
QUOTE • LOAD • DISPOSE

JUNK REMOVAL GUIDE

Quote from a photo.

Know every disposal fee.

Protect the crew and margin.

PHOTO | VOLUME | MARGIN | SAFETY

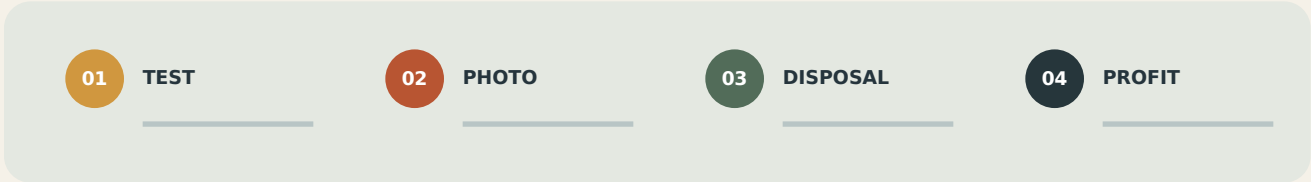
Veteran's Strategic Solutions LLC



START HERE

How to Use This Guide

Read the core guide before buying a trailer. Then use the worksheets to test demand, plan equipment, price jobs, prepare estimates and invoices, track loads and leads, control disposal costs, and manage safety for your own market.



SAFE LOAD-OUT | Crew limits, lifting tools, doorway clearance, and refusal rules belong in every job plan.

MODULE	PURPOSE
Core guide	Test the market, understand deadline-driven buyers, start with single items, control disposal costs, price by volume, and build property-manager accounts.
Operating tools	Plan startup, estimate jobs, invoice customers, track loads, measure profit, document disposal, and manage safety.

CORE GUIDE 01

1. The bet

01

DEMAND

02

DEADLINE

03

DUMP FEE

04

PROVE

The core assumption that must be true: enough people in your service area need something hauled away, often enough, at a price that covers your time, your fuel, and the dump fee.

Check whether dedicated junk-removal companies and general contractors already handle disposal in your market. The gap can be real but shallow. Your defensible position is the urgent move-out, which a customer buys under a deadline.

The fastest zero-budget test: post in local moving, neighborhood, or buy-sell-trade groups offering to haul off unwanted items for a flat fee this weekend. Two takers in a weekend is a market. Zero takers means people are giving it away on the curb instead, which is exactly what you need to find out before buying a trailer.

The three biggest reasons it fails:

Dump fees eat the margin. Every load costs money to dispose of, and the price varies by material. Mattresses, tires, appliances, and electronics usually carry surcharges or outright bans.

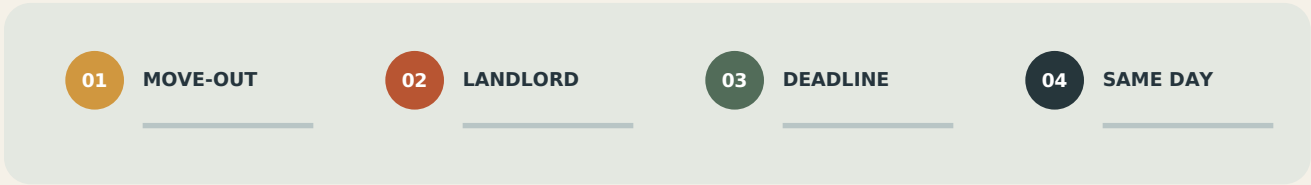
Free is the competition. Curb alerts, Facebook free listings, and the neighbor with a truck all take the easy loads for nothing. You get the heavy, awkward, unpleasant ones.

It is physical work with an injury risk. A stair-carry of a sleeper sofa is how people get hurt, and one injury can stop the business.



SCOPE BEFORE LOAD | Deadline, access, item count, disposal category, and closeout are documented first.

2. Who pays, in their own words



The core customer is a person thirty days out from a move with a garage full of things that will not survive the move.

What they actually say:

CUSTOMER VOICE	CUSTOMER VOICE
"I've got two days before the movers come and this has to go."	"They won't take it and I can't fit it in my car."
"I've got a couch, a mattress, and a busted treadmill."	"Housing says the garage has to be empty for the inspection."
"I just need it gone. Today."	

The second customer is a landlord or property manager after a tenant leaves. Higher value, less emotional, repeatable.

PROPERTY-MANAGER VOICE

"The tenant left everything. I've got a showing Friday."

