



The Challenge

Direct Waste Services, a family-owned dumpster hauler, offers residential, commercial and construction waste removal service in New Jersey.

They wanted to spend less time and money on sales efforts so they could focus on strengthening their local presence and expanding their fleet.

The Solution

*“We have seen a **major jump** in our roll off divisions by working with **Dumpsters.com**.”* John E. Gunnello | Owner and President, Direct Waste Services

Direct Waste Services partnered with Dumpsters.com to act as an extension of their business. Dumpsters.com attracts new orders, handles incoming calls, schedules delivery and pickup, and maintains relationships with national and regional companies to win and deliver jobs to this hauling partner.

Direct Waste Services has access to:



Consistent Orders From National and Regional Customers



40+ Enterprise Team Members for Large Accounts



120+ Marketing and Sales Associates for Retail Business

The Results

Direct Waste Services has increased sales each year with Dumpsters.com since 2012. They spend less time on the phone with customers, allowing more opportunity to focus on daily operations and grow other areas of their business.

86%

YoY Growth 2018-2019

3,157

Dumpster Orders in 2019

The Experience

*“By working with **Dumpsters.com**, we were able to streamline our sales division and focus our efforts on commercial sales. A major benefit is that, while we have serviced over 3,000 customer sites, it's all controlled and managed through one source. **The fact that we're not chasing an A/R speaks volumes.**”*



John E. Gunnello | Owner and President
Direct Waste Services