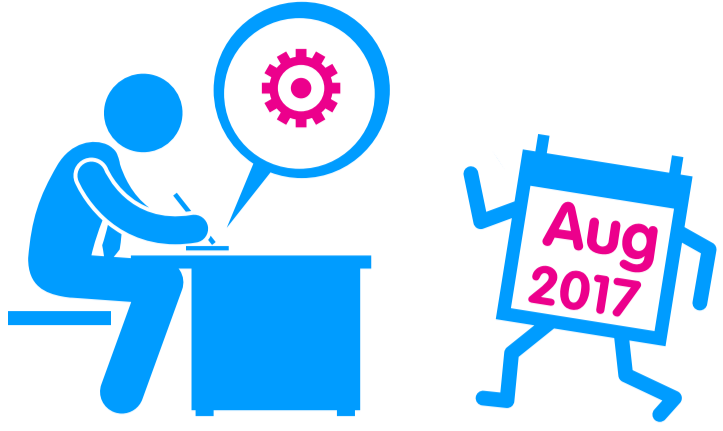


The Contractor Market Report

– August 2017

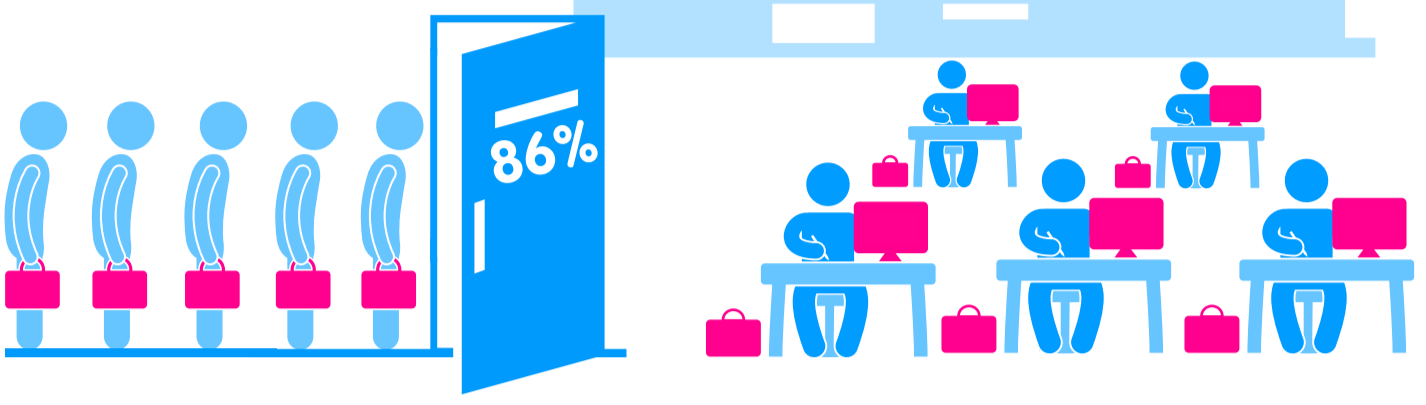
Here we highlight the latest contractor market trends taken from **REC's latest Jobs Outlook Survey** that was carried out in July.



Agency worker demand

86% of end clients plan to hold or increase agency worker numbers over the next **3 months**.

89% plan to hold or increase agency worker numbers in the next **4 - 12 months**.



Covering leave or absence with 68% is back as the most important reason why hirers use agency workers.



64% of hirers state that using agency workers enables them to cover **peaks in demand**.



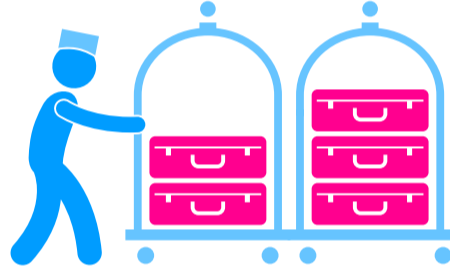
Unlike most months, both **micro/small employers** and **large businesses** both anticipate the same level of need for hiring **short-term** agency workers.

Agency worker sector

The **two sectors** likely to see the **greatest demand** for agency staff over the **next 3 months** is...



Health & Social Care

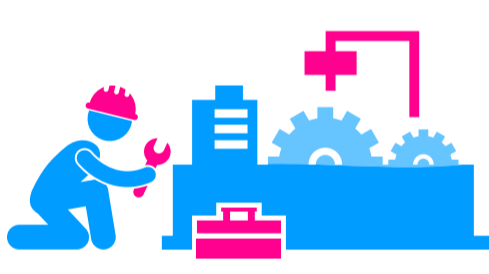


Hospitality

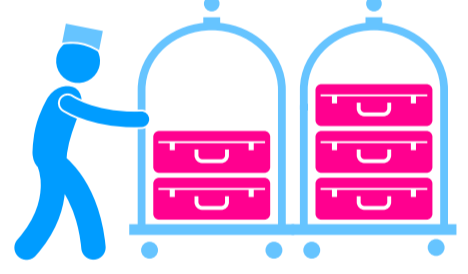
The **sectors** likely to experience a **skills shortage** for agency staff are...



Construction



Engineering & Technical

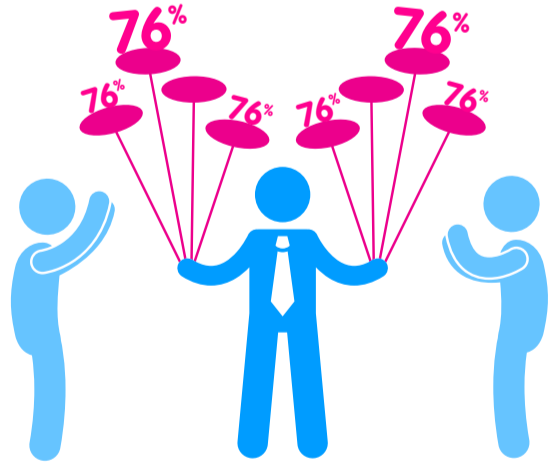


Hospitality

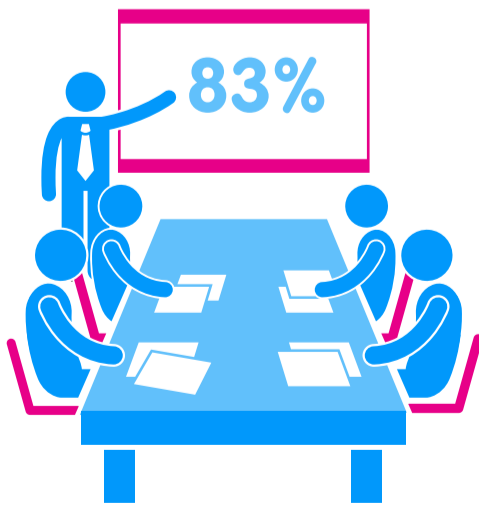
Recruitment agency trends



Like previous months, a company's **former employees** and **asking around** is still the most popular recruitment channel at **64%**. **Internal referrals** which had increased in popularity last month has now dropped to 54% making it less popular than **advertising on own website** which has now moved into second place from 56% last month to **58%** for August.



76% of end clients are satisfied with the service provided by their **recruitment agencies** over the last 2 years.



Quality of service is still the most important agency selection criterion at **92%**. **Agency expertise** at **83%** has remained as the second most important factor. Leaving **price / cost of workers** at **75%** as the third most important factor.

Find out more

To see how PayStream can help you and your contractors call our New Business Team on 0800 197 6516 or email newbusiness@paystream.co.uk

