



Rate card variation — imposed slot

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Fictional document

Fictional document — demonstration example

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Fictional document, produced for demonstration. **Neither sent nor signed**. It does not settle payment of this month's eight lines: it settles the following months'.

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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