

# VOLUME COMMITMENT YEAR 1

This follow-on incentive rewards the continued growth of your Advertising Mail volume, simply post the same or a higher volume of Advertising Mail than you sent during the previous year.

Keep getting money off if you continue to mail more after a year.

## A postage credit of 8% up to 20%

### To Qualify

Match or exceed the volume of advertising mail items posted during the 12 months of your Growth Incentive.

### Time Period

12 Months.

### Uses

Growing the customer base.

## Postage Credits

Format	Products Available	Weight Range	Discount % per Incremental Item	
			<= 3m	> 3m
Letter	Advertising Mail 70 Mailmark	0-100g	15%	20%
Letter	Catalogue Mail 70 Mailmark	0-100g	15%	20%
Large Letter	Advertising Mail 70 Mailmark	0-100g	10%	10%
Large Letter	Catalogue Mail 70 Mailmark	0-100g	10%	10%
Large Letter	Catalogue Mail 70 Mailmark	101-150g	10%	10%
Large Letter	Advertising Mail 70 Mailmark	101-750g	15%	20%
Large Letter	Catalogue Mail 70 Mailmark	151-750g	15%	20%

Postage credit rates are subject to Royal Mail's discretion and approval. Postage credits will be awarded as discounts to the access price only and available as a retrospective credit to use against future mail campaigns.