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Got junk? This guy's the 'king'

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CHELMSFORD — Scott Pozerski worked as a Bentley University police officer for almost nine years before opting for a career change.

The Pepperell native and Tyngsboro resident found out about San Carlos, Calif.-based Junk King on a business website, and in late September, he opened his own franchise of the junk-removal and recycling business in Chelmsford.

"I cashed in my retirement account. I actually rolled it over in a complicated transaction into a different account that invests in the company. Between that and personal savings, I made a \$100,000



Scott Pozerski of Tyngsboro has opened a Junk King franchise in Chelmsford.

investment," Pozerski said.

The next closest Junk King franchise is in the New York City borough of Queens. There are 17 total, with more

than half in California, but the business has expanded rapidly over the last 10 or 15

Please see **JUNK KING/9**

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years, Pozerski said.

So far, business at the local franchise is booming. Pozerski does mostly residential jobs, and many are in the Waltham/Newton area, where there are a lot of rentals.

"I'll go anywhere from Nashua, Hudson to the Mass. Pike, 495 to 95," Pozerski said one recent day, calling in on the way to jobs in Medford, Chelmsford and Haverhill. "Today's first job was in Newton, then Wayland."

Some days are busier than others, but Pozerski averages about 15 jobs per week.

"I would like to do more businesses — they're a lot more consistent through the year," said the married father of a 3-year-old.

Sometimes, job calls are made at the last minute.

"When I started today, we only had two jobs on the schedule. Most days, we get an additional job throughout the day," he said.

Pozerski honed his management skills before opening the franchise.

"I spent a few years at Bentley taking classes," he said.

So far, Pozerski has hired one full-time and one part-time employee to assist him.

Some of the franchise's business can be attributed to advice that prospective home sellers get from their real-estate agents, namely, "Have a nice clean house, pull out as much as you can," Pozerski said.

The main reasons people call the business are the passing of a relative, divorce or a move to a smaller home, such as when empty-nesters go from a large house to a smaller condo, with less floor and storage space, he said.

"A lot of people divorce, they move into a condo and they don't have room," Pozerski said.

Another emerging market is removing junk from homes before an elderly person or couple moves into an assisted-living residence, he said.

Junk King bases its prices on volume: For the removal of an appliance or other



Scott Pozerski is the only New England franchisee of Junk King. He'll go to your home or business and remove anything you want.

SUN/DAVID H. BROW

small item, there is a minimum \$89 charge. Having enough junk carted away to fill a truck costs \$618.

"If you were to rent a Dumpster and do it yourself, it's probably in the \$400 to \$500 range," he said. "It's a little bit of a premium to do the work."

Junk King recycles as much of its hauls as possible.

"The metals, plastics, cardboards, paper — those are reasonably easy," Pozerski said. "There's a lot of fiberglass stuff that's not recyclable."

He takes a lot of the recyclables to AKS Recycling in Fitchburg, which sorts items for him. The company gets paid 5 cents per pound for most light iron appliances.

"That may not sound like much, but the really good part about that is I don't have to pay to get rid of it," Pozerski said.

Occasionally, he gets an especially difficult job.

"We had a boat — it was an old fiberglass boat. The owner's husband had wanted to keep it forever, and he unfortunately passed away, and she just wanted it gone. They had to cut it up in little pieces so we could move it," Pozerski said.

Sometimes he even keeps

items his clients discard.

"It's the silly little things," he said. "My wife was saying we needed a laundry basket so I found one that was in good shape the next week. Our break room in the office is entirely furnished with a coffee table and three chairs that we've gotten on jobs," Pozerski said.

Like many small-business owners, he works long hours. Pozerski spends about 8-9 hours per workday riding in his truck to and from jobs. The rest of the time, he works on accounting.

So far, Pozerski said he wouldn't trade his new life in to have his old career as a police officer back.

"Most days, I like the freedom of being in control of my own destiny, although there's certainly days that are less exciting than others," he said.

The physical labor is a plus, Pozerski said, adding, "I've lost seven pounds doing it."

And if you're thinking about calling Junk King, decide first which kind of client you want to be.

"There's two extremes," he said. "The best ones we've ever had, everything's been piled in the driveway. The worst ones are in the attic, up two flights of stairs," Pozerski said.