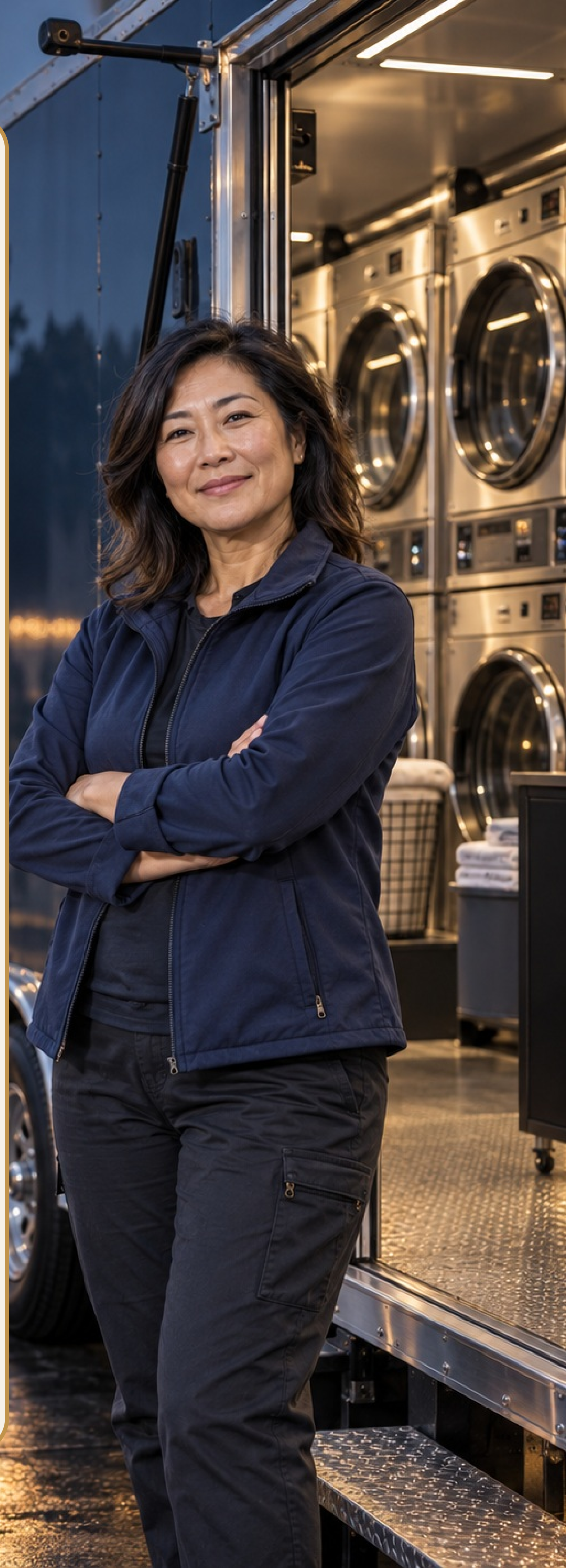

WATER • CONTRACTS • UTILIZATION

MOBILE LAUNDROMAT TRAILER GUIDE

Secure revenue before the asset.

Solve water and wastewater first.

Track booked days.

CONTRACT | WATER | POWER | TOW

Veteran's Strategic Solutions LLC

START HERE

How to Use This Guide

Read the core guide first. Then use the worksheets to validate booked demand, obtain written wastewater answers, choose a hookup-dependent or self-contained model, price the trailer and equipment, estimate each booking, authorize site utilities and service, invoice contracts, track booked days, and control water, power, towing, food-free sanitation, machinery, and public safety risks.

01 CONTRACT

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SITE CONNECTIONS | Confirm potable water, legal wastewater discharge, suitable power, and host authorization before setup.

PIECE	USE
Core guide	Get committed revenue before the trailer, start hookup-dependent, and treat booked days per month as the deciding metric.
Operating kit	Use the startup, budget, estimate, site authorization, invoice, tracker, and compliance pages for every contract and deployment.

CORE GUIDE 01

READ THIS FIRST

01 **CONTRACT**

02 **WATER**

03 **POWER**

04 **UTILIZATION**

This is a good business with a genuinely useful mission. It is also the most capital-heavy idea in this series, and unlike a market stall or a tool bag, there is no version of it that starts at $2,000.

So the honest advice is not “start smaller.” It is start later, and get paid first.

Three things drive everything in this document:

Water is the constraint, not money. How much you can carry and where you can legally dump it decides where you can park, how long you can stay, and what you can honestly promise a customer.

BUSINESS LENS	CONTROL
Water	Machine specifications determine capacity and site needs.
Contract	Committed revenue comes before financing the trailer.
Utilization	A parked trailer costs the same as a working one.

CORE GUIDE 01

READ THIS FIRST Continued

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The contract comes before the trailer. Do not buy $50,000 of equipment and then look for customers. Get committed revenue first, then finance against it.

A parked trailer costs the same as a working one. This is a fixed asset. The entire business is utilization.

