



Outstanding — 5 sites

LINDBERGH FORMATION — 16 rue de Maillé, 91310 Montlhéry, France · Companies register (RCS) Evry 817 946 114

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€318,400 · fictional document

Fictional document — demonstration example

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Fictional document, produced for demonstration. **The three set-aside rows come first**: they are what explains why €103,500 is not chased, and an exception at the end of a table does not get read.

Set aside — reason given

Site	Item	Amount	Reason
Aubel	Application no. 5	€41,800	Disputed in writing on 12/07 — 26 days with no reply from you
Mareuil	Retention	€38,200	Not yet due — released in 21 days, subject to snags being cleared
Loiret	Application no. 3	€23,500	Certified but sent to the project manager, not to accounts

The Loiret row is not late, it is lost. It was certified; it simply never entered a payment cycle. A chaser would have presented it as an overdue debt to somebody who never received it.

Chaseable

Site	Item	Amount	Due	Overdue	Chase
Verne	Application no. 4	€62,300	10/06/2026	58 d	2nd + call
Aubel	Application no. 6	€48,900	28/06/2026	40 d	1st
Mareuil	Application no. 9	€39,400	02/07/2026	36 d	1st
Loiret	Application no. 4	€31,200	24/06/2026	44 d	2nd + call
Kane	Application no. 2	€19,600	11/07/2026	27 d	1st
Kane	Application no. 3	€13,500	25/07/2026	13 d	1st

Totals

	Rows	Amount
Chaseable	6	€214,900
Set aside	3	€103,500
All	9	€318,400

The three safeguards in the proposed sequence

Rule	Why
No application disputed in writing enters the sequence	Chasing a dispute means answering it with "pay up"

Rule	Why
No retention before it falls due	You open the discussion on the one ground where you are behind
Nothing beyond the second chaser without approval	The third damages a relationship you meet again at the next tender

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