



# THE ULTIMATE GUIDE TO THE TRUX MARKETPLACE

 **TRUX**



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**“If you don’t drive your business,  
you’ll be driven out of business.”  
-B.C. Forbes**

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# INTRODUCTION

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## **Running a trucking business isn't easy.**

It's hard work, with a lot of moving pieces. But when done right, when everything clicks - roads get paved, bridges are built, and cities get connected.

But nothing grinds operations to a halt like not being able to keep your trucks on the road with regular work. What if you could go to one place to help you find exactly what you need? We have just the place for you.

The Trux Marketplace helps you put power to work.

If you're in need of more work, this guide will help you discover best practices for finding and accepting work on the Marketplace. You'll also learn how contractors and material producers are optimizing their job posts.

We know you're busy, especially during the summer months, so let us do the heavy lifting.

**- DONALD LEE, PRESIDENT & COO, TRUX**

# WHO NEEDS A MARKETPLACE?

Truck owners, brokers, contractors, and material producers all benefit from a healthy marketplace.

## “I WANT TO FIND WORK FOR MY DUMP TRUCKS.”

Keeping trucks on the road is the top priority of every dump truck owner and manager. You lose money every time your trucks sit in the lot or make deadhead trips.

## “I WANT TO FIND DUMP TRUCKS FOR MY PROJECTS.”

Need one more dump truck for an upcoming project? Or three or ten? Posting work on the Marketplace allows you to get instant access to over 50,000 insured drivers.

## “I NEED IT ALL.”

Find work and manage trucks - whenever you need to - all from one platform.

# FINDING WORK ON THE MARKETPLACE

Drivers that have the most success finding jobs are the ones that check the Marketplace frequently, accept work quickly, and are responsive in their communications.

## **Check often and be patient.**

Jobs go quickly. Be sure you look multiple days per week and at different times of day.

## **Know your strengths -- and limitations.**

It's common sense, but checking the details of the job will avoid confusion later. Showing up for a job that said "no pintle hooks," with pintle hooks, is not how you want to start a job.

## **Put your best foot forward. Everytime.**

Be prepared for the work on hand, punch-in and out of the job at appropriate times, and avoid cancelling at the last minute.

## **PRO TIP: WANT EARLY ACCESS TO JOBS?**

Follow our tips and you could be marked as a "favorite" by companies - giving you access to their jobs an hour early.

**90%**

OF SHIFTS ARE ACCEPTED BY THE FIRST OR SECOND PERSON TO LOOK AT THEM.





# POSTING WORK TO THE MARKETPLACE

Posting to the Marketplace doesn't guarantee that you'll find a hauler for your work. BUT, with these tips, you're much more likely to find drivers.

## Details, details, details.

Make sure your post provides a detailed job description and accurate location information.

## Post jobs in advance.

Have a morning job? Post it at least the afternoon before. Have an afternoon job? Don't wait until the morning to post it. Give haulers time to prepare and plan their schedules.

## Money matters.

Make sure you're offering rates at, or above market value. Drivers are less likely to claim work that isn't competitively priced.

## PRO TIP: POST A FULL DAY OF WORK.

Haulers are more likely to claim a shift from the Marketplace if they know their truck will be busy for the full day.

**Don't be a statistic:** Don't turn down additional jobs because you don't have trucks.

**88%**

of contractors report difficulty finding workers.<sup>1</sup>

**35%**

of contractors turn down work because of labor shortages.<sup>1</sup>

# WHAT WENT WRONG?

Why some shifts go unclaimed

Due to posting quality

53%

53% of the shifts that aren't filled are because of poor posting quality.

This is why accurate information, lead time, and competitive rates are so important!

Due to hauler behavior

9%

Due to job dynamics

13%

Due to limited trucks available

17%

Other

8%

## Methodology:

We looked at all of the jobs that went unclaimed on the Marketplace during a 12-month period to determine the primary cause. It's important to note that there are many reasons that jobs don't fill. For example, there could be poor posting quality and limited trucks available in that geographic location.