BUSINESS LENS	CONTROL
Water	Machine specifications determine capacity and site needs.
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CORE GUIDE 02

SECTION 1 — THE WATER MATH

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Run this before anything else, because it determines whether the “clean anywhere” promise is real.

What a load actually costs you in water

Commercial washers vary widely, and high-efficiency models use far less than older ones. As a planning figure, a commercial washer in the 20–40 lb class commonly uses somewhere in the range of 20–30 gallons per cycle. Get the actual spec sheet for the exact models you buy — this number is the single most important input to your operation and it varies by machine.

Working from that range:

SPONSORED SERVICE DAY | Contract revenue can fund dignified community access without relying on per-load income.

CORE GUIDE 02

SECTION 1 — THE WATER MATH Continued

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The problem with the tanks as specified

The infographic lists 100–150 gallons fresh and 150–250 gallons grey.

At the consumption above, 150 gallons of fresh water supports roughly five to seven loads. That is well under an hour of real operation with four machines running.

This does not make the trailer unworkable. It makes “self-contained, off-grid, clean anywhere” a marketing claim the equipment cannot deliver. Those tanks are a buffer for setup and short gaps — not an off-grid capability.

BUSINESS LENS	CONTROL
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CORE GUIDE 02

SECTION 1 — THE WATER MATH Continued

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What this means practically: for any real service day you need a water source on site — a hose bib, a hydrant with a permit, or a water truck shuttling to you. Disaster-relief operators solve this with large water bladders and dedicated water vehicles, which is why their units genuinely are self-sufficient in remote locations. That capability is not free and it is not what a 150-gallon tank buys.

Decide honestly which business you are in: - Hookup-dependent — you park where there is water and sewer. Cheaper, simpler, and covers campuses, events, construction sites, and most rentals. - Truly self-contained — bladders, water hauling, and grey water pumping. This is what disaster deployment requires, and it is a bigger operation than the sheet describes.

Start hookup-dependent. Add self-contained capability when a contract pays for it.

The weight nobody mentions

BUSINESS LENS	CONTROL
Water	Machine specifications determine capacity and site needs.
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CORE GUIDE 02

SECTION 1 — THE WATER MATH Continued

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Water weighs roughly 8.34 pounds per gallon.

This matters for three reasons: your tow vehicle has to handle it, your trailer axles have to be rated for it, and a heavy commercial trailer can pull you into federal motor carrier territory — see Section 8. The sheet says “heavy-duty axles and brakes” and stops there. Weigh the loaded unit before you tow it any distance.

BUSINESS LENS	CONTROL
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CORE GUIDE 03

SECTION 2 — GREYWATER: WHERE IT CAN LEGALLY GO

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04 UTILIZATION

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

The core rule

Check licensing, zoning, and tax rules for your own city and state before starting. Laundry wastewater classification and disposal requirements vary substantially by state and often by county.

You generally cannot discharge it onto the ground, into a storm drain, or into a ditch. Storm drains in particular usually run untreated to a creek or river. That is a serious violation, not a technicality.

BUSINESS LENS	CONTROL
Water	Machine specifications determine capacity and site needs.
Contract	Committed revenue comes before financing the trailer.
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CORE GUIDE 03

SECTION 2 — GREYWATER: WHERE IT CAN LEGALLY GO Continued

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Where it legally goes

Get this answer in writing before you spend a dollar

Call your state environmental agency and your county health or environmental department. Ask specifically:

Is laundry wastewater from a mobile commercial unit classified as sewage in this state?

BUSINESS LENS	CONTROL
Water	Machine specifications determine capacity and site needs.
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CORE GUIDE 03

SECTION 2 — GREYWATER: WHERE IT CAN LEGALLY GO Continued

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What are my legal disposal options, and does any require a permit?

Are there approved dump stations that will accept commercial greywater volumes, and what do they charge?

Does discharging to a host site’s sewer require anything from me, or only the host’s permission?

Ask for the answer by email. You will need to show it to customers, hosts, and possibly an inspector, and you do not want to be recalling a phone conversation.

BUSINESS LENS	CONTROL
Water	Machine specifications determine capacity and site needs.
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CORE GUIDE 03

SECTION 2 — GREYWATER: WHERE IT CAN LEGALLY GO Continued

01 **CONTRACT** 02 **WATER** 03 **POWER** 04 **UTILIZATION**

Build dump fees and haul time into your pricing from day one. Operators who forget this discover their real cost per job is meaningfully higher than they quoted.

BUSINESS LENS	CONTROL
Water	Machine specifications determine capacity and site needs.
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CORE GUIDE 04

SECTION 3 — THE THREE REVENUE CHANNELS, RANKED

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The infographic lists many uses. They are not equal, and the ordering matters more than the list.

Channel 1 — Government and disaster contracts (highest rate)

Emergency management agencies, FEMA and its prime contractors, state and county emergency operations, the National Guard, and large relief organizations all need mobile laundry during incidents. Day rates in this channel are the highest available to you, because the customer needs capability immediately and is not price shopping.