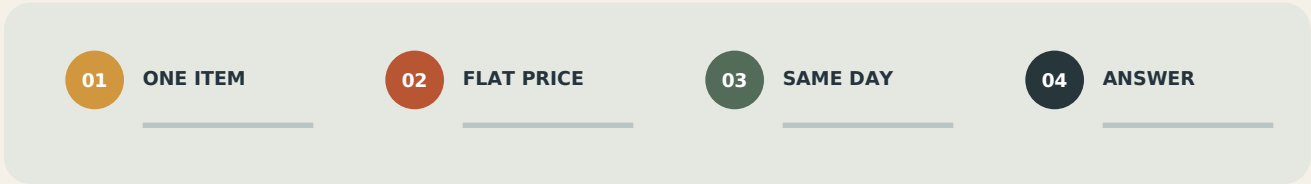
Where they are: local community groups, moving groups, neighborhood marketplaces, and directly through property managers.

What triggers the buying decision: a deadline. Move-out inspection, a showing, a lease end. This business is bought under time pressure, which is why same-day availability is worth more than a low price.



ORDERLY SORT | Separate reusable, restricted, and disposal items before the trailer is loaded.

3. The smallest version you can charge for



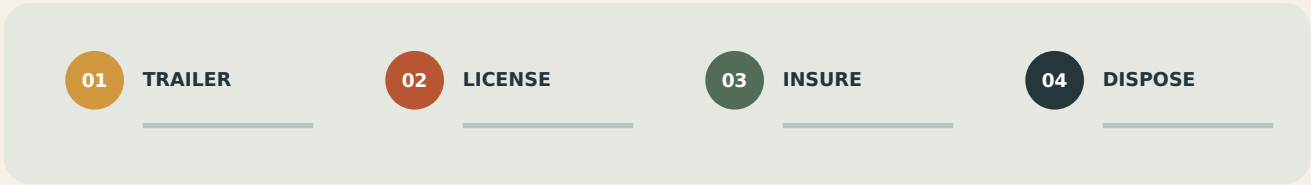
One product: the single-item or half-trailer removal, same day.

Not whole-house cleanouts. One couch, one mattress, one appliance, priced flat, gone today. It is a decision someone makes in thirty seconds, and it is the job everyone else refuses because it is not worth their trip.

Fastest path to the first paying customer: two community-group posts offering same-day single-item removal at a flat price. Then answer the phone.

ENTRY OFFER	CONTROL	PROOF
Single item	Photo, access, item type, surcharge, flat quote	Paid job
Half trailer	Volume line, prohibited items, disposal destination	Load margin
Same day	Defined service radius and availability	Deadline value
No whole-house cleanout	Stay inside equipment and crew limits	Controlled risk

4. What it actually takes



Your vehicle and trailer ratings are constraints. Confirm payload, towing limit, tongue weight, helper weight, load placement, and the fully loaded trailer before accepting work [VERIFY]. The trailer is the business.

LOCAL REQUIREMENTS

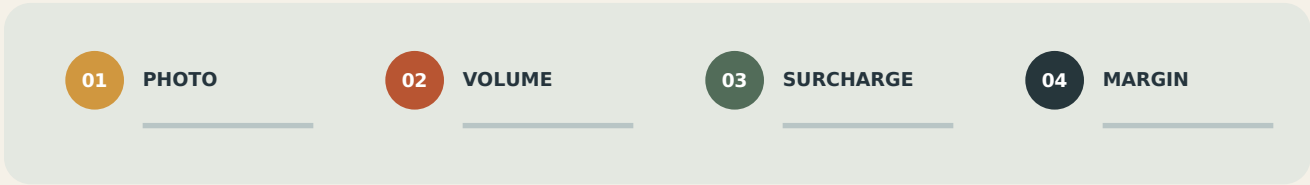
Check licensing, zoning, and tax rules for your own city and state before starting.

Disposal. Confirm with each disposal facility what they charge per load or per ton and what they refuse or surcharge — mattresses, tires, appliances and electronics commonly carry either. Appliances containing refrigerant have their own handling requirements. Get the fee schedule in hand: your pricing is meaningless until you know your dump cost.

Equipment, cheapest practical source each:

EQUIPMENT	PURPOSE
Utility trailer with ramp	Core hauling capacity
Ratchet straps, tarps, moving blankets	Secure and protect loads
Hand truck and appliance dolly	Move heavy and awkward items
Furniture sliders and lifting straps	Reduce carrying strain
Gloves, back support, safety glasses	Personal protection
Sawzall and hand tools for breakdown	Reduce item volume when appropriate
General liability and vehicle coverage	Business and road exposure

5. Pricing



Price by volume, not by weight, and always quote from a photo before you drive. A quote given sight-unseen is how this business loses money.

