



BusinessManager[®] for Trucking

Receivables-Based Financing for the Transportation Sector



BusinessManager for Trucking

Receivables-Based Financing for the Transportation Sector

When you need a “roadmap” to superior loan growth and greater net income, BusinessManager from ProfitStars® is a safe and sound solution that enables banks to meet the financing needs of today’s high-opportunity trucking market. BusinessManager has always been a growth driver for small businesses. Since the BusinessManager program’s inception in 1990, the transportation sector has represented one of its greatest market opportunities.

There are several reasons why trucking businesses have been such a great fit for BusinessManager banks through the years:

- Prospects reside in all 50 states and in small, mid-sized, and large urban areas.
- Businesses that can benefit by utilizing the program include all sizes, ranging from one or two trucks to several dozen or more.
- Owners in this industry are familiar with the concept of selling their accounts receivable at a discount, since the industry is one of several key factoring industries in the United States.
- While the average turn on accounts is relatively short, the cash cycles are very demanding. Owners and financial managers must meet the weekly and bi-weekly demands for repairs, labor, and other costs that exist as part of the business landscape in trucking.

While small trucking companies face many of the same challenges as other small businesses today, they also face key issues unique to their industry, including:

- Fuel Prices
 - Fuel costs and labor expenses are this industry’s highest operating cost.
 - Diesel fuel can account for more than 20 percent of revenues.
 - Larger trucking firms can buy fuel in bulk creating a competitive disadvantage for the smaller firms.
 - Risk of rapid price fluctuations.
 - Most trucking companies now charge shippers fuel surcharges.
- Customer Concentrations
 - Many trucking firms receive a large portion of business from just a few big customers or from customers all in the same industry.
 - This leaves the trucking company exposed to credit or economic forces tied to those customers’ industries.
 - The trend in trucking has been toward outsourcing, so some trucking firms are virtual subsidiaries of large customers.

How can your bank help these small businesses stay nimble and ready to serve their customers despite unexpected or increasing costs?

Safely Lend to the Trucking Market

BusinessManager is a proven accounts-receivable financing program that enables banks to develop lasting, positive, and profitable relationships in new or emerging markets like trucking.

With BusinessManager, trucking companies can receive cash deposited into their operating account every time they submit a customer invoice – giving them quick access to the money they're owed. So whether their customers pay in 30, 60, or 90 days, the business will always have cash on hand to meet payroll, purchase new equipment or technology, add staff, or take advantage of new growth opportunities, and with average loss rates at only two basis points.

BusinessManager also helps a bank earn recurring fee income and build new relationships by partnering with you to market and sell the program to existing and prospective customers with the help of a dedicated ProfitStars Business Development Manager.

Tens of thousands of businesses have made BusinessManager America's top small-business lending alternative. Powered by the banking, technology, and business development experts at ProfitStars, and backed by Jack Henry and Associates.

BusinessManager for Trucking

What It Does

- Provides accounts-receivable financing to small businesses serving today's trucking industry.
- Allows businesses to receive cash deposited into their operating account every time they submit a customer invoice, helping them always have cash on hand to:
 - Meet payroll.
 - Purchase new equipment or technology.
 - Add staff.
 - Take advantage of new growth opportunities in their industry.
- Is a safe and sound turnkey solution.

What It Does For Me

- Enables banks to work more effectively and profitably within the transportation sector and tap into the latest high-growth opportunities.
- Assists banks in marketing and selling the program to existing and prospective customers with the help of a dedicated ProfitStars Business Development Manager who knows the trucking industry.
- Gives banks the ability to provide key management reports on funded transactions, such as aged receivables and customer balances.
- Helps identify new relationships and develop new business.
- Offers banks the potential to cross-sell other meaningful products like cash management, investment, and lockbox services after establishing an initial lending relationship.
- Increases fee income.
- Controls risk.
- Generates core deposits.