The catch: disasters do not arrive on a schedule. A business that only earns when something goes wrong sits idle most of the year. Treat this as high-margin surge capacity on top of a base, not as the plan.

BUSINESS LENS	CONTROL
Water	Machine specifications determine capacity and site needs.
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CORE GUIDE 04

SECTION 3 — THE THREE REVENUE CHANNELS, RANKED Continued

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Channel 2 — Contract rentals (the base that keeps you alive)

Booked in advance, on a calendar, often annually recurring:

University move-in and move-out weekends — scheduled years ahead

Construction and pipeline crews — long-duration site work

BUSINESS LENS	CONTROL
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CORE GUIDE 04

SECTION 3 — THE THREE REVENUE CHANNELS, RANKED Continued

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Film and television productions — scheduled shoots, real budgets

Festivals, fairs, and multi-day events — seasonal circuits

Sports tournaments and camps — recurring annual bookings

This is your survival revenue. It is unglamorous, it is predictable, and it fills the utilization gaps that disaster work by definition cannot.

BUSINESS LENS	CONTROL
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CORE GUIDE 04

SECTION 3 — THE THREE REVENUE CHANNELS, RANKED Continued

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Channel 3 — Self-serve pay-per-load (lowest revenue per day)

Parking at a shelter, apartment complex, or underserved neighborhood and charging per load.

The arithmetic is unforgiving. Four washers and four dryers, running well, might turn twenty to thirty loads in a long day. At $5 wash and $4 dry, that is roughly $180–$270 of revenue for a full day of your labor, plus fuel, water, dump fees, and generator diesel.

That does not mean don’t do it. It means understand what it is: community presence, visibility, goodwill, and a reason for a sponsor or a nonprofit to fund you. It is a mission activity that a sponsor should pay for — not a revenue model that supports a $50,000 asset.

BUSINESS LENS	CONTROL
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CORE GUIDE 04

SECTION 3 — THE THREE REVENUE CHANNELS, RANKED Continued

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The sponsored “Laundry Day” — the model the sheet is closest to

The strongest version of Channel 3 is not charging the people who need it. It is having somebody else pay for the day: a church, a civic club, a corporate sponsor, a foundation grant, a city program, or a housing authority. You bill the sponsor a day rate. The service is free to the people using it.

Everyone gets what they want. The sponsor gets visible community impact. The people get clean clothes with no cost and no charity line. You get a booked day at your contract rate instead of $200 in quarters.

Build this into the branding from the start — the sheet’s “Laundry Day” panel is exactly right, and it should be priced as a sponsored contract, not as a giveaway you absorb.

BUSINESS LENS	CONTROL
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CORE GUIDE 05

SECTION 4 — GOVERNMENT AND DISASTER CONTRACTING

01 CONTRACT

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04 UTILIZATION

This is the highest-value section in this guide, and the process is more accessible than most people assume.

The registration path

SAM registration is reported to take roughly two to three days to become active. Entity registration is free — if a company is charging you to register, you are paying for something the government provides at no cost. There are firms that do this legitimately as a paid service, but you can do it yourself.

The Disaster Response Registry exists specifically so agencies can find contractors fast when a disaster hits. It is established under federal acquisition regulation and is used by FEMA and the Army Corps of Engineers to source emergency relief contractors. Being on it is the difference between being findable and being invisible.

BUSINESS LENS	CONTROL
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CORE GUIDE 05

SECTION 4 — GOVERNMENT AND DISASTER CONTRACTING Continued

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The FEMA Vendor Profile form is not required to bid — SAM registration is what you need to bid. The profile form is what you submit to request a meeting with FEMA. Both are worth doing.

Two advantages worth understanding

Local preference. FEMA states that when responding to a disaster, its goal is to contract with local businesses in the affected area whenever practical and feasible. You are most competitive for incidents near you, which reframes the geography of this business — you are not chasing hurricanes across the country, you are the local capability when something happens in your region.

Veteran-owned set-asides. If the business is veteran-owned or service-disabled-veteran-owned, certification opens set-aside contracts that non-veteran competitors cannot bid. Verify current certification requirements and process through the SBA — the program details change and are worth getting right.

BUSINESS LENS	CONTROL
Water	Machine specifications determine capacity and site needs.
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CORE GUIDE 05

SECTION 4 — GOVERNMENT AND DISASTER CONTRACTING Continued

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Use APEX Accelerators — this is free help

The National APEX Accelerator Alliance runs counselors in over 300 locations who help small businesses understand federal, state, and local government contracting, including SAM registration.

Government contracting has a paperwork learning curve that stops most small businesses, and there is a free professional whose entire job is walking you through it. Find your nearest APEX office and make an appointment before you start the registration. It will save you weeks.

Do not overlook state and local

BUSINESS LENS	CONTROL
Water	Machine specifications determine capacity and site needs.
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CORE GUIDE 05

SECTION 4 — GOVERNMENT AND DISASTER CONTRACTING Continued

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Federal is not the only buyer. Your state emergency management agency, county emergency management, and large regional relief organizations all contract for capability, often with less paperwork than federal. Call your state emergency management office and ask how vendors get on their resource list. That call costs nothing and is frequently the fastest route to a first contract.

