

Worksheet 6: Rate Sheet Fill-In Template

Complete before your first client outreach call. Alabama market ranges provided. Aerospace and automotive clients expect professional documentation.

Business Name: _____

Phone: _____

Email: _____

Service Area: _____

e.g. Birmingham Metro + Huntsville Aerospace Corridor + Montgomery

Service Type	Alabama Market Range	Your Rate
Standard same-day (under 15 mi)	\$45-\$80	
Per mile after 15-mile base	\$1.75-\$2.75/mile	
Rush delivery (1-hour pickup)	\$80-\$145	
Dedicated hourly rate	\$55-\$95/hr	
Medical / specimen transport	\$60-\$110	
Aerospace parts / defense runs	\$70-\$130	
Automotive parts / production urgent	\$65-\$120	
Legal document / court filing	\$55-\$100	
Birmingham to Huntsville (90 mi)	\$165-\$220/run	
Birmingham to Montgomery (90 mi)	\$165-\$220/run	
Birmingham to Tuscaloosa (60 mi)	\$115-\$155/run	
Birmingham to Mobile (250 mi)	\$400-\$490/run	
After-hours / weekend surcharge	20-30% above base	
Holiday surcharge	50% above base	
Waiting time (after 15 min)	\$1.00-\$1.50/min	

PAYMENT TERMS

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