Price of directs = 21.2p \* (100%-21.5%) = 16.642p
- **Step 5:** Total price of directs in mailing = (16.642p\* 102,439)/100 = £17,047.90

#### 11. Advertising Mail 1400

Table 1 - Full prices and per gram increments	Advertising Mail 1		Advertising Mail 2		Advertising Mail 3	
	full price	per gram increment	full price	per gram increment	full price	per gram increment
Letter 0 - 100g	39.6p	n/a	24.6p	n/a	21.1p	n/a
Large Letter 0 - 100g	48.1p	n/a	32.6p	n/a	28.1p	n/a
Large Letter 101 - 250g	53.4p	n/a	41.8p	n/a	35.5p	n/a
Large Letter 251 - 750g	53.4p	0.1749p	41.8p	0.1295p	35.5p	0.1248p

Prices in this table are exempt from VAT

Table 2 - Sortation Discounts	Advertising Mail 1		Advertising Mail 2		Advertising Mail 3	
	direct items	residue items	direct items	residue items	direct items	residue items
Letter	9%	5%	9%	5%	9%	5%
Large Letter	11%	6%	11%	6%	11%	6%

Table 3 - Volume Related Discounts			Advertising Mail 1	Advertising Mail 2	Advertising Mail 3
Format	Volume Band	Number of direct items	direct items	direct items	direct items
Letter	Letter	0 - 19,999	0.00%	0.00%	0.00%
	Letter 20	20,000 -39,999	1.00%	1.00%	1.50%
	Letter 40	40,000 -79,999	2.50%	2.50%	3.50%
	Letter 80	80,000 -119,999	4.00%	4.00%	4.50%
	Letter 120	120000 +	4.50%	4.50%	5.30%
Large Letter	Large Letter	0 - 9,999	0.00%	0.00%	0.00%
	Large Letter 10	10,000 - 19,999	1.00%	1.00%	1.50%
	Large Letter 20	20,000 - 39,999	2.50%	2.50%	3.50%
	Large Letter 40	40,000 - 59,999	4.00%	4.00%	4.50%
	Large Letter 60	60,000 +	4.50%	4.50%	5.30%

#### Calculating the price of your mailing

- **Step 1:** Find the full price for the items you are mailing. If the item weighs more than 250g, then an incremental price should be added to the full price based on the exact weight of the item.  
The incremental price is calculated as the incremental weight in grams above 250g multiplied by the gram price increment.  
The result is rounded to 1/10<sup>th</sup> of a penny.
  - **Step 2:** Identify the appropriate sortation and machineability discounts from table 2
- Royal Mail prices effective from 9<sup>th</sup> May 2011

- **Step 3:** Add to the sortation and machineability discount the applicable volume related discount from table 3
- **Step 4:** Apply the aggregate discount to the full price to calculate the item price for direct and residue items.
- **Step 5:** Multiply the direct and residue prices by the number of items in each category.
- **Step 6:** Add the direct and residue values together to calculate the total transaction price.

### Worked example

An Advertising Mail 2 1400 posting of 102,439 Large letters weighing 302g each. 98,277 of these are directs and 4162 are residues.

- **Step 1:** The full price =  $41.8p + ((302 - 250) * 0.1295) = 48.53$  rounded = 48.5p
- **Step 2:** direct discount = 11%, residue discount = 6% from table 2
- **Step 3:** VRD from table 3 = 4.5%, added to the direct discount of 11% the total discount for direct items now becomes 15.5%
- **Step 4:** Price of directs =  $48.5p * (100\% - 15.5\%) = 40.983p$   
Price of residues =  $48.5p * (100\% - 6\%) = 45.59p$
- **Step 5:** Price of directs in mailing =  $(40.983p * 98,277)/100 = £40,276.86$   
Price of residues in mailing =  $(45.59p * 4162)/100 = £1,897.46$
- **Step 6:** Total for this mailing =  $£40,276.86 + £1,897.46 = £42,174.32$