BUSINESS LENS	CONTROL
Water	Machine specifications determine capacity and site needs.
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CORE GUIDE 06

SECTION 5 — THE CORE ASSUMPTION AND THE $0 TEST

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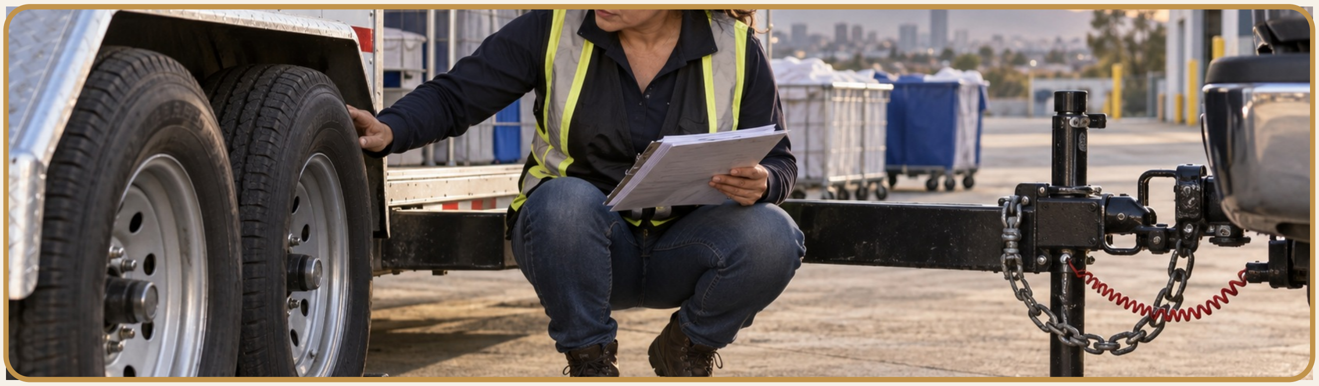
That you can book enough days per month, at a contract day rate, to cover the trailer's cost and your time — before the first disaster ever happens.

Note what the assumption is not. It is not "people need clean clothes." They do. It is not "disasters will happen." They will. It is that you can fill a calendar with paying days in ordinary weeks. If the business only works during emergencies, it does not work.

The test — free, and you run it before buying anything

Step 1 — Call ten potential contract customers and ask a real question. Not "would you be interested," which everyone says yes to. Ask: "If a mobile laundry unit were available for your move-in weekend in August, what would your budget for that be, and who would I need to talk to?"



TOWING CONTROL | Inspect hitch, brakes, tires, axles, securement, weight, lighting, and paperwork before every move.

CORE GUIDE 06

SECTION 5 — THE CORE ASSUMPTION AND THE $0 TEST Continued

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Call: three universities or colleges within 200 miles, two large construction or pipeline contractors, two event or festival organizers, your county emergency manager, your state emergency management office, and one large regional shelter or relief organization.

Step 2 — Count what comes back.

Step 3 — Get the greywater answer in writing (Section 2). If your state’s rules make your intended operating model illegal, you want to know now.

Step 4 — Register on SAM anyway. It is free and takes days, not months. Do it during the test period, so you are findable if something happens in your region while you are still deciding.

BUSINESS LENS	CONTROL
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CORE GUIDE 06

SECTION 5 — THE CORE ASSUMPTION AND THE $0 TEST Continued

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The three biggest reasons this fails

1. Utilization. It is almost always utilization. The trailer’s cost is fixed. Financed over five years, it costs the same in a month you work four days as one where you work fifteen. Businesses in this category fail because the asset sits, not because the day rate is too low.

2. Water and wastewater logistics eat the margin. The day rate looks great until you add water hauling, dump fees, generator fuel, travel, setup and teardown time, and the hours spent finding a legal place to empty the tank. Operators consistently underestimate the non-billable time around each job.

3. Buying the asset before securing the revenue. This is the most common and most expensive mistake available here, and the mission-driven framing makes it worse — the story is genuinely compelling, which makes it easier to justify spending before validating. A compelling mission fails exactly the same way an uncompelling one does.

BUSINESS LENS	CONTROL
Water	Machine specifications determine capacity and site needs.
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CORE GUIDE 07

SECTION 6 — LOWERING THE ENTRY COST

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You cannot start this for $2,000. You can start it for meaningfully less than $47,000, and you may be able to start earning before you own anything.

Option A — Subcontract first, own later ★ strongest for someone with no capital

Established disaster-relief and event-trailer companies already hold the contracts and cannot own enough units to cover a major incident. They need surge capacity, and they need operators.

Approach them as an operator, not a competitor. You get inside the business with no capital, learn the operational reality — the water logistics, the setup times, the paperwork — and build the relationships that later make you credible as a prime contractor.

BUSINESS LENS	CONTROL
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CORE GUIDE 07

SECTION 6 — LOWERING THE ENTRY COST Continued

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This is the version I would recommend to anyone starting from nothing. Everything you learn transfers, and it costs you a phone call instead of a loan.

