Rate card variation — imposed slot

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Fictional document

Fictional document — demonstration example

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Why the subject is not the €2,840

Period	Lines with an imposed slot	Gap observed
May 2026	6	≈ €2,100
June 2026	7	≈ €2,480
July 2026	8	**€2,840**
Trend	**Rising**	**≈ €30,000 a year**

The gap returns every month and it is growing. Settling it once by refusing payment does not settle it: it reappears the following month, with a subcontractor who has become wary.

The two things that weigh on the payment decision

Element	Finding
Services performed?	**Yes — proofs of delivery on file**
Imposed slots evidenced?	**Yes — on your own customers' transport orders**
This subcontractor's share	**34% of your haulage in the Lyon area**
Time to replace them in season	**Not estimated — outside my data**

Refusing to pay for work done because it was off-rate is a legitimate choice. It is not a free one, and its cost is not measured on this month's invoice.

The proposed clause

"**Cl. 3.5 — Delivery within an imposed time slot.** Where the principal imposes a delivery window of less than two hours, a flat supplement of ..... € applies, per delivery. This supplement is exclusive of clause 3.2 relating to waiting time."

Flat amount to negotiate: ..... € · **Opening position:** ☐ average of the observed gaps · ☐ lower · ☐ to establish with the subcontractor

> **The last sentence of the clause prevents double counting.** Without it, an imposed slot that also generates waiting time would be billed twice — and the variation would create the next problem.

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