

RATE CON RED FLAGS — READ BEFORE SIGNING

The rate is the biggest number on the page and the least important paragraph on it.

1 · PAYMENT TRIGGER

“Net 30” is not a date — it’s a countdown that starts when THEY say the paperwork is complete.

Weak: “Net 30 days.”

Protective: “Net 30 from delivery date; carrier packet deemed complete on email receipt of signed BOL + invoice.”

2 · DETENTION

Detention that requires prior written approval + facility form + their tracking app is detention designed not to exist.

Weak: “Detention as approved.”

Protective: “2 hrs free per stop; \$50/hr after; clock = appointment or check-in, whichever later; BOL timestamps suffice.”

3 · THE CHARGEBACK ZOO

Late fees, tracking-app fees, after-hours fees — total them into the math BEFORE you accept, not after settlement.

Weak: silence (you’ll meet them on the settlement).

Protective: every deduction named with its dollar amount, on the rate con.

4 · RE-BROKERING LANGUAGE

A ban protects you. Its ABSENCE tells you about the operation — and about who might actually be hauling “your” load.

Weak: nothing on assignment.

Protective: “Neither party shall re-broker, co-broker, or assign.”

5 · THE REAL RATE

All-in ÷ ALL miles — including your deadhead — minus the fees above. Then, and only then: does it clear your floor?

Weak thinking: “\$1,250 sounds fine.”

Protective: “\$1,250 ÷ 460 loaded + 60 deadhead = \$2.40/mi vs my \$1.81 floor → yes.”

DASH STRIP — the five, in six words each

1 When does the clock start? · 2 Is detention collectable? · 3 Total the deductions · 4 Re-broker ban present? · 5 All-in ÷ ALL miles vs floor

Order of operations: run the math → read the paperwork → sign. Never sign first. Annotated real-layout example: rateanchor.app/resources.

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