

Worksheet 6: Rate Sheet Fill-In Template

Missouri has two premium metro markets at each end of I-70. Price for both — Kansas City and St. Louis rates are similar. I-70 corridor runs are a distinct revenue opportunity.

Business Name: _____

Phone: _____

Email: _____

Service Area: _____

e.g. Kansas City Metro / St. Louis Metro / I-70 Corridor

Service Type	Missouri Market Range	Your Rate
Standard same-day (under 15 mi)	\$50-\$90	
Per mile after 15-mile base	\$1.75-\$2.75/mile	
Rush delivery (1-hour pickup)	\$85-\$155	
Dedicated hourly rate	\$60-\$105/hr	
Medical / specimen transport	\$65-\$115	
Aerospace / defense parts run	\$75-\$130	
Legal document / court filing	\$60-\$105	
Kansas City to Columbia (120 mi)	\$225-\$295/run	
Kansas City to St. Louis (250 mi)	\$450-\$570/run	
St. Louis to Springfield (215 mi)	\$390-\$500/run	
Kansas City to Springfield (160 mi)	\$295-\$380/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 healthcare and aerospace clients
- ☐ Due on delivery for new clients (first 3 runs)
- ☐ Credit card surcharge: ____% (if applicable)

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