

## eTail-USA 2017 - Price Guide And Service Definition

Current prices – valid until 8<sup>th</sup> January 2018

The below prices are the total you will pay per parcel. There are no customs fees, import duty, fuel surcharges etc.

- Weekly Parcel Volume -

200+ Parcels Per Week

- Parcel Type -      - Mainland/Alaska/Hawaii -

Large Letter      US Mainland

- Standard eTail-USA -		- Express eTail-USA -	
1-99g	£2.99	1-99g	£3.49
100-149g	£3.29	100-149g	£3.79
150-199g	£3.39	150-199g	£3.99
200-249g	£3.59	200-249g	£4.29
250-299g	£3.89	250-299g	£4.59
300-349g	£4.49	300-349g	£4.99
350-399g	£4.99	350-399g	£5.79
400-449g	£5.99	400-449g	£6.79
450-499g	£6.99	450-499g	£7.99
500-599g	£7.99	500-599g	£8.99
600-699g	£8.49	600-699g	£9.99
700-799g	£8.99	700-799g	£10.99
800-899g	£9.49	800-899g	£11.99
900-1kg	£9.99	900-1kg	£11.99

- Weekly Parcel Volume -

51-200 Parcels Per Week

- Parcel Type -      - Mainland/Alaska/Hawaii -

Large Letter      US Mainland

- Standard eTail-USA -		- Express eTail-USA -	
1-99g	£3.29	1-99g	£3.79
100-149g	£3.59	100-149g	£4.09
150-199g	£3.69	150-199g	£4.29
200-249g	£3.89	200-249g	£4.59
250-299g	£4.19	250-299g	£4.89
300-349g	£4.79	300-349g	£5.29
350-399g	£5.29	350-399g	£6.09
400-449g	£6.29	400-449g	£7.09
450-499g	£7.29	450-499g	£8.29
500-599g	£8.29	500-599g	£9.29
600-699g	£8.79	600-699g	£10.29
700-799g	£9.29	700-799g	£11.29
800-899g	£9.79	800-899g	£12.29
900-1kg	£10.29	900-1kg	£13.29

- Weekly Parcel Volume -

11-50 Parcels Per Week

- Parcel Type -      - Mainland/Alaska/Hawaii -

Large Letter      US Mainland

- Standard eTail-USA -		- Express eTail-USA -	
1-99g	£3.59	1-99g	£4.09
100-149g	£3.89	100-149g	£4.39
150-199g	£3.99	150-199g	£4.59
200-249g	£4.19	200-249g	£4.89
250-299g	£4.49	250-299g	£5.19
300-349g	£5.09	300-349g	£5.59
350-399g	£5.59	350-399g	£6.39
400-449g	£6.59	400-449g	£7.39
450-499g	£7.59	450-499g	£8.59
500-599g	£8.59	500-599g	£9.59
600-699g	£9.09	600-699g	£10.59
700-799g	£9.59	700-799g	£11.59
800-899g	£10.09	800-899g	£12.59
900-1kg	£10.59	900-1kg	£13.59

- Weekly Parcel Volume -

1-10 Parcels Per Week

- Parcel Type -      - Mainland/Alaska/Hawaii -

Large Letter      US Mainland

- Standard eTail-USA -		- Express eTail-USA -	
1-99g	£3.99	1-99g	£4.49
100-149g	£4.29	100-149g	£4.79
150-199g	£4.39	150-199g	£4.99
200-249g	£4.59	200-249g	£5.29
250-299g	£4.89	250-299g	£5.59
300-349g	£5.49	300-349g	£5.99
350-399g	£5.99	350-399g	£6.79
400-449g	£6.99	400-449g	£7.79
450-499g	£7.99	450-499g	£8.99
500-599g	£8.99	500-599g	£9.99
600-699g	£9.49	600-699g	£10.99
700-799g	£9.99	700-799g	£11.99
800-899g	£10.49	800-899g	£12.99
900-1kg	£10.99	900-1kg	£13.99

For packets – add £0.50p to the above (packets are as per RM small parcel definition)

## eTail-USA - Service Definition

### 1. Delivery times

**Express Service** – 3-5 business days from the parcel leaving our hub (average delivery time showing in our central TMS system currently for all parcels sent via **Express** in 2016 is **3.87** business days).

**Standard Service** – 5-8 business days from parcel leaving our hub (average delivery time showing in our central TMS system currently for all parcels sent via **Standard** service in 2016 is **6.11** business days).

**Non-Contiguous States** – Delivery times to Alaska & Hawaii – add 2-3 days. Delivery times to Puerto Rico, Guam and US military addresses (APO/AE) – add further time.

### 2. Parcel Weights

The maximum parcel weight for either service from 9<sup>th</sup> January 2017 will be **1KG**.

### 3. Parcel Dimensions (PIP)

We have adopted the Royal Mail over-the-counter parcel definitions as our eTail-USA standard for 2017 with the only exception being the max weight, which as shown above is limited to 1KG for the eTail-USA service.

