

Freight Rate Negotiation

Date: [Insert Date]

[Your Name]
[Your Position]
[Your Company Name]
[Your Company Address]
[City, State, Zip Code]

[Recipient Name]
[Recipient Position]
[Recipient Company Name]
[Recipient Company Address]
[City, State, Zip Code]

Dear [Recipient Name],

I hope this message finds you well. As we approach the renewal of our shipping agreement, I would like to take this opportunity to discuss the freight rates associated with our long-term partnership.

Over the past year, we have appreciated the quality of service your team has provided. However, in order to enhance our collaboration and ensure mutual benefits, I would like to propose a review of our current freight rates.

Given the evolving market dynamics and our commitment to increasing shipment volumes, we believe there is an opportunity for both parties to achieve more competitive pricing. We are confident that a mutually agreeable rate can be established, which will help us optimize our logistics and maintain profitability.

Please let me know a convenient time for us to discuss this further. I look forward to your response.

Thank you for your attention to this matter.

Sincerely,
[Your Name]
[Your Position]
[Your Company Name]
[Your Phone Number]
[Your Email Address]