## 12. Sustainable Mail

Table 1 Sustainable Mail Entry Level pricing structure	Advertising Mail 70 & 120	Mailsort 700		Advertising Mail 1400	
	direct	direct	residue	direct	residue
Letter 0 - 100g	1.70%	1.70%	1.70%	1.70%	1.70%
Large Letter 0 - 100g	n/a	n/a	n/a	1.30%	1.30%
Large Letter 101 - 250g	n/a	n/a	n/a	1.00%	1.00%
Large Letter 251 - 750g	n/a	n/a	n/a	1.00%	1.00%

Table 2 Sustainable Mail Intermediate Level pricing structure	Advertising Mail 70 & 120	Mailsort 700		Advertising Mail 1400	
	direct	direct	residue	direct	residue
Letter 0 - 100g	3.90%	3.90%	3.90%	3.90%	3.90%
Large Letter 0 - 100g	n/a	n/a	n/a	3.20%	3.20%
Large Letter 101 - 250g	n/a	n/a	n/a	2.50%	2.50%
Large Letter 251 - 750g	n/a	n/a	n/a	2.50%	2.50%

### Calculating the price of Sustainable Mail

- **Step 1:** Calculate the Advertising Mail 70, Advertising Mail 120, Advertising Mail 1400 or Mailsort 700 price for the service you are using  
(Sustainable is only available on letters and Large Letters format of Advertising Mail services and on Mailsort 700. It is not available on other Mailsort variants.).
- **Step 2:** If you meet the Entry Level specification for Sustainable Mail, then reduce the Advertising Mail or Mailsort price by the amount shown in Table 1.
- **Step 3:** If instead you meet the Intermediate specification for Sustainable Mail, then reduce the Advertising Mail or Mailsort price by the amount shown in Table 2.

### 13. Term Contract

Product and Class of service*	Contract duration	
	1 Year	2 Year
Mailsort: MS70-1, MS70-2, MS70-3, MS120-1, MS120-2, MS120-3, MS700-1, MS700-2, MS700-3, MS1400-1, MS1400-2, MS1400-3  Advertising Mail AM70-1, AM 70-2, AM70-3, AM120-1, AM120-2, AM120-3, AM1400-1, AM140-2, AM140-3  Sustainable Mail (Entry and intermediate levels)** MS700-1, MS700-2, MS700-3 AM70-1, AM 70-2, AM70-3, AM120-1, AM120-2, AM120-3, AM1400-1, AM140-2, AM140-3	1.4% discount (per year)	2.0% discount (per year)

\*Minimum annual volume of 1 million mail items applies per term contract.

\*\*A single term contract can combine Mailsort, Sustainable Mail and Advertising Mail postings for the same sortation level and class of service.

### 14. Advertising Mail Light and Mailsort Light

#### Advertising Mail

The discount for Advertising Mail Light is 4.5p per item.

#### Mailsort

The discount for Mailsort Light is 5.3p per item.

### 15. mailmedia

There will be a pricing calculator available online which you can access by clicking on:

[www.royalmail.com/mailmedia](http://www.royalmail.com/mailmedia)

## 16. Walksort

Table 1 Full prices and per gram increments	Walksort 1		Walksort 2	
	full price	per gram increment	full price	per gram increment
Letter 0 - 100g	39.6p	n/a	28.1p	n/a
Large Letter 0 - 100g	48.1p	n/a	34.5p	n/a
Large Letter 101 - 250g	53.4p	n/a	44.2p	n/a
Large Letter 251 - 750g	53.4p	0.1749p	44.2p	0.1370p
Packet 0 - 100g	n/a	n/a	n/a	n/a
Packet 101 - 250g	n/a	n/a	n/a	n/a
Packet 251 - 1000g	n/a	n/a	n/a	n/a
Packet 1001 - 2000g	n/a	n/a	n/a	n/a
A3 Packet 0 - 100g	98.8p	n/a	82.6p	n/a
A3 Packet 101 - 250g	105.4p	n/a	87.3p	n/a
A3 Packet 251 - 750g	105.4p	0.1622p	87.3p	0.1400 p

