

Worksheet 6: Rate Sheet Fill-In Template

New Jersey commands premium rates — especially for pharma corridor runs requiring temperature logging and chain-of-custody documentation. Price accordingly and never undersell this market.

Business Name: _____

Phone: _____

Email: _____

Service Area: _____

e.g. NJ Pharma Corridor + Newark Metro + Princeton/Trenton

Service Type	New Jersey Market Range	Your Rate
Standard same-day (under 15 mi)	\$70-\$120	
Per mile after 15-mile base	\$2.25-\$3.50/mile	
Rush delivery (1-hour pickup)	\$120-\$200	
Dedicated hourly rate	\$80-\$135/hr	
Pharmaceutical / clinical specimen run	\$90-\$160 (+ temp logging surcharge)	
Temperature-controlled transport surcharge	\$25-\$50 per run	
Chain-of-custody document run	\$85-\$145	
Legal document / court filing	\$75-\$130	
Newark to Princeton (55 mi / Turnpike)	\$155-\$210/run + tolls	
Newark to New Brunswick (35 mi)	\$105-\$145/run + tolls	
I-287 pharma corridor run (full)	\$225-\$310/run + tolls	
Newark to NYC (10 mi)	\$80-\$130/run + tolls	
After-hours / weekend surcharge	25-35% above base	
Holiday surcharge	50% above base	
Waiting time (after 15 min)	\$1.50-\$2.25/min	

PAYMENT TERMS

- ☐ Net 15 days for recurring clients
- ☐ Net 30 days for pharma companies and large healthcare clients
- ☐ Due on delivery for new clients (first 3 runs)
- ☐ Toll reimbursement: add actual E-ZPass tolls to invoice OR build into per-run rate