Option B — Buy a used purpose-built unit

Operators retire and replace units. Event-rental companies sell off fleet. A used laundry trailer already has the plumbing, water heating, tanks, and electrical done — and that build-out is exactly where a scratch build bleeds money and time.

The sheet allocates $4,000–7,000 for interior build and finishing. For commercial plumbing, on-demand water heating, tank installation, and an electrical system that can carry four washers and four dryers, that figure looks optimistic. Buying a unit somebody already built and debugged avoids the overrun entirely.

BUSINESS LENS	CONTROL
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CORE GUIDE 07

SECTION 6 — LOWERING THE ENTRY COST Continued

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Option C — Start with fewer machines

Two washers and two dryers instead of four and four roughly halves the equipment cost, the power requirement, and the water demand. It also halves your capacity — which is fine for sponsored community days and small events, and inadequate for a large deployment. It gets you operating and earning while you learn what size you actually need.

Option D — Buy equipment from laundromat liquidations

Laundromats close and re-equip constantly. Commercial washers and dryers from a closure sell far below new. Have anything used inspected by a commercial laundry technician before buying — a failed bearing or a bad drive on a commercial machine is not a cheap repair.

BUSINESS LENS	CONTROL
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CORE GUIDE 07

SECTION 6 — LOWERING THE ENTRY COST Continued

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Where to look: commercial laundry equipment distributors who take trade-ins, restaurant and business liquidation auctions, and equipment dealers who service laundromats. The techs who service these machines know which laundromats are closing before the listings appear.

BUSINESS LENS	CONTROL
Water	Machine specifications determine capacity and site needs.
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CORE GUIDE 08

SECTION 7 — EQUIPMENT, POWER, AND WATER

01 CONTRACT

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Core equipment

Sheet total: $47,000 – $69,000. That range is realistic for a new build, with the interior line likely running high.

Power — get this right or nothing runs

Commercial dryers are the load that surprises people. Gas dryers need far less electrical power than electric ones but require propane and proper ventilation. Electric dryers are simpler to plumb and brutal on your generator.

BUSINESS LENS	CONTROL
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CORE GUIDE 08

SECTION 7 — EQUIPMENT, POWER, AND WATER Continued

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Before buying a generator, add up the actual nameplate requirements of the exact machines you are buying, including startup surge. A generator that runs everything steadily but cannot handle simultaneous motor startup will trip constantly. This is worth an hour with an electrician and it prevents an expensive mistake.

Shore power is always cheaper than generator power. Prioritize sites with a suitable electrical hookup, and treat the generator as the capability that lets you say yes to remote work — not your default.

Water heating

Commercial laundry needs hot water in volume. On-demand water heating is the right approach for a trailer — it avoids carrying a heavy tank of standing hot water — but it demands significant energy, gas or electric, at exactly the moment your machines are also drawing. Size the whole system together, not component by component.

BUSINESS LENS	CONTROL
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CORE GUIDE 09

SECTION 8 — LICENSING, INSURANCE, AND TOWING

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Business and operating

Operating across state or county lines multiplies this. Every jurisdiction you set up in may have its own requirements. Ask each host who is responsible for permitting — sometimes the venue holds it, sometimes you do.

The federal motor carrier question

This is not on the sheet and it should be.

BUSINESS LENS	CONTROL
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CORE GUIDE 09

SECTION 8 — LICENSING, INSURANCE, AND TOWING Continued

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A loaded commercial trailer of this size can exceed 10,000 pounds combined. Operating a commercial vehicle above certain weight thresholds in interstate commerce generally requires a USDOT number, and heavier combinations can trigger commercial driver's license requirements.

Verify all of this with the Federal Motor Carrier Safety Administration and your state's motor vehicle department before your first haul. The thresholds involve combined gross vehicle weight rating, whether you cross state lines, and whether the operation is commercial. Getting it wrong means a roadside inspection ends your trip and your contract.

Weigh the fully loaded unit — machines, full water, generator, supplies — at a truck scale. Guessing at the weight is how people find out at a weigh station.

Insurance

BUSINESS LENS	CONTROL
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CORE GUIDE 09

SECTION 8 — LICENSING, INSURANCE, AND TOWING Continued

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Ask about required limits before bidding a government contract, not after winning one. Discovering your policy is below the contract minimum after award is a bad week.

BUSINESS LENS	CONTROL
Water	Machine specifications determine capacity and site needs.
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CORE GUIDE 10

SECTION 9 — PRICING

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By channel

What has to be inside every quote

Borrowed from the electrical guide’s formula, because it applies just as well here:

Machine time + labor + water + wastewater disposal + generator fuel + tow vehicle fuel + travel time + setup and teardown + insurance + permits + maintenance reserve + trailer payment + profit.

BUSINESS LENS	CONTROL
Water	Machine specifications determine capacity and site needs.
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CORE GUIDE 10

SECTION 9 — PRICING Continued

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The lines people forget are wastewater disposal, setup and teardown time, and the maintenance reserve. Commercial machines running hard need service, and the reserve is what keeps a failed dryer from becoming an emergency loan.

