

Pricing Calculator Guide

Built on Waste: Pricing Calculator Guide

Use this formula to estimate your true weekly service cost per portable toilet or roll-off:

1. Unit Depreciation

Cost of unit ÷ expected lifespan

Example: \$600 ÷ 60 months = \$10/month

2. Weekly Service Labor + Supplies

Driver wages + gloves, TP, blue, sanitizer, etc.

3. Fuel & Maintenance

Monthly fuel + truck upkeep ÷ number of active units or routes

4. Admin / Office Overhead

Dispatcher time, rent, phones, etc. ÷ number of customers or units

5. Insurance & Liability

Monthly premium ÷ number of units in the field

6. Delivery & Pickup Costs

Factor time, fuel, and labor per jobsite

Add it all up. Then add your profit margin (usually 20%–35%).

Update quarterly — especially when fuel, labor, or dump fees spike.