Which model to run first: the low tier, because same-day single items are the jobs nobody else wants and they build your reputation fastest.

TIER	OFFER	YOUR PRICE
Low	Single item — couch, mattress, appliance; add disposal surcharge on restricted items	
Mid	Quarter to half trailer load	
Premium	Full load, or a scheduled property-manager cleanout	

The relationship worth building is the property manager. One manager with a portfolio of rentals generates predictable tenant-turnover work, pays on invoice rather than in cash at the curb, and never haggles the way an individual does. That is the account that turns this from weekend money into a business.

6. First 90 days

01

TEST

02

TRAILER

03

TRACK

04

ACCOUNT

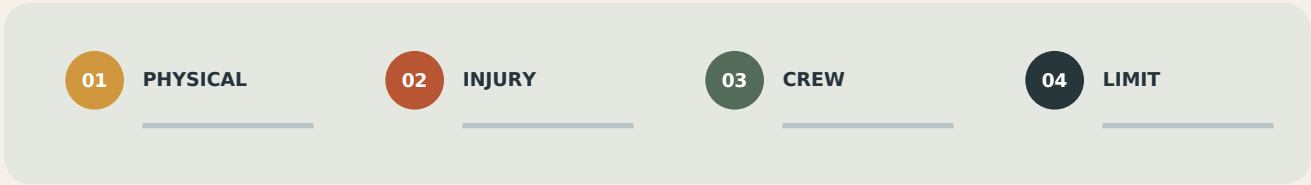
WINDOW	ACTION
Days 1-30	Two community-group posts. Get the disposal fee schedule in writing. Do not buy a trailer until you have turned down at least three jobs for lack of one — that is your demand proof.
Days 31-60	Buy a used utility trailer. Ten single-item jobs. Track your true cost per load including fuel and dump fees, because that number, not your price, decides whether this works.
Days 61-90	Contact five property managers. Sign one for turnover work.

THE ONE METRIC

Profit per load after fuel and dump fees. Revenue means nothing in this business. Set the minimum profit that must compensate for wear on the crew and equipment, then measure every load against it.

LOAD	REVENUE	FUEL	DUMP	OTHER	PROFIT
1					
2					
3					
4					

7. Honest risk



This is physically demanding work and a service line with a real injury risk. If the line has to be handed to someone else rather than run personally, plan that before volume grows.

RISK	CONTROL	STOP / REFER WHEN
Stairs and bulky furniture	Photo, dimensions, straps, helper, route	Crew or access is inadequate
Unknown weight	Ask, inspect, use rated equipment	Weight cannot be confirmed
Trailer and vehicle load	Verify ratings and distribute load [VERIFY]	Any rating would be exceeded
Restricted material	Confirm facility rules before quote	No lawful disposal route
Sharp / contaminated items	Define acceptance and PPE requirements [VERIFY]	Crew is not equipped
Fatigue and schedule pressure	Limit workload and preserve two-person jobs	Safe handling would be compromised

WORKSHEET 01

Startup Checklist

01

TEST

02

LICENSE

03

TRAILER

04

DISPOSAL

DONE	ACTION	OWNER / DATE / NOTES
☐	Post the same-day single-item offer and count paid jobs.	
☐	Check licensing, zoning, and tax rules for your own city and state before starting.	
☐	Confirm disposal prices, prohibited materials, and surcharges in writing.	
☐	Obtain business, vehicle, and trailer insurance quotes [VERIFY].	
☐	Confirm vehicle, hitch, payload, towing, tongue-weight, and trailer ratings [VERIFY].	
☐	Define photo-quote, access, refusal, cancellation, and payment rules.	
☐	Buy a trailer only after turning down three jobs for lack of one.	
☐	Complete ten single-item jobs and calculate profit per load.	
☐	Contact five property managers and pursue one turnover account.	

