

Sample Business Proposals



Transportation Shipping Services Sample Proposal

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March 4, 20XX

Glenn Fitzgerald
Shipping Manager
Trop Fine Foods
555 Topeka Avenue
Bellehaven, WA

Dear Mr. Fitzgerald,

Did you know that you are paying more for trucking services than you need to?

We know that Trop Fine Foods currently uses a large nationwide trucking service for your delivery of goods. But their closest dispatch center is a thousand miles away, whereas the dispatch center and headquarters for Darsten Transport is within 50 miles of most of your stores and only 120 miles away from the farthest Trop Fine Foods location. So you're paying big in diesel and travel time when you don't need to.

Darsten Transport knows your geographic area because the Pacific Northwest is our home. We're familiar with the local port and rail facilities and your warehouse center, and we have the variable fleet to efficiently handle all your transportation needs.

Please call us today for a quote. We'll deliver for you!

Sincerely,

Allysa Darsten Black
Contract Coordinator
Darsten Transport
555-555-9700
ally@DarstenTrans.com
www.DarstenTrans.com

Darsten Transport
592 Haymarket St.
Tukwila, WA 98138

Phone: 555-555-9300
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hq@DarstenTrans.com
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March 4, 20XX



Proposal

Offering Competitive Quote for Hauling Services

Prepared for: Glenn Fitzgerald
Shipping Manager

Prepared by: Allysa Darsten Black
Contract Coordinator



Description

Trop Fine Foods is paying big in diesel and travel time when you don't need to. Darsten Transport knows your geographic area because the Pacific Northwest is our home.

We're familiar with the local port and rail facilities and your warehouse center, and we have the variable fleet to efficiently handle all your transportation needs.



Darsten Transport can provide Trop Fine Foods with multiple transportation options as outlined below. We will be able to accommodate your needs with a custom-tailored solution.

Darsten Transport maintains a fleet of 22 tractor trucks and 35 semi-trailers of various sizes and configurations, including many semi-trailers that are refrigerated or have refrigerator/freezer compartments. We specialize in the food-shipping business.

- **Refrigerated semi-trailers – 28', 45', 57'**

Have a big load of frozen food to transport? Our modern freezer compartments can keep your load at a steady, safe temperature of 0°F (-17°C) even when the weather's hot. And your fresh produce will arrive in perfect condition in our refrigerated trailers. Our state-of-the-art cooling systems keep the temperature at a crisp 34-38 degrees.

- **Dry vans – 28', 53', 57'**

Dry packaged goods will be protected from the elements in our dry vans, many of which are compartmentalized so that we can transport loads for multiple clients on the same trailer. Many of our dry vans include temperature control systems, so we can keep your valuable produce from freezing even when the temperature is below zero outside.

- **Flat beds – 28', 53', 57'**

Got a whole container of goods coming in by ship or by rail? We'll pick it up and deliver it to your warehouse or store with our intermodal container-on-flatbed system. And if you need large freezers or shelf units delivered for a remodel, or an oversize item for a promotional display, we can carry and offload those, too.





Comparison

By reading the information below, you can see how our transportation services stack up against your current service, ZYPP Trucking.

Darsten Transport

- We guarantee to *meet or beat the price of any other carrier*. Just show us your current contract and we'll show you how we can do better.
- We are a Pacific Northwest *regional carrier*, so our drivers know the area and are not as fatigued as long-haul carriers.
- We have a variety of trailer sizes and types, so odds are good that we can always provide you with *dedicated runs* from pickup to delivery at your facility, instead of less-than-truckload (LTL) runs that must make stops for multiple customers.
- Our trucks are equipped with state of the art *Satellite Communications Systems*, which allow our drivers access to online maps, two-way communications with dispatch, and email messages. You and the driver can easily communicate.
- Our trucks are equipped with *Pre-Pass* electronic systems so our drivers can bypass most weigh stations along the route.
- Darsten Transport has earned the *ATTS Safety Seal for five years in a row* for our outstanding safety record.





S A M P L E

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