Trends in Transportation

Plus: M&A Flurry • Drivers & Spills • NHSM News • PCB Reform Update • New Collection Truck Design
EH&S Resources • Winter Meeting Recap • Level Gauging Options • Rebutting the Presumption
Mid-Year Meeting Info • Conference & Trade Show Info • Industry News • Crude Markets
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A truck in the fleet of NORA member Enterprise Oil. See page 6.
Over the last year and a half, our industry has witnessed an unprecedented consolidation among some of the largest companies in our industry. The list speaks for itself:

- Clean Harbors acquisition of Safety-Clean;
- Clean Harbors acquisition of Evergreen;
- Heritage - Crystal Clean acquisition of RS Used Oil Services;
- Owners Resource Group acquisition of CHEM Group;
- Verolube acquisition of Thermo-Fluids;
- Vertex acquisition Omega.

Other deals have happened during that time and there are news reports that suggest more are on the way.

This should not come as a surprise. The amount of used oil generated and available for collection has remained relatively flat for some time and is not expected to expand in a significant manner in the near future.

The used oil collection and processing industry is mature. Mature industries are ripe for consolidation.

What is surprising is the timing. The industry has been in a mature state for some time; yet the consolidation break out has happened over the last 18 months.

As the dust settles surrounding this consolidation, it will be interesting to see the effect on the market conditions of all NORA members. At the NORA Annual Conference, we will explore this topic in greater detail.

To help keep members current, NORA will continue to monitor and report the latest merger and acquisition activity.
Used oil demulsification. We offer specially designed demulsifiers to cover various types of emulsion, such as soluble oils, crankcase oils, refinery slop, industrial oils, coal-tar dehydration, bunker fuels and tank-bottom cleaning.

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Does Your Truck Driver Know What to do After an Auto Accident or a Spill?

by Ryland Box, AIC, SCLA, Claims Consultant, XL Group

Many companies make substantial investments in training their employees in order to reduce the risk of an auto accident or spill. While we cannot discount the enormous benefits gained from loss prevention, we also recognize that, sooner or later an accident is bound to occur. Do your truck drivers know what steps to take in the case of an accident or spill? In this brief synopsis, we will provide various tips that may assist you in creating or amending your company’s plan.

Statistically, most accidents result in property damage without bodily injury to either party. Even in cases referred to as minor “fender benders,” there are certain things that your driver should keep in mind. If the key statement in real estate is “location, location, location,” the key statement in insurance claims is “information, information, information.” After contacting your safety manager and your local law enforcement (if deemed necessary), there are certain steps that your driver can take to mitigate your company’s exposure.

While your company’s driver should avoid discussions with the other driver about liability, there is no harm in asking if everyone involved is OK? A follow up question could be to request the other driver’s insurance information. If the other driver is willing to provide a phone number, email address and/or other contact information, this information will be very beneficial to your insurance carrier’s investigation. While it is OK to allow the police to attain this information in the police report, in some jurisdictions, police reports are not made available for days or even weeks. The sooner this information is attained by your insurance carrier, the better.

Your insurance carrier will want to begin its investigation of the accident immediately. This investigation may include a recorded statement from the other driver, statements from any independent witnesses and possibly a damage appraisal of a third party’s vehicle or other third party property damage.

Some drivers use their cell phone cameras to attain pictures of the damaged third party vehicle or other property damage while still at the accident scene. These pictures can be beneficial in determining the points of impact and also for ruling out any preexisting or unrelated damages. Some drivers attain pictures of the roadway or intersection where the accident occurred while still at the accident scene. This information may prove beneficial in assisting the claims handler in promptly and properly assessing liability. If a third party is injured, it is recommended that the driver refrain from taking pictures of injured persons. These pictures may become discoverable should a lawsuit be filed. Although a claimant’s injuries may have healed completely with no residual or permanent injury, scene pictures of a distressed or bleeding person could have a sensational effect on a jury if presented at trial.

If your company transports potentially hazardous materials, your company’s plan after an accident should include instructions for your driver in the event of a HAZMAT spill. Does your driver know who to call? Does your driver know what actions he can take to mitigate damages? Do you provide your driver’s with a spill kit for small spills? Is your company aware of the EPA regulatory notifications that must be made after a spill? Every state has different reporting requirements. In some States, stiff penalties can result from noncompliance. Here at XL Group, we employ spill consultants who are equipped to handle all of our client’s spill management services from start to finish. A spill consultant is on call 24 hours a day, 7 days a week to assist our clients in the case of an unfortunately spill event. You should check with your broker or agent to confirm that your insurance carrier has a plan in place. Every minute of a HAZMAT spill is crucial in limiting your company’s liability exposure.

