

# WHICH DUMP TRUCK JOBS GET FILLED?

Proven methods to increase fill rates on jobs posted to the Trux Marketplace

## WHO USES THE MARKETPLACE?

### CONTRACTORS AND MATERIAL PRODUCERS

Find haulers when demand is high and supply is scarce.

**88%** of contractors report difficulty finding workers.

**35%** of contractors turn down work because of labor shortages.

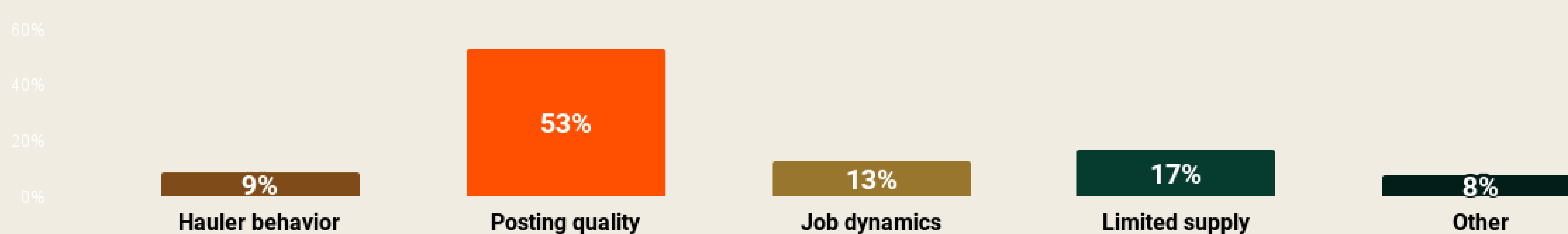
### OWNERS, INDEPENDENT OPERATORS, AND BROKERS

Find and accept work to keep trucks busy and on the road.

**90%** of jobs are accepted by the first or second hauler to look at them.

## WHY JOBS DON'T GET FILLED

We looked at all of the jobs that went unfilled on the Trux Marketplace during a 12-month period to determine the primary cause.



## IMPROVING JOB POSTING QUALITY

The following factors go into improving posting quality and fill rate.



Lead time is the single biggest predictor of job fill rate success. Always aim to post your jobs at least 24-48 hours before the scheduled start time.

Dump trucking jobs that are paid by the hour fill at higher rates than those paid by the ton or by the load.



Offer pay rates that are competitive with the current market value in your area.

Be clear, comprehensive, and include all of the relevant information about the job.



## OTHER TIPS TO INCREASE FILL RATES

Consistency is key. Post jobs to the Marketplace regularly so haulers will view you as a good source for consistent hauling work.

Add to your Favorites List. You can offer jobs directly to haulers on your Favorites list.

Post a full day of work. Haulers are more likely to claim a job if they know their truck will be busy for the full day.

Job titles matter. Consider using job names that are descriptive of the actual job itself.