



Subscription Mail Rate card

Royal Mail Subscription Mail®

January 2019



Royal Mail

Helping your business thrive and prosper

Royal Mail is the UK's designated Universal Postal Service Provider, supporting customers, businesses and communities across the country. We are the only company that has the capability to deliver a 'one-price-goes-anywhere', six-days-a-week service on a range of letters and parcels to more than 29 million addresses across the UK.

Online Price Calculator

Use our online price calculator to find the best options for your mailing. There's also a downloadable excel version.

royalmailtechnical.com/calculator

For prices that are changing in January 2019 please visit: royalmail.com/prices2019. For all other prices visit royalmail.com/current-postage-prices

Although correct at the time this rate card was produced (November 2018), postal prices, fees and other conditions are subject to revision from time to time and services may need to be added or withdrawn.

Up-to-date information may be obtained by visiting royalmail.com

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Subscription Mail

Subscription Mail is our new subscription magazine service, where items posted contain 30% or more editorial content. This new service launches on **2 January 2019**.

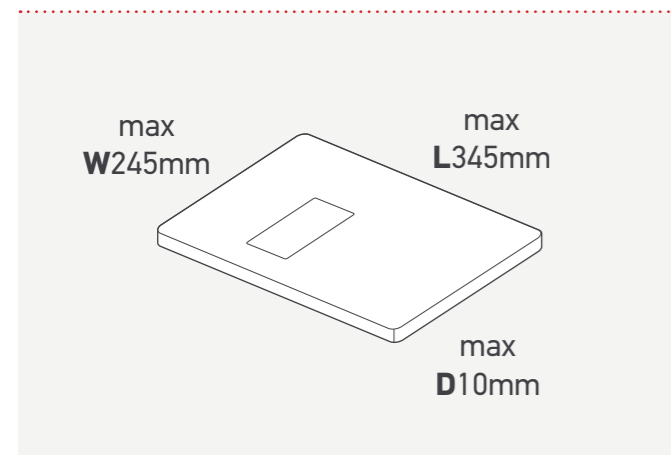
We consulted the sector and customers told us they need certainty to grow their subscriptions. Subscription Mail offers up to 12-months price certainty so that customers can plan ahead and invest in launching new titles.

The service is a Royal Mail Mailmark® specification so customers can benefit from significant savings.

Know your formats

The available format for Subscription Mail is Large Letter. The illustration below shows the maximum dimensions and maximum weight permitted.

Large Letter - machine readable Up to 750g



Subscription Mail

Low Sort Mailmark

Table 1 – Full prices and per gram increments

Format	Weight	1st Class		2nd Class	
		Full Price	Per Gram Increment	Full Price	Per Gram Increment
Large Letter Mailmark	0-100g	61.6p	n/a	44.0p	n/a
	101-250g	67.7p	n/a	55.9p	n/a
	251-750g	67.7p	0.1761p	55.9p	0.1503p

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

Table 2 – Product Codes

Product Code	Format	Delivery Speed	
		1st Class	2nd Class
	Large Letter Mailmark	PQC	PQD

Table 3 – Sortation and machine-readable discounts

Format	Weight	1st Class	2nd Class
		Discount	Discount
Large Letter Mailmark	0-100g	10.50%	10.33%
	101-250g	10.62%	10.20%
	251-750g	10.62%	10.25%

Table 4 – Volume Related Discounts (VRDs)*

Format	Number of Direct Items	1st Class and 2nd Class
		Mailmark
Large Letter	2,000-9,999	0.00%
	10,000-19,999	1.00%
	20,000-39,999	2.50%
	40,000-59,999	4.00%
	60,000 +	4.50%

*Volume Related Discounts for direct items are based on total daily volumes over multiple sales order lines providing all items are posted on the same day; posted from the same posting location (site); posted via the same product, format and magazine code, and only applies to direct items (residue items are not counted towards the calculation).

Mailings of less than 2,000 items may be charged at a higher rate.

**Mailings of new titles with a minimum of 1,000 items are permitted in the first year.

Table 5 – Trayed Mail Savings

Saving per item
Low Sort Large Letters (up to 10mm thick)

Discounts apply after all other discounts (VRDs, sortation, profile price, etc) are applied but before VAT

Subscription Mail

Calculating the price of your Subscription Mail with Low Sort option 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 the nearest 1/10th of a penny.

Step 2: Identify the appropriate sortation and machine-readable discounts from Table 3.

Step 3: Add to the sortation and machine-readable discount the applicable Volume Related Discount from Table 4.

Step 4: Apply the aggregate discount to the full price to calculate the item price.

Step 5: Multiply the prices by the number of items.