Prices in this table are exempt from VAT

Table 2 Sortation discounts	Walksort 1		Walksort 2	
	direct items	residue items	direct items	residue items
Letter	31%	n/a	26.5%	n/a
Large Letter	31.5%	n/a	19.6%	n/a
Packet	n/a	n/a	n/a	n/a
A3 Packet	34%	n/a	26.2%	n/a

### Volume Related Discounts

There are no volume related discounts available on Walksort.

### Calculating the price of your mailing

- Follow the steps shown for Mailsort 1400, except that step 3 should be ignored as there are no VRD's available on Walksort.

## 17. Presstream and Presstream Walksort

Table 1 Full prices and per gram increments	Presstream 1		Presstream 2	
	full price	per gram increment	full price	per gram increment
Large Letter 0 - 100g	44.3p	n/a	32.1p	n/a
Large Letter 101 - 250g	47.9p	n/a	40.4p	n/a
Large Letter 251 - 750g	47.9p	0.1468p	40.4p	0.1280p
Packet 0 - 100g	104.0p	n/a	90.4p	n/a
Packet 101 - 250g	110.2p	n/a	95.5p	n/a
Packet 251 - 1000g	110.2p	0.0914p	95.5p	0.0808p
Packet 1001 - 2000g	179.1p	0.1377p	156.3p	0.1248p
A3 Packet 0 - 100g	72.9p	n/a	63.3p	n/a

Table 1 Full prices and per gram increments	Presstream 1		Presstream 2	
	full price	per gram increment	full price	per gram increment
A3 Packet 101 - 250g	77.5p	n/a	67.0p	n/a
A3 Packet 251 - 750g	77.5p	0.1302p	67.0p	0.1154p

Prices in this table are exempt from VAT

Table 2 Sortation discounts for Presstream	Presstream 1		Presstream 2	
	direct items	residue items	direct items	residue items
Large Letter	11.0%	6.0%	11.0%	6.0%
Packet	15.0%	9.0%	15.0%	9.0%
A3 Packet	15.0%	9.0%	15.0%	9.0%

Table 3 - Volume Related Discounts for Presstream*		Presstream 1	Presstream 2
		direct items	direct items
Large Letter	0 - 9,999	0.00%	0.00%
Large Letter 10	10,000 - 19,999	1.00%	1.00%
Large Letter 20	20,000 - 39,999	2.50%	2.50%
Large Letter 40	40,000 - 59,999	4.00%	4.00%
Large Letter 60	60,000 +	4.50%	4.50%
Packet	0 - 4,999	0.00%	0.00%
Packet 5	5,000 - 7,999	0.50%	0.50%
Packet 8	8,000 - 11,999	0.75%	0.75%
Packet 12	12,000 - 19,999	1.00%	1.00%
Packet 20	20,000 +	2.00%	2.00%

Prices in this table are exempt from VAT

\* Volume related discounts are not available for Presstream Walksort and Presstream Premium or in conjunction with Presstream Profile discount.

Table 4 Sortation discounts for Presstream Walksort	Presstream Walksort 1	Presstream Walksort 2
	direct items	direct items
Letter	n/a	n/a
Large Letter	16.5%	16.5%
Packet	20.5%	20.5%
A3 Packet	20.5%	20.5%

### Calculating the price of your Presstream mailing

- **Step 1:** Find the full price for the items you are mailing. If the item weighs more than 250g, then an incremental price should be added to the full price based on the exact weight of the item.  
The incremental price is calculated as the incremental weight in grams above 250g (or above 1000g if the item is heavier than 1000g), multiplied by the gram price increment. The result is rounded to 1/10<sup>th</sup> of a penny.