Your detailed, predetermined plan can greatly assist your company’s drivers so that they respond effectively in the midst of an emergency situation.

About the Author

Ryland Box is a claims consultant in the Environmental insurance operations of XL Group. Mr. Box is responsible for handling a wide array of commercial general liability and commercial auto losses throughout the United States. XL Group’s Insurance operations offer property, casualty, professional and specialty insurance products globally. To learn more, visit xlgroup.com/insurance.
Late Breaking NHSM News

As we go to press, this just in. EPA has released the text of another proposed rule in the never-ending series of proposed, reissued and finally promulgated Non Hazardous Secondary Materials (“NHSM”) rules. This one, consisting of 104 pages, addresses three categories of materials (creosote-treated railroad ties, construction and demolition debris and paper processing residuals) and also provides revisions and clarifications to the “final rule” adopted last year. While there is no specific reference to off-specification used oil, several aspects of the proposed rule suggest that EPA intends to adopt an approach that favors granting categorical “non-waste” determinations in certain cases. A non-waste determination means that the material may be burned as fuel for energy recovery and is not sentenced to be incinerated. NORA’s petition to EPA, submitted in November 2013, requests a categorical non-waste determination for off-specification used oil. EPA has acknowledged receiving NORA’s petition but has taken no further action at this time.

NORA’s General Counsel, Chris Harris, observed that the proposed rule provides several possible opportunities that could strengthen the case for a categorical non-waste determination for off-specification used oil. After careful review of the proposed rule and its implications for off-spec used oil, Harris said he will recommend that NORA submit comments on EPA’s proposal. Comments are due 60 days after publication in the Federal Register which is expected in the near future.

One issue addressed by EPA in its discussion of railroad ties is relevant to the burning of off-specification used oil. It relates to the strange requirement by EPA that in order for a secondary material to be compared to a “legitimate” or “traditional” fuel, the secondary would have to be burned in combustion units that also burned the “legitimate” or “traditional” fuel. Thus, off-spec used oil could only be favorably compared to coal (which much higher concentrations of contaminants than off-spec used oil) if oil and coal could be burned in the same combustion unit (such as a cement kiln). In the case of the railroad ties (which compared favorably to fuel oil), it was pointed out to EPA that this restriction would lead to the absurd result that for a boiler that can burn both fuel oil and railroad ties, the railroad ties would be considered a non-waste fuel, whereas another boiler that cannot burn fuel oil, but does burn railroad ties, the railroad ties would be considered a solid waste. How EPA handles this self-inflicted and illogical criterion remains to be seen. However, no matter what the Agency finally decides, it will affect the future of off-spec used oil fuel.

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Member Spotlight:

Interview with Andy Pritchard, Operations Manager
Company: Enterprise Oil
Headquarters: Knoxville, Tennessee
Web: www.enteroil.com

How long have you been with the company/industry and how did you get started?
Enterprise Oil has been a family owned and operated business since 1984. After growing up watching my father grow the business I began with the company driving a truck and running a route in 1996. Throughout the years I have continued to make progressive strides through each area of the company to my current position of Operations Manager.

Where does your company provide service?
We provide services primarily throughout the southeast including but not limited to Tennessee, Georgia, West Virginia, Virginia, Kentucky, North Carolina, and South Carolina.

What services do you provide?
EO provides recycling services for used oil, antifreeze, and filters. Additional environmental services include vacuum truck operations, hauling nonhazardous waste water, pressure washing, tank cleaning, jetter truck, and industrial services.

Why are you a member of NORA?
NORA has continued to be a leader in our industry providing both resources and defending the industry. NORA has shown it believes in what its members believe by asking the questions in an open forum and providing solutions to the industry and not to specific members.

How do you see NORA helping you build your business or gain new trading partners?
The resources, education, and networking opportunities all include top reasons to NORA remains a partner with Enterprise Oil. The most recent meeting which included the EHS Forum was very helpful to our company which brought light to several areas which we are faced with on a day to day basis.

What issues involving trucks and transportation has your business faced, and what solutions have you found?
One continued concern we have been faced with are the constant changing regulations such as CSA, DOT, HOS, while maintaining the most effective, fuel efficient routes possible.