Set a minimum

A half-day booking that requires a two-hour tow each way is a losing job. Establish a minimum day rate and a mileage threshold beyond which travel is billed. Say no to the jobs below it — the calendar space is worth more held open for a real booking.

Who your customers are, in their own words

BUSINESS LENS	CONTROL
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CORE GUIDE 10

SECTION 9 — PRICING Continued

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The university housing director: “Move-in weekend is chaos and half these kids have never done laundry. Our machines can’t handle the volume.” Books far in advance, has a real budget, and rebooks annually if you were easy to work with.

The emergency manager: “When something happens I need to know who I can call and that they’ll actually show up.” Cares about reliability and paperwork being in order far more than price. Being pre-registered and known before the incident is the whole game.

The site superintendent: “My guys are in the same clothes for a week out here.” Straightforward, wants a price and a date.

The shelter director: “We have people who haven’t had clean clothes in weeks, and it’s the dignity part that gets them, not the clothes.” Almost never has budget — this is who a sponsor should be paying you to serve.

BUSINESS LENS	CONTROL
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CORE GUIDE 11

SECTION 10 — FIRST 90 DAYS

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Days 1–21 — Validate, spend nothing - Make the ten calls in Section 5 and record real budget figures - Get the greywater answer in writing from your state and county - Register on SAM.gov and opt into the Disaster Response Registry - Book an appointment with your nearest APEX Accelerator - Call your state emergency management office about vendor listing - Gate: fewer than three real budget figures — stop and reconsider before spending.

Days 22–45 — Get inside the business - Contact established mobile laundry and event-trailer operators about subcontracting - Price used units and used commercial machines - Have a commercial laundry technician look at anything used before you commit - Get insurance quotes, including government-contract limits - Confirm USDOT and licensing requirements for your loaded weight

Days 46–75 — Acquire and commission - Buy the unit — used and purpose-built where possible - Weigh it loaded at a truck scale - Full dry run: fill, run every machine, measure actual water use per load, time setup and teardown, and dump legally - Your real numbers from this dry run replace every estimate in this document

Days 76–90 — First bookings - Convert your strongest test contact into a signed booking - Run one sponsored community day — real photographs, real testimonials - Submit the FEMA Vendor Profile form - Target: three booked days and one signed recurring contract by day 90

BUSINESS LENS	CONTROL
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THE ONE METRIC

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Booked days per month.

Not revenue, not loads, not followers. Utilization, because the trailer costs exactly the same parked as working, and every business in this category that fails, fails because the asset sat.

Track it on a calendar you look at every day. Empty weeks two months out are still fixable. Empty weeks this Friday are already lost.

BUSINESS LENS	CONTROL
Water	Machine specifications determine capacity and site needs.
Contract	Committed revenue comes before financing the trailer.
Utilization	A parked trailer costs the same as a working one.

CORE REFERENCE

Water Consumption Planning Reference

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04 UTILIZATION

Use the exact machine specification sheets before final design or quoting.

Operation	Fresh water needed
One load	~20–30 gallons
Four washers, one cycle each	~80–120 gallons
Four washers, five cycles each (20 loads)	~400–600 gallons
A full eight-hour service day	Potentially 600–1,000+ gallons

CORE REFERENCE

Loaded Weight Planning Reference

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03 POWER
04 UTILIZATION

Weigh the fully loaded unit before towing it any distance.

Load	Approximate weight
150 gallons fresh	~1,250 lbs
250 gallons grey (full)	~2,085 lbs
Both, plus machines, generator, and trailer	Well over 10,000 lbs

CORE REFERENCE

Wastewater Disposal Options

01 CONTRACT

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04 UTILIZATION

Check licensing, zoning, and tax rules for your own city and state before starting. Obtain the approved disposal method and host permission in writing.

Option	How it works	Practical note
Sewer connection on site	Direct hookup at the host location	Cleanest answer. Prioritize sites that have it
Approved dump station	Pump to tank, haul, discharge at an authorized facility	Adds time and dump fees to every job
Licensed pumping service	A septic or portable-sanitation contractor pumps you out	Costs money, solves the problem entirely
Host’s own system	Campus or facility permits you to discharge	Get it in writing, not verbally

CORE REFERENCE

Government Registration Path

01 CONTRACT

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04 UTILIZATION

Preserve current federal guidance exactly and confirm the process directly before relying on it.

Step	What it is	Cost
SAM.gov registration	System for Award Management. Required to do business with the federal government	Free
Disaster Response Registry	Opt in during SAM registration via the Disaster Response Information page in the Assertions module	Included
CAGE code	Assigned through the registration process, issued by the Defense Logistics Agency	Included
FEMA vendor profile	Industry Liaison Program Vendor Profile form, emailed to FEMA	Free

CORE REFERENCE

Demand Test Signals

01 CONTRACT

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04 UTILIZATION

Ask for a budget and decision-maker, not general interest.