- **Step 2:** Identify the appropriate sortation and machineability discounts from table 2
- **Step 3:** Add to the sortation and machineability discount the applicable volume related discount from table 3
- **Step 4:** Apply the aggregate discount to the full price to calculate the item price for direct and residue items.
- **Step 5:** Multiply the direct and residue prices by the number of items in each category.
- **Step 6:** Add the direct and residue values together to calculate the total transaction price.

### Worked example

A Presstream 2 posting of 102,439 Large letters weighing 302g each.  
98,277 of these are directs and 4,162 are residues.

- **Step 1:** The full price =  $40.4p + ((302 - 250) * 0.1280) = 47.06$  rounded = 47.1p
- **Step 2:** direct discount = 11%, residue discount = 6% from table 2
- **Step 3:** VRD from table 3 = 4.5%, added to the direct discount of 11% the total discount for direct items now becomes 15.5%
- **Step 4:** Price of directs =  $47.0p * (100\% - 15.5\%) = 39.715p$   
Price of residues =  $47.0p * (100\% - 6\%) = 44.180p$
- **Step 5:** Price of directs in mailing =  $(39.715p * 98,277)/100 = £39,030.71$   
Price of residues in mailing =  $(44.180p * 4162)/100 = £1,838.77$
- **Step 6:** Total for this mailing =  $£39,030.71 + £1,838.77 = £40,869.48$

### Calculating the price of your Presstream Walksort mailing

- **Step 1:** Find the full price for the items you are mailing. If the item weighs more than 250g, then an incremental price should be added to the full price based on the exact weight of the item.  
The incremental price is calculated as the incremental weight in grams above 250g (or above 1000g if the item is heavier than 1000g), multiplied by the gram price increment. The result is rounded to 1/10<sup>th</sup> of a penny.
- **Step 2:** Identify the appropriate sortation and machineability discounts from table 4
- **Step 3:** Apply the discount to the full price to calculate the item price for direct items.
- **Step 4:** Multiply the direct price by the number of items.



### Worked example

A Presstream Walksort 2 posting of 102,439 Large letters weighing 302g each.

- **Step 1:** The full price =  $40.4\text{p} + ((302 - 250) * 0.1280) = 47.06$  rounded = 47.0p
- **Step 2:** direct discount = 16.5%, from table 4
- **Step 3:** Price of directs =  $47.0\text{p} * (100\% - 16.5\%) = 39.245\text{p}$
- **Step 4:** Price of directs in mailing =  $(39.245\text{p} * 102,439) / 100 = \text{£}38,568.81$

### 18. Presstream Profile Price Discounts

Profile discount % = A x B

A (%) =  $((\text{number of Direct Selection items going to qualifying postcodes} / \text{the total number of Direct Selection items}) * 100) * 0.645 - 4.0$

B =  $\text{total number of Direct Selection items} / \text{the number of unique Direct Selection addresses}$

Calculated to one decimal place

Presstream Profile – Minimum Prices

Maximum discount allowed – 21%

	Minimum Price
Presstream profile 1st Class	28.8p
Presstream profile 2nd Class	26.5p
Presstream Walksort profile 1st Class	27.2p
Presstream Walksort profile 2nd Class	25.1p
Prices in this table are exempt from VAT	