Call for Articles & Advertisers

Liquid Recycling magazine is the official magazine of NORA. It is produced four times a year and is the only publication that is distributed to all of the 2000 industry leaders involved in the responsible recycling of use oil and related materials (both members and prospective members).

NORA is requesting articles for our next issue. The theme of that issue is *Trends in Technology*. Advertising in the next issue starts at just $130 for a business card ad upto $600 for a full page ad.

If you are interested, contact Scott Parker at sparker@noranews.org. The deadline for these is June 27, 2014.
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Our PCB/TSCA reform project is continuing on a two-track strategy – seeking both an administrative solution with EPA and a legislative solution with Congress. Recent events offer encouraging signs that our strategy is the right one and will lead to success.

Recent meetings with the EPA and ongoing conversations with senior Agency staff have been extremely productive and encouraging. They have endorsed our goals and have agreed to work with us on a path forward – a path that does not rely on enactment of new legislation. Because a formal rulemaking process would take several years to complete, we and they are exploring various options that would give us relief more quickly and efficiently.

Our work with EPA is focused on several areas: (1) identifying voluntary best management practices that could serve as the basis for a conditional exemption from the anti-dilution rule; (2) analyzing currently authorized management options for used oil that contains less than 50 ppm of PCBs; (3) identifying performance standards and permit conditions that could be standardized for rerefiners that use technologies which destroy PCBs; and (4) crafting an administrative determination that would not require a formal rulemaking. Our most recent meeting was on March 5th and we are in the process of scheduling additional working sessions with them.

The legislative effort to reform TSCA and include an amendment to address our problems is also proceeding well. We are continuing our meetings with various Members of the House of Representatives and the Senate. There is continuing bipartisan interest in our proposal as well as a willingness to consider legislative solutions to our problems.

NORA Consultant Steve Shimberg provides a TSCA reform update to NORA members in 2013.

Introduction of a bipartisan Senate bill prompted the House of Representatives to start their own work on TSCA reform. Between June 2013 and February 2014, the Committee on Energy and Commerce held five TSCA hearings. On February 27th, the Chairman of the Subcommittee on Environment and The Economy, John Shimkus (R-IL), circulated draft legislation for discussion purposes. They held a hearing on the draft bill on March 12th and they are planning to hold at least one more hearing on it. We have been and are continuing to meet with key staff and Members of the House. As with the Senate, we are working to find a Committee Member who will offer our amendment when the Committee meets to vote on the legislation.

The next few months are a critical time for our PCB/TSCA reform project. The tasks ahead of us include working in both the House and Senate on: Committee hearings; the drafting of legislation; preparing for Committee votes; and preparing for votes in the full Senate and House. At the same time, given both the positive reception we received from EPA and the uncertainty about prospects for legislation, we will be intensifying our effort to secure administrative relief from EPA.

We have made good progress. Now we need to keep pressing forward to reach our goals.
2014 Fund Raising Begins for NORA PCB/TSCA Reform Project

When taking on an initiative as important and challenging as TSCA reform, it is imperative that a top law firm be retained. NORA has done that by retaining the services of Steve Shimberg. A report from Steve can be found on page 2.

The anticipated budget to properly fund this project in 2014 will be $100,000. NORA’s annual budget does not support this type of project.

NORA needs your help. The association is asking all members to participate in this effort to fully fund this vital initiative.

For 2014, four companies have stepped forward to demonstrate leadership on this project by contributing $28,000 in total to the project for 2014. This is a great start and puts the project at 28% completed for 2014. NORA thanks the 2014 contributors:

- Heritage - Crystal Clean, LLC
- Liquid Environmental Solutions
- Valicor Environmental Services, LLC
- Vertex Energy Inc

If you would like to make a contribution to the 2014 PCB/TSCA Reform project, contact sparker@noranews.org. Alternatively, a donation mailing will be sent in the next few weeks.

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New Concepts to Grow Effectively

by Dan Cowart CEO, Aaron Oil Company, Inc.

When it comes to improving and what some of the top companies in our nation have learned about what it takes to grow effectively and sustainably, this article will attempt to cover some of the new concepts currently being used. As we all work to improve our transportation practices and other challenges we face, the used oil recycling industry continues to see breakthrough advancements in technology in more areas than I have ever seen in my 30 plus years in the industry.