# MARKETPLACE BENEFITS

Trux has been connecting dump truck drivers and the businesses that rely on them since 2015. As we've grown, so have the benefits of being on the marketplace. Here are just a few:

## WHEN YOU ACCEPT WORK ON THE MARKETPLACE YOU'LL ALSO GET...

- **Weekly Payments**
  - Trux eliminates the need to invoice contractors by paying you weekly for work you complete from the Marketplace.
- **Built-In Communication**
  - Delivery location adjustments and cancellations all delivered seamlessly in-app.

## WHEN YOU POST WORK TO THE MARKETPLACE YOU'LL ALSO GET...

- **Consolidated Invoices**
  - One invoice per week from Trux for all your hired trucking, whether you hire 1 hauler or 10 from multiple hauling companies. Trux pays the hauler
- **Hauler Verification**
  - No risk here. To accept work on the Marketplace every driver/truck must be insured.

**ALL YOU NEED TO REDUCE RISK, STAY IN CONTROL, AND GROW YOUR BUSINESS...**



# ACCESSING THE MARKETPLACE

Whether you're looking for work or posting work, accessing the marketplace can be done one of two ways:

## Trux Drive

Search and claim available loads, track earnings in real-time, and get paid faster.

- ▶ Find, accept, claim, & assign work to your drivers
- ▶ Punch-in, complete work, & punch-out
- ▶ Upload tickets digitally
- ▶ Track earnings by week, by job and by driver
- ▶ Get job and punch-in alerts & notifications
- ▶ Communicate from within the app

## Trux Find

Find more more hauling supply on the Trux Marketplace.

- ▶ Tap into additional hauling supply
- ▶ Get consolidated 3rd party hauling invoices
- ▶ Accurately and automatically calculate shift fees
- ▶ Connect with verified 3rd party haulers
- ▶ Access to dispute management tools

**CREATING AN ACCOUNT  
IS FREE.**

**SIGN UP NOW**





# BEYOND THE MARKETPLACE

Trux's logistics software is fully integrated with the marketplace and streamlines planning, scheduling, driver communication, and back-office processes.

## Trux Manage



All-in-one fleet dispatch management system that makes it easy to plan, schedule, dispatch, and collaborate with your haulers in real-time

- ▶ Digital dispatch tools for internal & 3rd party haulers
- ▶ Real-time & historical GPS tracking
- ▶ Digital ticket access, storage, & download
- ▶ Automatic hauling time and fee calculation
- ▶ Hauler messaging & communication

## Trux Deliver



Trucking logistics software to dispatch haulers, monitor material delivery in real-time, optimize plant efficiency, and deliver a differentiated customer experience

- ▶ Digital dispatching, load stacking & reassignment
- ▶ Customer order delivery tracking
- ▶ eTicketing
- ▶ Real-time & historical GPS tracking
- ▶ Data analytics and insights to drive significant, real operational improvements
- ▶ Hauler messaging & communication

**WANT TO CHAT WITH AN EXPERT ABOUT MANAGE OR DELIVER?**

**SCHEDULE A DEMO TODAY!**



# FAQS

Common questions we hear from **fleet owners** and **haulers** answered..



## Q\_ WHEN DOES TRUX TRACK MY LOCATION? HOW?

**A\_** Truckers are only tracked from the time they punch-in to a specific job assignment/shift until they punch out, or at the conclusion of the final load for their last assignment. Like many popular apps, Trux uses your mobile device's location services for GPS data.

