

Worksheet 6: Rate Sheet Fill-In Template

Alaska rates must reflect the higher cost of operations. No state income or sales tax is your pitch advantage. Oil & gas and military clients expect professional documentation.

Business Name: _____

Phone: _____

Email: _____

Service Area: _____

e.g. Anchorage Metro + Mat-Su Valley + Kenai Peninsula

Service Type	Alaska Market Range	Your Rate
Standard same-day (under 15 mi)	\$65-\$110	
Per mile after 15-mile base	\$2.50-\$4.00/mile	
Rush delivery (1-hour pickup)	\$110-\$195	
Dedicated hourly rate	\$75-\$125/hr	
Medical / specimen transport	\$85-\$145	
Oil & gas / industrial parts	\$95-\$175	
Military base delivery	\$80-\$140	
Anchorage to Mat-Su / Palmer (40 mi)	\$110-\$155/run	
Anchorage to Kenai Peninsula (145 mi)	\$345-\$435/run	
Anchorage to Fairbanks (360 mi)	\$750-\$950/run	
Temperature-sensitive cargo surcharge	20-30% above base	
After-hours / weekend surcharge	25-35% above base	
Holiday surcharge	50% above base	
Waiting time (after 15 min)	\$1.25-\$2.00/min	

PAYMENT TERMS

- ☐ Net 15 days for recurring clients
- ☐ Net 30 days for large oil & gas / military clients
- ☐ Due on delivery for new clients (first 3 runs)
- ☐ Credit card surcharge: ____% (if applicable)