The latest is the Used Oil Collection Truck (pictured below) which was the result of the collaborative efforts of the engineers at Aaron Oil Company, the International Used Oil Research Institute, a number of technology providers, tanker manufacturers, truck manufacturers and software engineers. This latest design includes some of the most advanced environmentally protective, safe, automation and software logic ever created for our industry.

Some of the proactive thinking that has driven these kinds of new technologies in our industry or continuously being birthed within the “Think Tank Group” at Aaron Oil, the International Used Oil Research Institute in Washington, DC as well as the University of South Alabama where the scientists, engineers and professors are working to solve some of the greatest technological challenges the industry faces today. This group has concluded; that it will be the study of how to improve all aspects of what we do and what it takes to implement new technology quickly as more effective processes, techniques, and designs are identified, that will make the difference in surviving the challenges ahead. Companies that become more efficient, safer, and environmentally sound and commit to continuously learning will produce the winning companies in the future.

We must eliminate the actual causes of problems to reduce costs, and variation. Costs are not the causes of problems; problems are the causes of cost. For example, if there are bottlenecks in production or in any of our numerous processes or systems, efficiencies are lost. Facing these kinds of challenges and asking the right questions to seek the root causes can often result in needed corrections and innovations. As we work with our teams until we have identified the root causes of bottlenecks or problems, we can engineer corrections and then test the corrections to be sure our solutions ensure that the problems do not reoccur in the future. This is the kind of approach that fuels continuous improvement in our organizations.

Failure is always a threat, but it is also an opportunity to learn, improve and began again more intelligently. As we use our mistakes and failures to our advantage by studying what did not work, figuring out why and implementing the kinds of changes that result in real improvements, the result will be the real improvement we all seek. We cannot keep repeating the same actions and expect different results. Study, get out of your office, look, listen, ask questions, learn and make changes. This is how we will drive improvement. Learning by using history as a basis for improvement is how the greatest companies in the world continue to get better.

A commitment to this Continuous Improvement approach in my opinion is the only way to ensure long-term sustainable growth in a world where change is now continuous and happening faster than any period in the history of the world. The Department of Labor recently produced a report showing that of all the companies that were started since 1995, only 25% of them are still in business today. It does not matter how big or how long a company has been around, companies are failing faster than any period in history.

We have to keep our heads out of the sand and face our realities daily. If our strategic strategy and direction for our business is wrong today, as one expert suggests, it does not matter how much money you spend or how fast you move towards reaching your objectives. At the end of the day, having the wrong technology, making the wrong product/s or going in the wrong direction today will still be wrong tomorrow. Companies that face these realities and start making corrections today will be the leading companies in the future.

Dan Cowart may be reached at 251-479-1616 or at danc@aaronoil.com.
Providing the highest quality used oil recycling and petroleum reclamation service since 1981.
First NORA EH&S Forum Attracts 60 Attendees

The first ever NORA Environmental, Health & Safety (EH&S) Forum attracted 60 industry professionals. The NORA EH&S Forum was held February 26, 2014 in Dallas, Texas.

Each NORA member confirms their commitment to NORA’s Guiding Principles. The first principle is: “We make health, safety, and environmental considerations a top priority in our plan for all existing and new facilities, processes, products and services.”

To that end, the association developed the EH&S Forum. Topics that were covered included:

• Controlling Fire Risks in Waste Oil Recycling through Nitrogen Blanketing.
• Pros and Cons of Social Media and its Effect on Accident Investigations.
• Controlling Environmental Claim Costs and Meeting Regulatory Approval.
• MSDS to SDS Conversion.
• Preparation of a Safety Director for Deposition and Trial; Rules Approach to Litigation.

NORA thanks all the presenters who took the time and energy to craft these presentations. NORA also thanks the tireless and amazing effort of Matt Gartner of XL Insurance for his leadership and vision in getting this membership benefit established.

The second NORA EH&S Forum will be in New Orleans in early 2015.

The NORA EH&S Forum packed the house. The goal was to attract 25-30 attendees. The 60 attendees demonstrates the value of the program.

The NORA EH&S Forum was a highly interactive session with members sharing their experiences on a wide variety of topics.

Matt Gartner of XL Insurance provided the leadership to organize the First NORA EH&S Forum.

NORA thanks ASI Environmental & Hydrocarbon Recovery Services and Environmental Specialists Inc for sponsoring this program.

