

Freight Pricing Negotiation

Date: [Insert Date]

To: [Recipient's Name]

[Recipient's Title]

[Company Name]

[Company Address]

Dear [Recipient's Name],

I hope this message finds you well. As we approach the renewal of our freight services contract, I would like to initiate discussions regarding the pricing terms for our long-term partnership.

Over the past [duration of partnership], we have greatly appreciated your reliable service and commitment to meeting our logistics needs. However, in light of the current market conditions and our evolving business requirements, we believe there is an opportunity to negotiate more favorable pricing terms that align with both of our interests.

We would like to propose a meeting to discuss potential adjustments to the freight rates, considering volume incentives, service levels, and any additional costs that may have arisen. Our goal is to maintain our long-term collaboration while ensuring competitiveness in our market.

Please let me know your availability for a meeting next week. I look forward to your positive response and hope to find a mutually beneficial agreement.

Thank you for your attention to this matter.

Sincerely,

[Your Name]

[Your Title]

[Your Company Name]

[Your Contact Information]