Signal	What it means
Fewer than 3 give you a real budget figure	The demand is not there yet at your rates
3–5 name a budget and a decision-maker	Viable. Keep working the list
Any offers a letter of intent or seasonal booking	Strong. This is what you finance against

CORE REFERENCE

Equipment Cost Reference

01 CONTRACT

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04 UTILIZATION

The source total is $47,000–$69,000. Replace every range with written quotes and inspected used-equipment options.

Item	Range	Notes
Enclosed trailer, 20–24 ft	$10,000–$14,000 new; far less used	Heavy-duty axles and brakes are not optional
Commercial washers (4)	$12,000–$16,000 new	Used from liquidations at a fraction
Commercial dryers (4)	$12,000–$16,000 new	Stacked units save critical floor space
Water system and tanks	$3,000–$5,000	See the water math before sizing
Generator and electrical	$3,000–$5,000	7,000–12,000W per the sheet; verify against your machines
Interior build and finish	$4,000–$7,000	Likely optimistic — compare with a used purpose-built unit
Branding and wrap	$2,000–$4,000	Magnets and lettering cost far less initially
Permits and miscellaneous	$1,000–$2,000	Varies enormously by jurisdiction

CORE REFERENCE

Insurance Coverage Reference

01 CONTRACT

02 WATER

03 POWER

04 UTILIZATION

Ask about required limits before bidding any contract.

Coverage	Why
General liability	Baseline; required by nearly every venue and contract
Commercial auto, including trailer	Personal auto will not cover commercial towing
Inland marine / equipment	Covers the trailer and machines in transit and on site
Workers’ compensation	Once you have any employee
Higher limits for government work	Contracts commonly specify minimums well above standard

CORE REFERENCE

Pricing by Revenue Channel

01 CONTRACT

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03 POWER

04 UTILIZATION

Every quote must include machine time, labor, water, wastewater disposal, fuel, travel, setup, insurance, permits, maintenance reserve, trailer payment, and profit.

Channel	Pricing model	Notes
Government and disaster	Day rate, often with mobilization and demobilization fees	Highest rates. Bill travel, setup, and standby separately
Contract rental	Daily, weekly, or monthly rate	Weekly and monthly discounted from daily. Predictable
Sponsored community day	Flat day rate billed to the sponsor	The sponsor pays; the service is free to users
Self-serve	Per load, wash and dry priced separately	Lowest yield. Use for presence, not income

CORE REFERENCE

Booked-Day Performance Reference

01 CONTRACT

02 WATER

03 POWER

04 UTILIZATION

Utilization is the deciding metric because the asset costs the same parked as working.

Booked days/month	What it means
Under 6	Not covering the asset. Something has to change
8–12	Working. This is a realistic target for year one
15+	Strong — start thinking about a second unit

WORKSHEET 01

Startup Checklist

01 CONTRACT

02 WATER

03 POWER

04 UTILIZATION

DONE	ACTION	OWNER DATE NOTES
☐	Call ten contract prospects and record real budgets and decision-makers.	
☐	Obtain the wastewater classification and approved disposal method in writing.	
☐	Choose hookup-dependent service first unless a contract funds self-contained capability.	
☐	Register on SAM.gov and opt into the Disaster Response Registry.	
☐	Meet with the nearest APEX Accelerator and contact state and county emergency management.	
☐	Check licensing, zoning, and tax rules for your own city and state before starting.	
☐	Confirm loaded-weight, tow-vehicle, USDOT, CDL, interstate, and inspection requirements [VERIFY].	
☐	Price used purpose-built units, inspected used machines, and subcontract-first entry.	
☐	Obtain insurance quotes at the limits required by target contracts.	
☐	Run a full dry test: water, power, setup, loads, teardown, legal disposal, and loaded weight.	
☐	Acquire the unit only after committed revenue or a financeable booking exists.	

WORKSHEET 02

Equipment and Budget Worksheet

01 CONTRACT

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03 POWER

04 UTILIZATION

OPERATIONS KIT | Measure water, test power, control chemicals, document service, and track every booked day.

ITEM	NEEDED	ESTIMATE	ACTUAL	NOTES
Purpose-built trailer or conversion				
Commercial washers and dryers				
Freshwater, greywater, pumps, hoses, meters, and treatment				
Water heating, propane, ventilation, and combustion safety [VERIFY]				
Generator, shore power, electrical distribution, grounding, and surge capacity [VERIFY]				
Tow vehicle, hitch, brakes, axles, tires, securement, scales, and inspections [VERIFY]				
Interior build, drainage, flooring, folding, lighting, and accessibility [VERIFY]				
General liability, commercial auto, trailer, inland marine, workers, and contract limits [VERIFY]				
Detergent, sanitation, linen handling, PPE, spill, fire, and first-aid supplies				
Registration, permits, wastewater, dump, vendor, tax, and professional fees [VERIFY]				
Fuel, water, dump fees, maintenance, repairs, travel, and working-capital reserve				