## Q\_ HOW & WHEN DO I GET PAID?

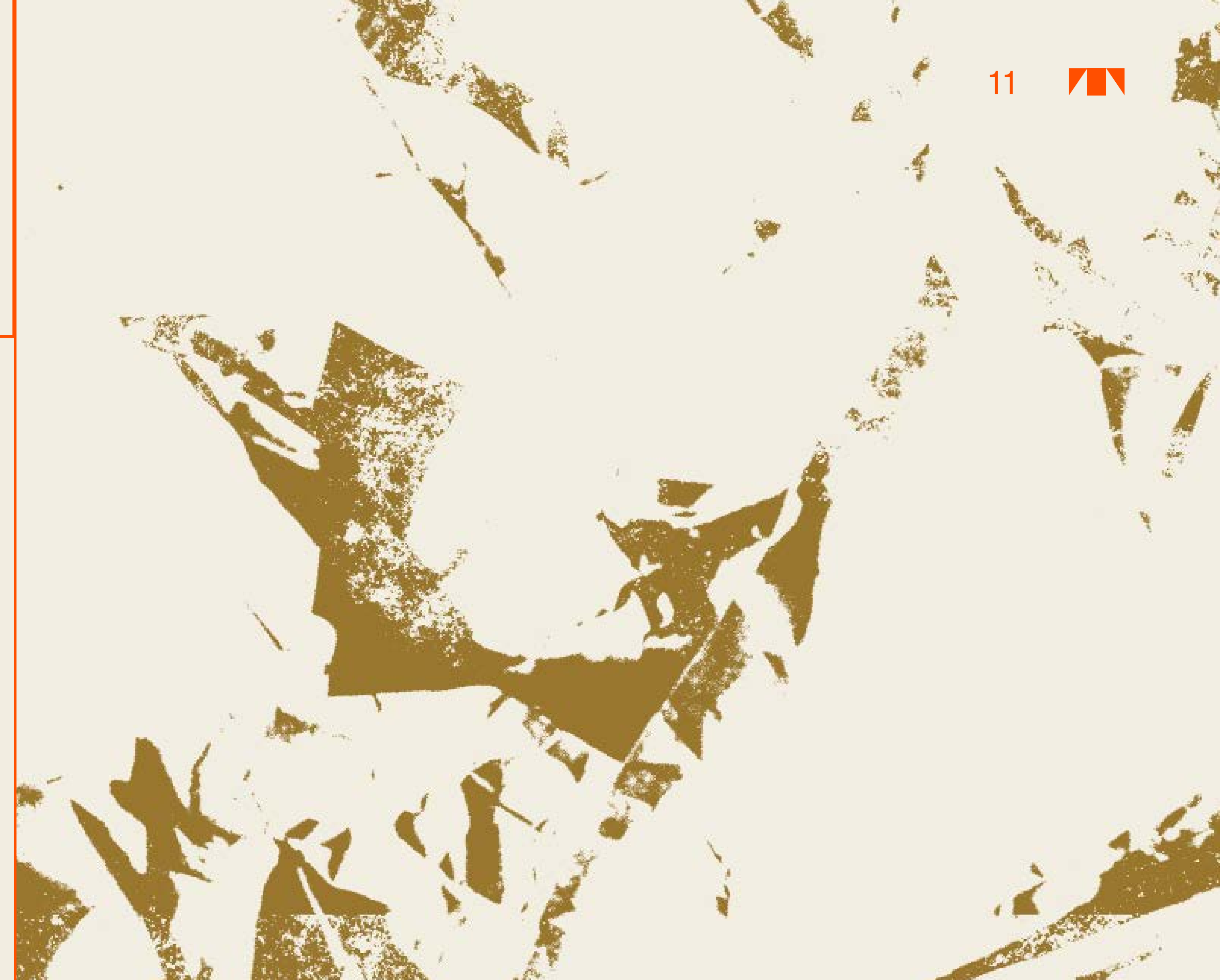
**A\_** Trux pays haulers weekly via direct deposit. Paper checks can be mailed upon request.

## Q\_ WHAT ABOUT INSURANCE?

**A\_** In order to access the Trux Marketplace, you must maintain minimum insurance coverage of \$1 million per occurrence in automobile coverages and you must expressly name Trux as an additional insured on a certificate.

**Pro-Tip:** Trux Support is available Monday - Friday, 7am - 8pm ET (with emergency email support available on the weekends).

The Trux Support Team also maintains a robust **online help center**.



# PUTTING IT ALL TOGETHER

Construction projects are booming across the United States, with no signs of slowing down. The infrastructure bill will only create more demand for dump trucks. Whether you're struggling to hire drivers or want the flexibility to scale your fleet...

**LET US HELP YOU PUT POWER TO WORK.**

# GETTING STARTED WITH TRUX IS EASY.

Talk to one of our experts today to learn more!

Email: [sales@truxnow.com](mailto:sales@truxnow.com)

Website: [www.truxnow.com](http://www.truxnow.com)

Phone: 1-800-485-1304

**SCHEDULE A DEMO**

