“Alternative Revenue Sources” are tipping fee revenues received from the combustion of non-traditional waste. Such alternative solid wastes are not hazardous wastes and are not typically delivered by the normal garbage collection system. Alternative Revenue Wastes (ARW) need a due diligence review showing that disposal of the waste will not violate any laws, ordinances and/or permit conditions. Disposal of ARW will need coordination and additional special handling for final disposal. ARW generators do pay a tipping fee greater than the solid waste tipping fee in order to compensate the owner/operator for the extra effort. ARW wastes are derived from the following special considerations:

1) Liability concerns from disposal of such waste.
2) Sensitive security
3) Legal/Regulatory compliance
4) Environmental concerns
5) Resource recovery
6) Infectious Wastes

Examples of ARW wastes:

- US Customs condemned/confiscated wastes;
- Petroleum contaminated wastes;
- Financial institution security wastes;
- Defective products; i.e. cereal toys, expired products
- Pharmaceutical, illegal drugs and the associated cleanups
- Defense Department security required wastes; i.e. weapons systems manuals and electronic media documentation.
- Antarctica Research Facility wastes;
- Contaminated food products
- Evidence disposal

A broker usually represents a waste generator. The broker coordinates the details of the disposal to achieve the generator’s desire for final disposal. The generator/broker desires assured combustion/destruction of its waste for various reasons. ARW wastes are packaged in various forms from bulk fiberglass to steel drums. Having the necessary on-site infrastructure to handle the ARW in a quick, cost-effective and reliable manner is the key to completing the transaction. Desirable facility infrastructure characteristics and equipment:

- Extended unloading floor - allows truck and manual loading of the crane grapple
- Belt conveyor from tipping floor to feed hopper
- Forklift
- Pallet jack
- Wheel Loader
- One stop contact person coordinator

ARW wastes are not typically budgeted as a revenue source and therefore no resources are allocated to develop it as a viable revenue element. ARW wastes have provided additional funds to address unforeseen and unanticipated expenses. Balancing a tight budget with supplemental revenues minimizes crippling cuts and/or personnel layoffs. Viewing these special needs wastes as a revenue resource and developing their marketing potential, the WTE industry will provide another invaluable service to our communities.