

Examples of FY 2026 Sludge Revenue

0.06

Company size	Company	Average Monthly Gallons	Annual Estimated Gallons	Monthly Sales Revenue	Annual Estimated Sales Revenue
Large	KLX	267,659	3,211,908	\$ 16,059.54	\$ 192,714.48
Small	Wooten	2,877	34,524	\$ 172.62	\$ 2,071.44
	CL Septic	2,318	27,816	\$ 139.08	\$ 1,668.96
	Team 3	4,640	55,680	\$ 278.40	\$ 3,340.80

NOTE: We currently charge \$6.00 for every 100 gallons of sludge, also listed as \$60.00 for every 1,000 gallons of sludge accepted.

Examples of Potential Sludge Revenue

0.065

Increase of .5%

Company size	Company	Average Monthly Gallons	Annual Estimated Gallons	Monthly Sales Revenue	Annual Estimated Sales Revenue
Large	KLX	267,659	3,211,908	\$ 17,397.84	\$ 208,774.02
Small	Wooten	2,877	34,524	\$ 187.01	\$ 2,244.06
	CL Septic	2,318	27,816	\$ 150.67	\$ 1,808.04
	Team 3	4,640	55,680	\$ 301.60	\$ 3,619.20

NOTE: This would change to \$6.50 for every 100 gallons and \$65.00 for every 1,000 gallons.

Examples of Potential Sludge Revenue

0.07

Increase of 1%

Company size	Company	Average Monthly Gallons	Annual Estimated Gallons	Monthly Sales Revenue	Annual Estimated Sales Revenue
Large	KLX	267,659	3,211,908	\$ 18,736.13	\$ 224,833.56
Small	Wooten	2,877	34,524	\$ 201.39	\$ 2,416.68
	CL Septic	2,318	27,816	\$ 162.26	\$ 1,947.12
	Team 3	4,640	55,680	\$ 324.80	\$ 3,897.60

NOTE: This would change to \$67.00 for every 100 gallons and \$70.00 for every 1,000 gallons.

Examples of Potential Sludge Revenue

0.075

Increase of 1.5%

Company size	Company	Average Monthly Gallons	Annual Estimated Gallons	Monthly Sales Revenue	Annual Estimated Sales Revenue
Large	KLX	267,659	3,211,908	\$ 20,074.43	\$ 240,893.10
Small	Wooten	2,877	34,524	\$ 215.78	\$ 2,589.30
	CL Septic	2,318	27,816	\$ 173.85	\$ 2,086.20
	Team 3	4,640	55,680	\$ 348.00	\$ 4,176.00

NOTE: This would change to \$7.50 for every 100 gallons and \$75.00 for every 1,000 gallons.

Examples of Potential Sludge Revenue

0.08

Increase of 2%

Company size	Company	Average Monthly Gallons	Annual Estimated Gallons	Monthly Sales Revenue	Annual Estimated Sales Revenue
Large	KLX	267,659	3,211,908	\$ 21,412.72	\$ 256,952.64
Small	Wooten	2,877	34,524	\$ 230.16	\$ 2,761.92
	CL Septic	2,318	27,816	\$ 185.44	\$ 2,225.28
	Team 3	4,640	55,680	\$ 371.20	\$ 4,454.40

NOTE: This would change to \$8.00 for every 100 gallons and \$80.00 for every 1,000 gallons.