Couldn’t Make It? Download the PowerPoints at www.noranews.org

All the materials from the first NORA EH&S Forum are now online and available exclusively to members. To access this information, NORA Members should visit http://www.noranews.org/members/group_content_view.asp?group=91664&id=139611.

If you have not yet joined the EH&S Forum group, select “Join Group”. The EH&S Forum resources can be found under Groups —> EH&S Forum —> Group Pages —> Resource Library for EH&S Forum.
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2014 Dallas Winter Meeting Huge Success

From February 26-28, 2014, over 165 leaders from the liquid recycling industry came together from across the country to discuss regulatory and business issues. The event was held in Dallas, Texas.

During the event, twelve committees met to address threats and opportunities for recyclers of used oil and related materials.

In addition, there was time set aside for networking by the attendees which included the opening reception, the Thursday happy hour and other informal opportunities.

The minutes and related materials from the Dallas meeting are available for members by logging into the NORA website (www.noranews.org). Click resources on the left sidebar, then click NORA Meeting Minutes and finally scroll to the group’s minutes that you wish to view.

(l to r) Roy Schumacher, Schumacher Consulting; Paul McDaniel, Accurate Energy and Chris Bergstrom, NOCO Energy Corp lead the Used Oil Council and the Government Affairs Committee. Volunteers help make NORA a member driven association.

XL Insurance continued its tradition of hosting the Opening Reception. Over 165 attendees participated in the networking and education event.

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An attendee reviews the NORA Winter Meeting Committee Book which provided background information.

(l to r) Dave Ledoux of Bedford Industries and Craig Patrick of Buck’s Oil network in Dallas.

The wastewater component of NORA’s PCB Reform project is discussed at an impromptu meeting in Dallas.

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Leveraging Level Gauging in Used Oil Collection

By Ellen Howell and John O’Connell, Titan Logix Corp.

Moving past Manual Measurement: A common practice in used oil collection is the manual measurement of liquid levels. The operator will either climb on top of the tank and measure the liquid level by inserting a dipstick into the tank via a manlid, or dip the customer’s tank before and after loading. Since this process was adopted, there have been many strides forward in the realm of tank gauging. Many companies are now taking advantage of this evolving technology to better their day-to-day operations.

Safety. Most tank gauges will display the liquid level on a side-mounted display. This eliminates the need for the driver to climb the tank, and with it the dangers associated with falling and fume inhalation.

Faster stops. The convenience of a side-mounted display replaces the time-consuming dipstick method with a quick glance at the display. This allows the operator to quickly progress to the next pick-up location.

Accuracy. Level gauges provide an accuracy that is unmatched by manual dipping methods. This high level of accuracy helps to mitigate costly and environmentally damaging overfills in the field, and allows for better inventory control. It also gives the driver a more exact idea of the remaining volume in the tank, allowing him to maximize the payload of each trip.

Enhanced data collection. Introducing a level gauge to used oil collection is the first step in making the best use of the information that is collected along the route. Many gauges come with batching capabilities, which store the amount loaded/unloaded, as well as the date and time at every stop. When combined with new communication technology, this information can be sent directly to the back office or accessed online for analysis. The information can then be used for accounting and inventory control purposes, as well as planning the most efficient routes.

Automation. Automation can be a valuable tool in preventing overfills and spills. Many gauges include the capacity for pre-programmed level alarms, which will alert the operator when the tank is nearing capacity. New systems also have the potential for pump shutdowns, which will stop the loading process automatically before the tank overflows.

Integration. The latest high-accuracy gauges facilitate the integration of on-board computers (OBC) with hand-held, radio remote controls, complete with readouts and RFID reader capability. These allow complete control over the loading/unloading process. Additionally, the OBC can be linked to the back office with a GPS tracking system to give a real-time view of product volume and location, and to allow for enhanced fleet management through true physical reconciliation.

Gauge Types:
There are a variety of gauges currently available, each using different technology with its own advantages and disadvantages. Some of these available gauges include:

Ultrasonic sensors. Ultrasonic sensors consist of a transmitter installed in the top of the tank. The transmitter fires a sound pulse and measures the time it takes the echo to return. This is then used to calculate the liquid level.

These sensors are popular because they are easy to install and they don’t touch the liquid. However, the accuracy of these gauges decreases when there is turbulence in the tank. This is a problem with tank trucks, as the liquid will tend to slosh around while the truck is in motion. Temperature is another concern, as a temperature gradient between the sensor casing and the liquid can also cause inaccuracies.