**Letter** – Can be sent via Standard or Express. Treated as a Large Letter – see below.





**Large Letter** - Can be sent via Standard or Express. Max weight: **1kg**, Max length: **35cm**, Max width: **25cm**, Max thickness: **2.5cm**

**Small Parcel** - Can be sent via Standard or Express. Max weight: **1kg**, Max length: **45cm**, Max width: **35cm**, Max thickness: **16cm**

**Medium Parcel** - **Can only be sent via our Standard service**. Max weight: **1kg**, Max length: **61cm**, Max width: **46cm**, Max thickness: **46cm**

For a more graphical view of our parcel dimensions/weights – see the Royal Mail graphic on next page.

## Work out which format your item falls into

Format	Examples	Max weight	Max length	Max width	Max thickness
 Letter	Greetings cards, personal letters, postcards, bills	100g	24cm	16.5cm	5mm
 Large Letter	A4 documents, certificates, magazines, CD or DVD in case, some large greeting cards with badges	750g	35.3cm	25cm	2.5cm
 Small Parcel	Ladies boots, portable speakers, winter puffer coat, desk lamp	2kg	45cm	35cm	16cm
 Medium Parcel	Gifts, shoes, heavy or bulky items	20kg	61cm	46cm	46cm

#### 4. US Customs Codes (HTS)

The Harmonisation Tariff code system has been an international standard system for the classification of goods importation since 1988 and is used by US customs/Homeland Security to facilitate rapid entry and clearance of low value goods at US “in-bound” mail centres, typically at point of entry such as airports.

Correct HTS product coding is a strict requirement for our 2017 Express service but is not required at all for our Standard service. **We therefore accept the existence of a valid HTS code within your address data file as your instruction to us to send that particular parcel via the Express service.**

The reason why HTS codes are required for Express and not for Standard is simply that our shipments to New York for Express are sent via Courier whereas our standard service shipments are sent via Freight.

Valid HTS codes are composed of 3 or 4 digit blocks separated by “.” with the 4<sup>th</sup> digit block being optional. **We only accept HTS codes submitted in the address data file that are composed at least 2 digit blocks.**

For example – a t-shirt falls into the 6109 heading and if made of cotton then 6109.10 – these are the 2 digit blocks that are a minimum requirement for the Express service.

The subsequent HTS coding is then derived via further product detail such as size; design etc to denote the next 2 digits. See below for an example.

Heading/ Subheading	Stat Suf fix	Article Description
6109		T-shirts, singlets, tank tops and similar garments, knitted or crocheted:
6109.10.00		Of cotton
		Men's or boys':
	04	T-shirts, all white, short hemmed sleeves, hemmed bottom, crew or round neckline, or V-neck with a mitered seam at the center of the V, without pockets, trim or embroidery (352)
	07	Singlets, all white, without pockets, trim or embroidery (352)

Although we will accept HTS codes of 2 digit blocks we recommend that 3 or 4 digit blocks are used if at all possible as US customs have the right to randomly inspect parcels being imported via a mail injection. Any parcels being declared with 3 or 4 digit blocks are more likely to pass through any US customs inspection without delay.

In addition to the submission of a valid HTS code, we also require the following.

- **Goods Description** – example – “t-shirt, cotton, adult”

- **Goods Value** – expressed in US Dollars (\$). The cost to you, not the price you are selling at. For example – if a t-shirt has cost you \$3 and you are selling at \$9, the goods value is \$3.

To look-up the HTS codes for your products go to - <https://hts.usitc.gov/>

Alternatively just search on Google for “Harmonisation code for XXX”.

## 5. Daily Address Data File

The existence of US Customs coding in columns M, N & O of your daily address data file is your instruction to us to send the parcel with the customs codes via our Express service.

**If no data found in columns M, N & O then the parcel will be sent via our Standard service.**

You can obviously “mix & match” whereby your daily address data file can contain HTS codes for parcels you wish to be sent via Express and if no codes in Columns M, N & O for the parcels that you wish to be sent via the Standard service.

Column L is optional and intended to provide a means for you to submit your US customs data to us just once per product so that we “capture” the customs codes for our database here.

If you submit an EAN barcode in column L alongside the valid US customs codes then we will add that product entry to our database so that should you wish to subsequently submit that product with just the EAN then our system will “look-up” the other customs codes from those that you submitted previously.

Daily address files must be submitted to [files@etail-usa.com](mailto:files@etail-usa.com) any time before 5pm.

Any files submitted after 5pm will not be processed until the next day (we will always try to process files submitted slightly late such as between 5pm and 5:30pm. If you are experiencing delays in compiling/submitting your daily file just let us know and we will do all we can to delay the overall processing to include your late arriving file).

## 6. Pricing By Weekly Parcel Volume

We have a simple 4 category structure of pricing by weekly volumes, which is...

- 1-10 parcels per week
- 11-50 parcels per week
- 51-200 parcels per week
- 200 + parcels per week

Our volume related pricing structure is based on the number of parcels we have processed/dispatched for you for the Monday to Friday period of the weekly invoice we produce on a Saturday.