Worked example

A 2nd Class posting of 98,277 Large Letters Mailmark weighing 302g each.

Step 1: The full price = 55.9p + ((302 – 250) x 0.1503p) = 63.7156p rounded to the nearest 1/10th of a penny = 63.7p.

Step 2: The sortation and machine-readable discount = 10.25% from Table 3.

Step 3: VRD from Table 4 = 4.50% added to the sortation and machine-readable discount of 10.25% gives a total of 14.75%.

Step 4: Price = 63.7156p x (100% -14.75%)= 54.3175p.

Step 5: Price of mailing = (54.3175p x 98,277)/100 = £53,381.61 (excluding VAT).

Trayed Mail Savings:

Low Sort Large Letter mailings presented in trays will save 0.90p per item from Table 5 = (0.90p x 98,277)/100 = £884.49 (excluding VAT).

Total tray price of mailing = £53,381.61 - £884.49 = £52,497.12 (excluding VAT).

Adjustment Charges

Mailmark Adjustment Charges

Fault	Applies to	Flat Fee	Per Item Fee	Notes
Missorts	Mailmark Letters	n/a	13.95p	
Missorts	Mailmark Large Letters	n/a	38.75p	
International item as domestic	Mailmark	n/a	£1.56	Adjustment charges only apply when one or a combination of charges result in a charge of £10 or more per eManifest
Non machine processed	Mailmark Letters	n/a	2.04p	
Non machine processed	Mailmark Large Letters	n/a	3.64p	Postcode and Delivery point suffix accuracy adjustment charges only apply if the combined result drops below 90% per eManifest
Postcode accuracy	Mailmark Letters	n/a	8.05p	
Postcode accuracy	Mailmark Large Letters	n/a	15.78p	
Delivery point suffix accuracy	Mailmark Letters and Large Letters	n/a	0.86p	
Missing or incorrect eManifest ID	Mailmark Letters and Large Letters	£27.23	n/a	per eManifest
Unmanifested volume and Duplicates	Mailmark Letters and Large Letters	£27.23	0.46p Letters/0.73p Large Letters	per supply chain
Incorrect SCID	Mailmark Letters and Large Letters	£27.23	n/a	per eManifest
Item ID mismatch	Mailmark Letters and Large Letters	£27.23	n/a	per eManifest

Machine Readable Adjustment Charges

Fault	Applies to	Flat Fee	Per item fee	Note
Low volume faults	Sorted machine-readable	£27.23	n/a	per posting
Medium volume low impact faults	Sorted machine-readable	£27.23	n/a	per posting
Medium volume high impact faults	Sorted machine-readable	£27.23	adjustment	10% of posting adjusted
High volume low impact faults	Sorted and non-sorted machine-readable	£27.23	n/a	per posting
High volume high impact faults	Sorted	£27.23	adjustment	100% of mailing adjusted
Incorrect licence design	BMA on account and Response Services	£27.23	n/a	per month

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

*Fee applies to sorted machine-readable mail only.

Full details of the Low/High machine readable faults are available in the Quick Guides at royalmailtechnical.com

Adjustment Charges

Other Adjustment Charges

Fault	Applies to	Flat Fee	Per Item Fee	Notes
Presentation errors	Sorted	£27.23	n/a	per posting
Incorrect labels/bag ties	Sorted	£27.23	20p	per label or tie
Incorrect cage cards	Sorted	£27.23	25p	per card used
Storage costs	Sorted	£27.23	25p	per cage per day
Overweight bags/bundles/trays	Sorted	£27.23	65p	per bag/bundle/tray generated
Overweight Cages/Yorks	Sorted	£27.23	65p	per Cage/York generated
Minimum average items per selection	Sorted	£27.23	adjustment	100% of mailing
Bulk surcharging	Unsorted	n/a	33p	per item
Response specification	Response Services	n/a	33p	per item
Missing sales order	All products	£27.23	n/a	per posting
Incorrect sales order	All products	£27.23	n/a	per posting

Prices in this table exclude VAT, which is charged at the standard rate, except for Bulk surcharges.

*Bulk surcharges are exempt from VAT.

Contact

We hope that this tariff guide has been useful, but should you need any further help or advice, please do contact your Account Manager, or the customer helpline: **08457 950 950***

or through our website:
royalmail.com/contact

Alternative formats

If it would help you to have this booklet in a different format, we can provide it free of charge as:

A large print booklet An audio tape
An audio CD A Braille booklet

Simply call us on **08457 950 950***.

If you are deaf or hearing impaired, we offer a textphone service on **03456 000 606**.

*Calls cost 5p per minute plus your telephone company's network access charge.

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