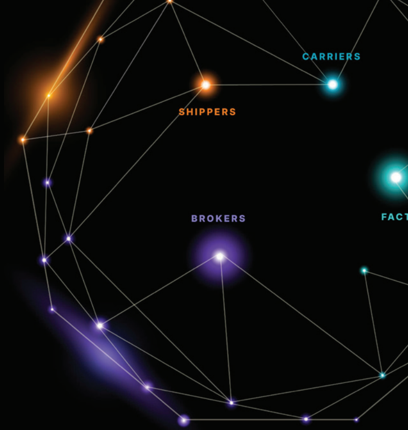
Triumph



Cash Flow Survival Guide:

Avoid the Pitfalls of Payment Delays

In trucking, cash flow is what keeps operations moving. Loads may be delivered today, but payment often takes 30, 45, or even 60 days while expenses like fuel, payroll, and maintenance continue without pause.

"The gap between delivery and payment forces fleets to finance their own operations, sometimes with thin reserves," says Jason Mullican, Vice President of Inside Sales, Triumph. "What starts out as a cash issue quickly becomes an operational issue. While it feels manageable in the moment, over time the issue will compound significantly."

The Real Cost of Payment Delays

When cash tightens, fleets are often forced to make short-term decisions that create long-term challenges. They may:

- Delay preventive maintenance
- Postpone equipment upgrades
- Limit hiring
- Take less favorable loads to generate immediate cash

These trade-offs can compound quickly, and this leads to downtime, driver dissatisfaction, and reduced flexibility to grow. In many cases, the issue is timing rather than a lack of freight.

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JASON MULLICAN
Vice President of Inside Sales, Triumph

Build a More Stable Cash Flow Strategy

While no fleet can eliminate every challenge, smart practices can make cash flow more predictable.

1. Get the paperwork right the first time

Payment delays can start with avoidable admin errors. Missing documentation or incorrect invoices slow approvals and extend payment cycles.

Create a standardized invoicing process and use digital tools to help reduce errors and speed submissions so payments start moving sooner.

2. Know where the money goes

Major expenses are obvious, but smaller inefficiencies add up over time. Monitoring fuel trends, idle time, repair frequency, and r oute profitability can find opportunities to protect margins.

Use data to identify issues early to be better positioned to act before problems escalate.

3. Build a financial buffer

Unexpected costs such as breakdowns, slow freight periods, seasonal dips are inevitable. Create a financial reserve to provide breathing room and avoid cutting corners on maintenance or payroll. As a benchmark, many accounting firms as well as the Small Business Administration's SCORE recommend maintaining 3 to 6 months of operating expenses in reserve. Fleets should generally target between 10 and 30 percent of annual revenue to provide protection against payment delays, upswings in fuel costs, and rate volatility.

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4. Evaluate faster payment solutions

Tools like factoring, digital payments, or automated settlements can reduce the gap between delivery and payment. Some provider, like Triumph, now offer payments in minutes when invoices are approved and connected to modern banking and fuel card accounts.

Having even quicker access to your money can help you make faster business decisions on what loads to take, what repairs to make and when, and generally boost your confidence in your cash flow.

Used strategically, these tools help stabilize operations by ensuring consistent cash access for fuel, payroll, and maintenance.

Turn Cash Flow Into an Advantage

Strong cash flow provides stability while creating flexibility. Fleets with consistent cash flow can invest proactively, retain drivers, and choose better freight instead of chasing much-needed revenue.

In a competitive market, controlling the timing of cash flow changes from operating in survival mode to holding a position of a strategic advantage.