

Negotiation Proposal for Bulk Shipping Discounts

Date: [Insert Date]

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

[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 continue to develop our long-term partnership, I would like to discuss the potential for a bulk shipping discount that could be mutually beneficial.

Given our projected shipping volumes for the upcoming year, I believe that establishing a more favorable shipping rate could enhance our collaboration and contribute to greater efficiency for both parties.

I propose we schedule a meeting to discuss our shipping requirements in detail and explore possible options for bulk discounts. I am confident that we can find a solution that aligns with our common goals.

Thank you for considering this proposal. I look forward to your positive response.

Sincerely,
[Your Name]
[Your Position]
[Your Company Name]