WORKSHEET 02

Equipment and Startup Budget Worksheet

01

TRAILER

02

DOLLY

03

PPE

04

CASH

ITEM	NEEDED?	ESTIMATE	ACTUAL	NOTES
Utility trailer with ramp				
Hitch / wiring / registration				
Ratchet straps / tarps / moving blankets				
Hand truck / appliance dolly				
Furniture sliders / lifting straps				
Gloves / back support / safety glasses				
Breakdown tools				
Licensing / insurance / vehicle costs				
Disposal deposits / working capital				
Marketing / phone / payment tools				

BUDGET CONTROL

TOTAL ESTIMATE: _____ TOTAL ACTUAL: _____ CASH RESERVE: _____

Pricing and Estimate Template

01

PHOTO

02

VOLUME

03

DUMP

04

PROFIT

CUSTOMER	SITE	ESTIMATE #	DATE

INPUT	BASIS	AMOUNT
Photo-confirmed items / volume	Single / quarter / half / full	
Restricted-item surcharge	Mattress / tire / appliance / electronics	
Access / stairs / long carry	Crew and time	
Travel / fuel	Service zone	
Disposal	Written facility fee schedule	
Labour / helper	Hours or flat amount	
Subtotal		
Tax [VERIFY]	Applicable local rule	
Total		
Target profit after fuel and dump fees		

Invoice Template

01

LOAD

02

DISPOSE

03

INVOICE

04

PAID

BUSINESS	CUSTOMER	INVOICE #	DATE / DUE

DESCRIPTION	QTY / VOLUME	RATE	AMOUNT
Junk removal			
Restricted-item surcharge			
Access / stairs / carry			
Travel			
Disposal			
Other			

SUMMARY	AMOUNT
Subtotal	
Tax [VERIFY]	
Total	
Balance due	

Job Log and Lead Tracker

01

LEAD

02

QUOTE

03

LOAD

04

MARGIN

DATE	LEAD / SOURCE	PHOTO / ITEMS	QUOTE	STATUS / NEXT STEP

JOB #	TIER / VOLUME	REVENUE	FUEL	DUMP	PROFIT / CLOSEOUT

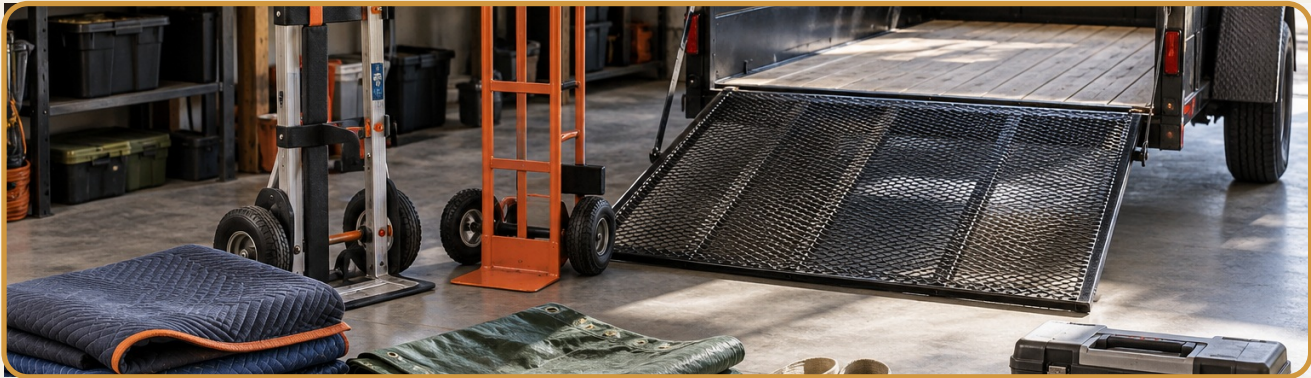
ONE METRIC

PROFIT PER LOAD AFTER FUEL AND DUMP FEES: _____ MINIMUM: _____ DECISION: _____

Disposal and Safety Check

- 01 VERIFY
- 02 PROTECT
- 03 SECURE
- 04 DOCUMENT

Check licensing, zoning, and tax rules for your own city and state before starting.



READY BEFORE ARRIVAL | Trailer, dollies, straps, blankets, PPE, and tools staged for controlled work.

CHECK	CONTROL	INITIALS / NOTES
☐	Disposal destination, fee, surcharge, and prohibited-material rules confirmed.	
☐	Refrigerant appliance handling confirmed before acceptance.	
☐	Vehicle, hitch, trailer, payload, towing, and tongue-weight ratings checked [VERIFY].	
☐	Crew, access, stairs, item weight, dollies, straps, and PPE match the scope.	
☐	Load distributed, covered, strapped, and checked before travel [VERIFY].	
☐	Before / after photos, disposal receipt, payment, and closeout retained.	