

Worksheet 6: Rate Sheet Fill-In Template

Complete before your first client outreach call. South Carolina market ranges provided. Boeing, BMW, and military clients expect professional documentation.

Business Name: _____

Phone: _____

Email: _____

Service Area: _____

e.g. Charleston Metro + Columbia + Greenville-Spartanburg Corridor

Service Type	SC Market Range	Your Rate
Standard same-day (under 15 mi)	\$50-\$85	
Per mile after 15-mile base	\$1.75-\$2.75/mile	
Rush delivery (1-hour pickup)	\$85-\$150	
Dedicated hourly rate	\$60-\$100/hr	
Medical / specimen transport	\$65-\$120	
Aerospace parts / Boeing runs	\$75-\$135	
Legal document / court filing	\$60-\$105	
Charleston to Columbia (115 mi)	\$200-\$265/run	
Charleston to Greenville (225 mi)	\$360-\$450/run	
Columbia to Greenville (100 mi)	\$180-\$240/run	
Greenville to Spartanburg (30 mi)	\$75-\$105/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 / manufacturing clients
- ☐ Due on delivery for new clients (first 3 runs)
- ☐ Credit card surcharge: ____% (if applicable)

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