



THE HIRE BANK FOR TRUCKING AND LOGISTICS

The employees your freight company could never hire.

Not a person. A custom AI system that takes one of these jobs and runs it start to finish, load after load.

Every load pays... until the missing POD, the unbilled detention and the empty miles eat it.

There are only three reasons a job never gets hired for. Under each one you'll find both sides of your business. Check every one that sounds like yours.

These aren't case studies. They're ideas, to show you what's possible.

● Operations

The money you already earned, leaking back out.

● Sales & Marketing

The money you never earned in the first place.

01 The job nobody wants.



02 The job you could never justify a salary for.



03 The job no human could ever do.



01

The job nobody wants.

PODs, detention and driver files are the work nobody wants, so they wait until Friday night or never get done.

• Operations

The money you already earned, leaking back out.

- ☐ **A POD chaser** who gets every signed POD and lumper receipt in, so no load sits unbilled
- ☐ **A detention clerk** who logs every check-in and check-out and bills detention on every load that earned it
- ☐ **A driver file keeper** who keeps every DQ file, med card and MVR current, before an audit finds the gap

• Sales & Marketing

The money you never earned in the first place.

- ☐ **A quote chaser** who follows up on every spot quote a shipper didn't book
- ☐ **A win-back rep** who reaches out to every shipper who hasn't tendered a load in 60 days
- ☐ **A truck-list sender** who emails your open trucks and lanes to every shipper, every morning

02

The job you could never justify a salary for.

A lane analyst or a full-time bid desk would pay for itself, but at your size you could never justify the salary.

• Operations

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- ☐ **A lane profit analyst** who knows which lanes, customers and trucks actually make you money
- ☐ **A safety analyst** who reviews every roadside inspection and CSA score and flags the driver to coach
- ☐ **A maintenance planner** who schedules PMs on every tractor and trailer, before a breakdown on the shoulder

• Sales & Marketing

The money you never earned in the first place.

- ☐ **A bid desk** that prices every shipper RFP lane by lane, so no bid gets skipped
- ☐ **A shipper researcher** who studies every shipper on your lanes and writes each one a personal note
- ☐ **A small-account rep** who checks in with the small shippers nobody has time for

03

The job no human could ever do.

No one can watch every truck, every lane and every invoice at once, all day and all night.

• Operations

The money you already earned, leaking back out.

- ☐ **A rate auditor** who checks every invoice against its rate con, line by line, not a sample

- ☐ **A deadhead cutter** who checks every truck's next drop against every posted load to cut empty miles

- ☐ **A fuel card watcher** who checks every fuel swipe against where the truck was and what its tank holds

• Sales & Marketing

The money you never earned in the first place.

- ☐ **A load tracker** who watches every load on the road and warns the shipper before it runs late

- ☐ **A volume watcher** who spots the shipper quietly sending fewer loads your way, before they're gone

- ☐ **A territory scout** who reads every new warehouse, plant opening and permit along your lanes, every day



**Every one of them shows
up at 3 a.m., never forgets,
and never calls in sick.**

Joshua Boswell, Founder, Strahes

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