BUDGET CONTROL

TOTAL ESTIMATE: __________ TOTAL ACTUAL: __________ CASH RESERVE: __________

WORKSHEET 03

Pricing and Estimate Template

01 CONTRACT

02 WATER

03 POWER

04 UTILIZATION

CLIENT	SERVICE LOCATION	ESTIMATE NUMBER	DATE

SERVICE OR INPUT	BASIS	AMOUNT
Contract day rate	Service hours and capacity	
Mobilization / demobilization	Distance, tow time, and setup	
Standby time	Required availability	
Water supply or hauling	Volume and source	
Wastewater disposal	Method, haul time, and fees	
Generator or shore power	Fuel or host utility	
Labor and attendants	Crew and hours	
Supplies	Detergent and consumables	
Mileage, tolls, lodging, or per diem	Written basis	
Taxes and permits [VERIFY]	Applicable treatment	
Total estimate		

TOTAL ESTIMATE	DEPOSIT OR AUTHORIZATION	VALID THROUGH

WORKSHEET 04

Mobile Laundry Site Authorization

01 CONTRACT

02 WATER

03 POWER

04 UTILIZATION

FIELD	AGREED DETAIL
Client, host, site, event, contacts, and decision authority	
Service dates, mobilization, setup, operating, standby, teardown, and departure times	
Expected users, loads, textiles, capacity, and service limits	
Freshwater source, flow, pressure, hose route, testing, and authorization	
Wastewater classification, volume, connection or disposal method, permit, and written approval [VERIFY]	
Shore power voltage, amperage, connection, grounding, generator, fuel, and authorization [VERIFY]	
Trailer access, turning, grade, surface, parking, leveling, chocks, security, and weather plan	
Loaded weight, tow vehicle, route, interstate status, USDOT, CDL, permits, and inspections [VERIFY]	
Detergent, allergen, infection, sanitation, privacy, valuables, prohibited items, and damage procedures [VERIFY]	
Pricing, minimum day, mobilization, standby, utilities, dump, travel, deposit, and payment terms	
Client utilities, staff, crowd control, restroom, waste, lighting, and emergency responsibilities	
Insurance, certificates, government clauses, subcontractors, and cancellation terms [VERIFY]	
Photos, sponsorship, branding, testimonial, privacy, and media permission	
Incident, machine failure, utility interruption, weather, delay, and contingency procedures	
Client and operator acceptance and signatures	

WORKSHEET 05

Invoice Template

01 CONTRACT

02 WATER

03 POWER

04 UTILIZATION

BUSINESS	CLIENT	INVOICE NUMBER	DATE DUE

DESCRIPTION	QUANTITY	RATE	AMOUNT
Contract day rate			
Mobilization / demobilization			
Standby time			
Water supply or hauling			
Wastewater disposal			
Generator fuel or shore power			
Labor and supplies			
Approved travel or additional work			

SUMMARY	AMOUNT
Subtotal	
Tax [VERIFY]	
Credits / adjustments	
Total	
Balance due	

WORKSHEET 06

Job Log and Lead Tracker

01 CONTRACT ____

02 WATER ____

03 POWER ____

04 UTILIZATION ____

DATE	LEAD SOURCE	NEED OR SCOPE	QUOTE	STATUS NEXT STEP

DATE	CLIENT / CHANNEL	BOOKED DAYS	RATE	COST	NEXT BOOKING

ONE METRIC

BOOKED DAYS THIS MONTH: __________ DAYS NEXT 60 DAYS: __________ UTILIZATION: __________

WORKSHEET 07

Mobile Laundry Compliance and Safety

01 CONTRACT

02 WATER

03 POWER

04 UTILIZATION

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

CHECK	CONTROL	INITIALS NOTES
☐	Licensing, zoning, tax, wastewater, temporary vendor, host-site, accessibility, and local operating rules are confirmed [VERIFY].	
☐	Freshwater is approved, protected from cross-connection, and measured; wastewater disposal and permissions are documented [VERIFY].	
☐	Machine, water heater, propane, ventilation, generator, shore power, grounding, cord, surge, and fire controls follow specifications [VERIFY].	
☐	Loaded weight, ratings, hitch, brakes, breakaway, tires, lights, securement, tow vehicle, driver, USDOT, CDL, route, and inspections are confirmed [VERIFY].	
☐	Parking, leveling, chocking, public access, steps, ramps, slips, lifting, ergonomics, heat, weather, traffic, crowd, and emergency controls are documented.	
☐	Textile intake, prohibited items, chemicals, dosing, allergies, contamination, sanitation, privacy, valuables, loss, and damage procedures are documented [VERIFY].	
☐	General liability, commercial auto, trailer, inland marine, workers, venue, and contract limits are confirmed [VERIFY].	
☐	Booking, host approval, water, wastewater, power, weight, inspection, maintenance, load, incident, tax, and retention records are kept.	

STOP RULE

Do not deploy until the contract is authorized, the site and route are feasible, the loaded weight and towing requirements are confirmed, potable water and legal wastewater disposal are documented, power and fuel are safe, insurance applies, and contingency plans are ready.