

*You should be ready to clean-up!  
Use the resources listed below to build a strong business.*

## RESOURCES

National Association of Home Builders (NAHB) Research Center Call the HomeBase Hotline 1(800) 898-2842 to get a free copy of Residential Construction Waste Management—A Builder's Field Guide [www.nahbrc.com](http://www.nahbrc.com)

Small Business Administration Call 1(800) 8-ASK-SBA to get a free small business start-up kit including: Resource Directory for Small Business Management [www.sbaonline.com](http://www.sbaonline.com)

*Note: To get a start-up kit including the directory, call the 800 number listed above and work your way through the voice message system or look for your district SBA office in the federal government section of the "blue" pages of your phone book.*

National Recycling Coalition  
Call (703) 683-9025 to get a copy of Market Development Directory  
*Note: This directory includes a list of all state recycling market development contacts.*

American Forest and Paper Association  
Call (202) 463-2744 to get: National Wood Recycling Directory (\$5.00 shipping and handling) [www.afandpa.org](http://www.afandpa.org)

Steel Recycling Institute (SRI)  
680 Anderson Dr., Foster Plaza 10  
Pittsburgh, PA 15220-2700  
(800) 876-7274  
[www.recycle-steel.org](http://www.recycle-steel.org)  
*Note: SRI has regional offices providing information on local metal recycling outlets.*

American Plastics Council (APC)  
1801 K St., NW  
Washington, DC 20005  
(800) 243-5790  
[www.plasticsresouce.com](http://www.plasticsresouce.com)  
*Note: APC has free publications on recycling plastics, including vinyl siding.*



# How to CLEAN-UP CLEAN-UP in the Construction Waste Management Business:

*A Small Business  
Opportunity  
in Disposal  
and Recycling  
Services*

## What is a clean-up service?

A construction clean-up service provides waste management tailored to meet the needs of builders. Here are the key elements of the service:

No large site containers—All construction waste is simply placed in a designated area of the job site and plastic fencing or stakes are used to create a containment area.

4-6 timed site visits—A work crew of two in a pick-up truck with trailer or small stake-body truck hits job sites at specific stages of construction. A trip just after framing involves mostly wood, a trip after drywall is hung, mostly drywall. Timing site visits this way means less sorting of recyclables and discards and keeps the fenced or designated area safe and clean.

Selective recycling—One of the ways that clean-up services can be competitive with conventional disposal is to take recyclable materials to outlets that pay for cardboard and metals or charge less than disposal rates for others such as wood and drywall.

## Why would a builder be interested in this type of service?

Builders often give the following reasons for preferring a construction clean-up service:

**PAYROLL:** "Having someone else clean-up my job sites takes one more worry off my mind and one more person off my payroll."

**UP-FRONT CHARGES:** "My clean-up service charges me by the square foot of my house—I know before I even start to build how much waste management is going to cost."

**EASY RECYCLING:** "I like the idea of recycling but don't know much about it and have a tough time getting all my subs on board with the idea. The clean-up guys know what and where to recycle because it's part of their service."

**FLEXIBILITY:** "My clean-up service guy is flexible—if I need to have sweep-outs as part of the service, I know who to call."

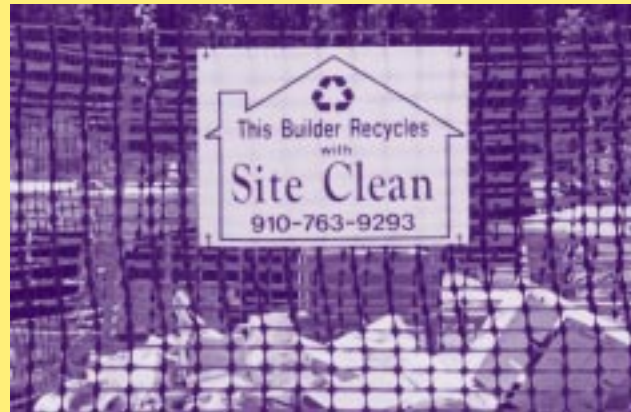
**TIMELY SERVICE:** "Service is everything—I know my clean-up guy will be there on time because if he's not, it costs him more to separate the stuff."

**CONTAMINATION:** "Without the big containers on the job site, we don't get drive-by trash or move-in waste from homeowners anymore."