19. Presstream 250k line

Price		Price		Price		Price		Price			
Weight g	1st Class	2nd Class	Weight g	1st Class	2nd Class	Weight g	1st Class	2nd Class	Weight g	1st Class	2nd Class
1	34.6p	32.6p	540	74.1p	56.4p	1030	110.4p	75.0p	1520	144.0p	92.5p
60	34.5p	32.6p	550	74.6p	56.9p	1040	110.9p	75.1p	1530	144.7p	92.9p
70	34.9p	33.2p	560	75.5p	57.0p	1050	111.5p	76.0p	1540	145.6p	93.0p
80	35.4p	33.2p	570	75.7p	57.7p	1060	112.4p	76.2p	1550	146.1p	93.2p
90	36.0p	33.2p	580	76.8p	58.1p	1070	113.0p	76.5p	1560	147.0p	93.8p
100	36.7p	33.2p	590	77.4p	58.1p	1080	113.5p	76.7p	1570	147.6p	94.1p
110	37.2p	33.2p	600	81.2p	60.2p	1090	114.2p	77.3p	1580	148.1p	94.2p
120	37.7p	33.2p	610	81.9p	60.2p	1100	115.1p	77.6p	1590	148.9p	94.7p
130	39.1p	33.2p	620	82.9p	60.9p	1110	115.8p	78.0p	1600	149.7p	94.9p
140	39.1p	33.2p	630	83.3p	60.9p	1120	116.4p	78.2p	1610	150.4p	95.6p
150	39.1p	33.2p	640	83.8p	61.2p	1130	117.4p	78.5p	1620	150.9p	95.7p
160	39.1p	33.2p	650	84.9p	61.8p	1140	118.0p	79.0p	1630	151.8p	96.1p
170	39.1p	33.2p	660	85.2p	62.0p	1150	118.4p	79.2p	1640	152.4p	96.4p
180	39.1p	33.2p	670	85.8p	62.0p	1160	119.3p	79.3p	1650	152.9p	96.8p
190	39.1p	33.2p	680	86.3p	62.0p	1170	120.0p	80.0p	1660	153.9p	97.0p
200	39.1p	33.2p	690	87.5p	63.3p	1180	120.6p	80.3p	1670	154.5p	97.4p
210	39.1p	33.2p	700	89.1p	64.1p	1190	121.2p	80.9p	1680	155.2p	97.8p
220	39.1p	33.2p	710	89.7p	64.2p	1200	122.2p	81.1p	1690	155.7p	98.4p
230	39.1p	33.2p	720	90.0p	64.2p	1210	122.6p	81.3p	1700	156.5p	98.6p
240	39.1p	33.2p	730	90.7p	64.4p	1220	123.2p	81.5p	1710	157.2p	98.9p
250	39.1p	33.2p	740	92.1p	65.4p	1230	124.1p	81.9p	1720	157.7p	99.1p
260	40.3p	34.2p	750	92.7p	65.4p	1240	124.8p	82.4p	1730	158.7p	99.7p
270	41.5p	35.2p	760	93.1p	65.4p	1250	125.4p	82.8p	1740	159.3p	100.0p
280	42.8p	36.3p	770	93.2p	65.8p	1260	126.1p	83.2p	1750	159.8p	100.1p
290	44.0p	37.3p	780	94.2p	65.8p	1270	127.0p	83.4p	1760	160.6p	100.9p
300	45.2p	38.2p	790	95.5p	66.9p	1280	127.4p	84.0p	1770	161.4p	101.2p
310	46.4p	39.4p	800	95.7p	66.9p	1290	128.0p	84.2p	1780	162.2p	101.5p
320	47.7p	40.5p	810	96.2p	66.9p	1300	128.9p	84.7p	1790	162.6p	101.6p

