

Shipping Rate Negotiation Proposal

Date: [Insert Date]

[Your Name]

[Your Position]

[Your Company Name]

[Your Company Address]

[City, State, Zip Code]

[Email Address]

[Phone Number]

[Shipping Company Name]

[Shipping Company Address]

[City, State, Zip Code]

Dear [Contact Name],

I hope this message finds you well. My name is [Your Name], and I am the [Your Position] at [Your Company Name], a startup focused on [brief description of your business]. We are currently exploring partnerships that can help us streamline our logistics and shipping processes.

As we scale, we find ourselves in need of a reliable shipping partner who can offer competitive rates to help us manage our operational costs effectively. After researching your company, we are impressed with your services and would like to discuss potential shipping rate adjustments based on our projected volume of shipments.

We anticipate shipping approximately [insert expected volume] packages per month, and we believe that a partnership could be mutually beneficial. We would appreciate your consideration of a revised shipping rate that accommodates our startup needs while allowing for future growth.

Could we set up a meeting in the coming weeks to discuss this further? I look forward to the possibility of working together to enhance our shipping capabilities and to create a lasting business relationship.

Thank you for your time and consideration.

Sincerely,

[Your Name]

[Your Position]

[Your Company Name]