Pressure sensors. Pressure sensors are installed in the bottom of the tank, and report the liquid level based on the weight of the liquid.

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Process up to 13 barrels of filters per hour
These gauges are also susceptible to inaccuracy due to temperature fluctuations. Some liquids will expand or contract based on temperature which causes the level in the tank to rise or fall. Unless the system is also measuring, and compensating for, temperature, the readings often fall above or below the actual level in the tank.

**Float-based gauges.** These gauges consist of a float that is secured to a probe inside the tank. This probe is secured to the bottom of the tank and extends to the top. As the tank is filled or emptied, the float rises or falls. These gauges can show the liquid level on a simple dial display, or a more advanced digital display.

Because the float rises and falls directly with the liquid, many of the problems associated with turbulence and temperature disparity are eliminated. The main causes for concern with these gauges are liquid density, and moving parts. The accuracy of these gauges can vary depending on the density of the liquid being measured because the float may ride higher or lower in different liquids. The presence of moving parts also allows for the possibility of these parts becoming stuck, or breaking.

**Guided wave radar.** Guided wave radar gauges also use a probe that is installed in the tank. A transmitter sits on top of the probe and fires a radar pulse down the probe. When the pulse hits the liquid, it returns back up the probe to the transmitter. This travel time is measured and used to calculate the liquid level.

These gauges are accurate to 0.1 inches. Since the radar pulse is guided by a probe, there is little concern that this accuracy will be affected by turbulence. Since these gauges do not rely on liquid density or temperature, they continue to be accurate in most conditions. They also contain no moving parts, so they will not get stuck and are unlikely to break. The biggest concern with choosing this type of gauge is the initial price point. However, their history has shown that they are well worth the investment.

**Conclusion**

The merits of leaving manual dipstick methods behind are becoming increasingly apparent, with driver safety, inventory control, and overfill prevention being some of the most important factors. There are advantages and disadvantages to each of the leading gauging technologies but, at least for the moment, guided wave radar sits far above the rest. When combined with alarms and pump shutdowns, remote controls, and GPS tracking, these new systems provide a myriad of advantages that make collection safer for the driver and the environment and facilitate day-to-day operations.

Ellen Howell of Titan Logix Corp. may be reached at 780-462-4085 or ellenh@titanlogix.com.

John O’Connell of Titan Logix Corp. may be reached at 913-541-8200 or joconnell@titanlogix.com.

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**Integrated Insurance Programs for the Recycling Industry**

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- A2 (Good) by Moody’s

For more information, contact

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Coverages are underwritten by the following XL Group plc insurance companies: Greenwich Insurance Company, Indian Harbor Insurance Company, XL Insurance America, Inc., XL Specialty Insurance Company, and XL Insurance Company Limited—Canadian Branch. Not all of the insurers do business in all jurisdictions nor is coverage available in all jurisdictions.

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Everyone knows what the rebuttable presumption is. If your used oil contains one thousand parts per million of total halogens or more, it is presumed to be a RCRA hazardous waste. So far, so good – at least on the presumption part. What about the rebuttable part? What does it take to rebut the presumption? There are at least a half dozen ways to do it. One way, of course, would be to show that the source of the halogens was chlorinated paraffins which would be the typical situation where the used oil was used cutting oil.

But here comes the hard part. The rebuttable presumption isn’t rebutted unless EPA says it’s rebutted (unless you want to go to court on that issue). So what you thought was a done deal, isn’t – because you haven’t met EPA’s stringent standards of proof. Essentially EPA wants evidence – as in documentary evidence – that every single molecule of the halogens is not a hazardous waste. Sometimes EPA demands proof years after your used oil was high in halogens. How do you go back in time and gather all the evidence you need?

And what if you can’t measure up to EPA’s strict evidentiary standards? Well, you may have a tremendous quantity of hazardous waste on your hands -- what you thought was used oil. And, what you thought was an ordinary, run of the mill, used oil storage or processing facility is now, suddenly, a RCRA hazardous waste facility. That’s going to be tough to explain to your partners.

To help sort this out, NORA will offer a presentation by former NORA President Brandon Velek and NORA General Counsel Chris Harris at the summer conference in Milwaukee. Rebutting the presumption is not always easy but it can be done.

A Special Presentation about the Rebuttable Presumption will be offered Wednesday afternoon of the 2014 NORA Mid-Year Meeting.

