# Dumpster Rental Business Startup Checklist

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**Key takeaways**

- Dumpster trailers are the cheapest way to start
- Check CDL rules: 26,001 lb trucks need a Class B license
- Know your landfill tipping fees before you set prices
- Check city hauler licenses and street-placement permits

## 1. Plan

- [ ] Choose your niche and the services you'll offer first
- [ ] Define your service area (keep it tight to cut drive time)
- [ ] Write a one-page plan: who, where, what you charge, how you'll get 10 clients
- [ ] Check local competitors' services and prices

## 2. Register & insure

- [ ] Pick a business name and check your state registry, trademarks and the .com domain
- [ ] Choose a structure (sole proprietor or LLC)
- [ ] Get a free EIN from the IRS (irs.gov)
- [ ] Check city/county business license requirements
- [ ] Open a separate business bank account
- [ ] Get general liability insurance before your first paid job
- [ ] Trucking rules depend on weight. Under FMCSA rules, a single vehicle with a gross vehicle weight rating of 26,001 pounds or more needs a Class B commercial driver's license, and many roll-off trucks are in that range; a heavy trailer behind a pickup can push the combination into Class A territory. A USDOT number is required for interstate commercial vehicles rated at 10,001 pounds or more, and some states require one for in-state trucks too. Many cities also require a hauler license or permit, and placing a dumpster on a street usually needs a right-of-way permit. Set up accounts with landfills and transfer stations, and check your startup rules for your state.

## 3. Equipment

- [ ] Dumpster trailers, or roll-off containers plus a roll-off truck
- [ ] Heavy-duty pickup rated to tow your trailers (for the trailer model)
- [ ] Wood boards or plywood to protect driveways under the unit
- [ ] Tarps and straps to cover loads in transit
- [ ] Ratchet straps, wheel chocks, safety vests and gloves
- [ ] Dispatch and booking software, or a simple calendar and invoices to start

## 4. Pricing

- [ ] Track your real job times on your first jobs
- [ ] Set a target hourly rate that covers pay, taxes, insurance, fuel and admin time
- [ ] Create a simple price menu and a minimum charge
- [ ] Use estimate and invoice templates for every quote
- [ ] Check your numbers with the free calculator on ServiceStartKit.com

## 5. Get online

- [ ] Register a short domain and set up a professional email
- [ ] Launch a 4-page website: home, services & prices, reviews/photos, contact
- [ ] Create a Google Business Profile with photos and your service area

## 6. First clients

- [ ] Contractors first: roofers, remodelers, painters and builders rent often
- [ ] Google Business Profile and local search ads for "dumpster rental near me"
- [ ] Partner with realtors, estate cleanout companies and junk removal crews
- [ ] Clear online pricing and booking: customers compare quickly
- [ ] Yard signs on every dumpster you place (where allowed)
- [ ] Ask every happy client for a review and a referral

## 7. Money

- [ ] Invoice every job and log every expense
- [ ] Keep a mileage log for business driving
- [ ] Set money aside for taxes each month
- [ ] Review prices at least once a year