# STARTING A CLEAN-UP SERVICE

## What you will need:



Clean-up services are fairly simple to start and do not require a large capital investment. Here's what you'll need:

**Truck**—A pick-up truck with trailer, small dump body or stake-body flat bed truck will work. See the table on waste quantities in this brochure to get a sense of how much and when construction waste is generated. A new stake-body, flat-bed truck runs from \$18,000 to \$25,000.

**Optional:** Some clean-up services use a bobcat to move materials from job site to the truck, others use a larger truck with a mechanical grappling hook mounted on the truck bed.

**2-person work crew**—Although servicing a job site can be done by one person, two workers can clean up a job site more efficiently.

**Containers or fencing**—One of the advantages of clean-up services is the elimination of large, roll-off containers, costing up to \$6,000 each. Most clean-up services use no containers at all but do set up a small (8 ft. by 8 ft.) contained area at the job site using plastic, flexible, fencing. Plastic fencing costs about \$.25 - \$.50 per linear foot.

**Optional:** Some clean-up services use special containers that can be serviced using forks on a hydraulic arm or bobcat.

**Signs**—The best way to get the word out to builders about your business is with truck and site signs. Many clean-up firms share the publicity of their service with their builders by giving the builder credit on the site sign for recycling. 18" by 30" metal signs can cost from \$30 to \$75 each, printed corrugated plastic ones for as little as \$5 each (cost depends on number of signs ordered, complexity of logo, and number of colors).

**Permits**—In many states, hauling recycled materials requires no permit, but you will be handling construction waste as well. Waste collection permits may be required at the state or the local (county) level. Check with local and state agencies such as solid waste or environmental departments to determine what permits, if any, you will need. Where required, permits for waste collection can run between \$100 and \$250 a year per vehicle.

**Cell phone (optional)**—The most important aspect of this business is service. A cell phone gives immediate response to builder inquiries or requests and allows you to use the cab of your pick-up as a mobile office.



## What you will need to know:

**Small business management**—If this is your first go at your own business, start with a basic business management course at a community college. Look for one that allows you to use your clean-up service as a course project. There are excellent resources for start-up recycling businesses at the end of this brochure.

**Working knowledge of the construction industry**—To time visits to job sites based on stages of construction, you must have a sense of how quickly your builders are moving on their projects. Also, talk to lots of builders about what they want and what their current costs are.

You can't set your own rates and service specs without this information.

**Location of recycling outlets/landfills and their fees**—You will need to identify landfills that accept construction and demolition (C&D) waste—some municipal landfills accept C&D waste but their tipping fees are generally higher—and recycling outlets. Two sources of information on recycling outlets are:

**Recycling Directories**—Your state or local recycling office may have a directory of recycling outlets that includes construction waste materials. Several trade associations, listed under **RESOURCES** in this brochure, have compiled national directories of recycling outlets.

**"Yellow Pages"**—You can also check the yellow pages under key words such as "recycling", "salvage", "metals", "wood", "cardboard", "plastic".

**Organizations providing builder contacts**—It's a good idea to join the local home builders association (HBA)—check to see if the HBA has committees relating to job site recycling or waste management. The local Chamber of Commerce can also provide business contacts and opportunities.

**Waste generation rates**—If you are going to be charging builders for services by the square foot, it's useful to know about

how much of each material is likely to be generated per square foot.

**Wood** (80% to 95% of the total wood waste will come during the framing stage of construction): 1.3 to 2.1 pounds per square foot

**Drywall** (hung in 1-3 days after house is weather tight and rough plumbing and electrical are in): 1.0 to 1.5 pounds per square foot

**Cardboard (OCC)** (generated during almost all stages of construction but most comes near the end as finished components—cabinets, appliances, fixtures—are installed): 0.1 to 0.5 pounds per square foot

**Metals** (a mix of ferrous metal banding and duct cut-outs, aluminum trim scraps, incidental copper): 0.002 to 0.13 pounds per square foot

**Brick** (for an 8-foot high wall as exterior cladding): 12 to 20 pounds per running foot

**Vinyl Siding** (for an 8-foot high wall as exterior cladding): 0.75 to 1.0 pounds per running foot

## CONSULTANTS

The individuals listed below have all gone through the process of starting a clean-up business and provide additional information/assistance for a fee.

Clean it up, Mark! Portland, OR	Mark McGregor (503) 639-8440
Site Clean Wilmington, NC	Dana Jaunzemis (910) 763-9293
Construction Waste Recycling Cedar, MI	Dave Bradshaw (616) 929-7778