For registration information, see page 20.

Be fully prepared for your next friendly rebuttable presumption chat with EPA.
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The 2014 NORA Mid-Year Meeting will be held Wednesday, June 18 to Friday, June 20, 2014, at the The Pfister Hotel in Milwaukee, Wisconsin.

Join over 200 industry leaders for networking and business development and to discuss the latest opportunities and threats facing the liquid recycling industry.

Register
A Mid-Year Meeting Registration form is enclosed with this newsletter. You may also register online at www.noranews.org. Registration starts at just $225 per person and includes all conference materials and food events.

Sponsorships Available
Sponsorships for the 2014 NORA Mid-Year Meeting are available. For a small contribution, you can support your industry and promote your business.

There are many great opportunities available to promote your company to the entire industry. All sponsors will be listed on the NORA website and will be thanked in the newsletter, on signage at the event and in the meeting books. For more information on sponsorship and advertising opportunities, see the attached sponsorship form or visit http://www.noranews.org/2014MYSponsorOpps. You may also contact NORA at (703) 753-4277 or casey@noranews.org.

Hotel Information - Book Your Room Now
The Pfister Hotel
424 East Wisconsin Avenue
Milwaukee, Wisconsin 53202

NORA has secured a block of hotel rooms at the rate of $189 per night. Weekend rates may be higher. Most attendees will arrive June 18 and depart June 20. Book prior to May 27 to receive the group rate, but please be aware that the room block may sell out early. The closest airport to The Pfister Hotel, General Mitchell International Airport (MKE), is only 20 minutes from the hotel.

To make your reservation, call 800-558-8222 and mention the NORA Mid-Year Meeting, or book online at www.noranews.org/2014MYHotel

If you have any questions about hotel reservations, please contact NORA at (703) 753-4277.

Description of the two bonus sessions:
Special Presentation: How to Rebut the Presumption
If you can’t, you’ll have a ton of hazardous waste on your hands
Everyone knows that the regulations governing used oil presume that hazardous waste has been mixed with used oil if the used oil contains more than 1000 parts per million of total halogens. And everyone knows that it is possible to rebut the presumption. But exactly how do you do it in order to convince EPA (or the state agency)? The best way is to fully prepare in advance of any nasty inspection. This presentation will review precautions you need to take. And how about for used oil that you managed years ago? Can you retroactively rebut the presumption? It’s worth finding out.

Lunch Presentation: The Dreaded, Totally Awful PCB Incident
What to Do When It Happens to YOU
Hopefully you will never have the nightmare of PCB contamination infecting your facility, equipment and trucks. But it can happen. If it does, you need to be prepared. There are about two dozen or so actions you’ll need to take immediately – from notifying EPA and your insurance company to collecting evidence on the source of the PCBs to making sure all of your decontamination costs are in compliance with the National Contingency Plan. If a PCB incident is in your future, don’t miss this session – it could save your company!

Tentative Agenda
(subject to change • detailed agenda available at www.noranews.org)

June 18th Wednesday
2:45 pm - 4:00 pm Board of Directors Meeting
3:00 pm - 6:00 pm Registration & Continental Breakfast
4:15 pm - 5:15 pm SPECIAL PRESENTATION: How to Rebut the Presumption
5:30 pm - 6:00 pm Open Member & Board Member Reception
6:00 pm - 8:00 pm Opening Reception

June 19th Thursday
8:00 am - 9:00 am Registration & Continental Breakfast
8:30 am - 11:45 am Committee Sessions
11:45 am - 1:30 pm Lunch Presentation: What to Do When a PCB Incident Happens to YOU
1:30 pm - 5:40 pm Committee Sessions
5:45 pm - 7:15 pm NORA Happy Hour

June 20th Friday
8:00 am - 9:00 am Past Presidents Committee
9:30 am - 12:30 pm Board of Directors Meeting
The 2014 NORA Annual Conference and Trade Show will be held November 5 – 8, 2014 in Fajardo, Puerto Rico at the El Conquistador Resort.

Join over 400 industry leaders for networking, business development, and education.

**Trade Show**
The NORA Trade Show will feature 59 exhibit spaces with companies displaying the latest products and services available to the liquid recycling industry. Companies interested in exhibiting should see page 22 for more information.