Price			Price			Price			Price		
Weight g	1st Class	2nd Class	Weight g	1st Class	2nd Class	Weight g	1st Class	2nd Class	Weight g	1st Class	2nd Class
330	48.8p	41.6p	820	96.7p	67.5p	1310	129.5p	84.9p	1800	163.6p	102.1p
340	50.1p	42.6p	830	97.2p	67.5p	1320	130.1p	85.2p	1810	164.2p	102.6p
350	50.2p	45.0p	840	97.7p	67.8p	1330	131.1p	85.8p	1820	164.7p	102.9p
360	51.9p	45.3p	850	99.1p	69.1p	1340	131.8p	86.0p	1830	165.5p	103.0p
370	53.6p	46.7p	860	99.9p	69.3p	1350	132.4p	86.3p	1840	166.2p	103.4p
380	55.8p	47.7p	870	100.2p	69.3p	1360	133.1p	86.5p	1850	167.0p	104.0p
390	57.5p	48.5p	880	101.0p	69.5p	1370	133.8p	87.0p	1860	167.4p	104.3p
400	59.6p	50.4p	890	101.4p	69.5p	1380	134.4p	87.3p	1870	168.4p	104.4p
410	60.7p	50.7p	900	101.7p	69.5p	1390	135.0p	87.7p	1880	169.0p	104.6p
420	62.5p	52.1p	910	102.5p	69.6p	1400	135.9p	88.0p	1890	169.5p	105.5p
430	62.8p	52.5p	920	104.3p	71.3p	1410	136.6p	88.2p	1900	170.3p	105.7p
440	63.4p	52.5p	930	104.4p	71.6p	1420	137.2p	88.7p	1910	171.1p	105.8p
450	65.5p	52.9p	940	105.5p	71.6p	1430	137.9p	89.2p	1920	171.8p	106.1p
460	66.0p	53.3p	950	105.6p	71.6p	1440	138.6p	89.4p	1930	172.4p	106.5p
470	67.1p	53.3p	960	105.9p	71.7p	1450	139.2p	89.9p	1940	173.0p	106.8p
480	68.0p	53.9p	970	106.4p	71.7p	1460	139.9p	90.0p	1950	173.8p	107.1p
490	68.5p	53.9p	980	106.8p	71.7p	1470	140.7p	90.6p	1960	174.3p	107.9p
500	71.2p	55.3p	990	107.4p	72.1p	1480	141.1p	90.8p	1970	175.3p	108.2p
510	72.4p	56.0p	1000	108.2p	72.1p	1490	142.0p	91.1p	1980	176.0p	108.5p
520	72.8p	56.0p	1010	108.8p	74.3p	1500	142.7p	91.5p	1990	176.5p	108.8p
530	73.2p	56.4p	1020	109.4p	74.6p	1510	143.2p	91.9p	2000	177.3p	109.1p

Prices in this table are exempt from VAT

## 20. Big Book

Weight	Price		
	Volume band A	Volume band B	Volume band C
751-1000g	£1.23	£1.15	£1.10
1001-1250g	£1.55	£1.47	£1.42
1251-1500g	£1.78	£1.69	£1.64

Prices in this table exclude VAT, which is charged at the standard rate

## 21. Royal Mail Heavyweight

Weight	Price		
	Volume band A	Volume band B	Volume band C
751-1000g	£1.47	£1.41	£1.38
1001-1250g	£1.74	£1.69	£1.64
1251-1500g	£1.90	£1.82	£1.78
1501-1750g	£2.05	£1.98	£1.93
1751-2000g	£2.21	£2.13	£2.07
2001-2250g	£2.37	£2.28	£2.23
2251-2500g	£2.51	£2.42	£2.36
2501-2750g	£2.66	£2.56	£2.49
2751-3000g	£2.80	£2.69	£2.62

Prices in this table exclude VAT, which is charged at the standard rate

## 22. Royal Mail Pouch Services

Weight of pouches	Price of pouch	Annual site fees	Prices per site
350g-500g	£1.82	Up to 50 sites	£112.00
up to 1 kg	£2.51	Up to 100 sites	£81.00
up to 2 kg	£4.04	Up to 500 sites	£58.00
up to 5 kg	£7.16	Up to 1000 sites	£23.00
up to 10 kg	£13.10	1001 - 1500 (max) sites	£18.00

Prices in this table exclude VAT, which is charged at the standard rate

## 23. Safebox

Safebox	Price
48 1st class cartons	£210.00
12 1st class cartons	£55.00
48 Special delivery cartons	£410.00
12 Special delivery cartons	£105.00

Prices in this table exclude VAT, which is charged at the standard rate

#### 24. Presorted Delivery and Early Extraction

See pricing calculator at: <http://www.royalmail.com/psd>

#### 25. Postal Voting

See pricing calculator at: <http://www.royalmail.com/portal/rm/jump2?catId=400109&mediaId=17400199>