**Attendee Registration**
A conference attendee registration form is enclosed with this newsletter. You may also register online at www.noranews.org. Early bird registration for NORA members starts at $830 for the first attendee and $730 for additional attendees. After August 29, 2014, registration for NORA members will be $860 for the first person and $760 for additional attendees, so submit your registration today!

Trade Show exhibitors should register using the Exhibitor Agreement found at www.noranews.org.

**Sponsorships and Advertising Available**
Sponsorships and advertisements are available for the 2014 NORA Annual Conference and Trade Show. For as little at $200, you can support your industry and promote your business to the entire industry. All sponsors and advertisers will be thanked in Liquid Recycling, on signage at the event, and in the conference book given to all attendees and published on the NORA website. Additionally, the thank you page on noranews.org links to your company’s website. Contact Casey Parker at casey@noranews.org or (703) 753-4277 to reserve your sponsorship today!

**Hotel Information**
El Conquistador Resort
1000 El Conquistador Ave
Fajardo, 00738 Puerto Rico

*U.S. Territory; no passports needed for travel by U.S. citizens*

NORA has secured a block of hotel rooms at this four-diamond property for $189/night. There is a reduced resort fee of $15/night, a room attendant fee of $3.00 per room, and a one time porterage fee of $10.00 per person/roundtrip.

**Book Your Room Now**
Reservations in the NORA group block must be made by October 14, 2014; however, rooms may sell out early.

**Most attendees will arrive mid-day on Wednesday, November 5 and leave on Saturday, November 8.** Exhibitors may want to arrive on Tuesday, November 4 to allow time for exhibit set up.

To make your reservation, call 888-579-2701 and reference the code “NORA 14”, or book online at www.noranews.org/2014ConfHotel

For Puerto Rico Travel FAQs, visit http://www.noranews.org/?page=PRTravel

**Call for Speakers and Presenters**
If you are interested in presenting at the 2014 NORA Conference & Trade Show, contact sparker@noranews.org or call (703) 753-4277

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**Tentative Agenda**
*(subject to change • detailed agenda available at www.noranews.org)*

**Wednesday, November 5th**
- 10:00 AM - 2:00 PM   Exhibitor Set Up
- 11:00 AM - 3:00 PM   Tour of Olein Recovery Corporation Plant
- 4:30 PM - 7:30 PM   Grand Opening Reception

**Thursday, November 6th**
- 7:00 AM - 7:45 AM   Board Member Meeting/Breakfast
- 7:00 AM - 8:00 AM   Breakfast in Trade Show
- 8:00 AM - 9:55 AM   Conference Sessions
- 9:55 AM - 10:20 AM   Refreshment Break in Trade Show
- 10:30 AM - 11:30 AM   Spouses’ Brunch
- 10:20 AM - 11:45 AM   Conference Sessions
- 12:00 PM - 7:00 PM   NORA Annual Golf Tournament

**Friday, November 7th**
- 8:00 AM - 9:00 AM   Breakfast in Trade Show
- 9:00 AM - 10:30 AM   Conference Sessions
- 10:30 AM - 11:15 AM   Refreshment Break in Trade Show
- 11:15 AM   Exhibitor Tear Down
- 11:15 AM - 12:00 PM   Conference Sessions
- 6:45 PM - 10:00 PM   NORA Closing Party

**Saturday, November 8th**
- 9:00 AM - 3:00 PM   NORA Annual Fishing Expedition
2014 NORA Trade Show Booths 53% Sold

Secure your Exhibit Space Before it Sells Out!

This year’s annual Conference & Trade Show will be the largest in NORA history, featuring 59 exhibitor spaces.

This premier networking event, that will attract over 350 industry leaders involved in responsibly recycling used oil and related materials, will be held November 5-8 at the El Conquistador Resort in Fajardo, Puerto Rico.

53% of the trade show exhibitor spaces are already reserved and they are anticipated to be sold out soon! To see a list of current exhibitors and booth location, visit www.noranews.org.

Booth reservations are now on a first come first served basis, so reserve your space today!

You may reserve a booth by simply contacting Casey Parker at casey@noranews.org or (703) 753-4277.

You may reserve your space online at www.noranews.org. The NORA website also includes additional exhibitor information such as the trade show floor plan, list of current exhibitors, conference attendee type chart, testimonials, and more.

Hotel reservations can be made by visiting www.noranews.org/2014ConfHotel or by calling 888-579-2701.

Please reference “NORA 14” when calling in reservations.

Are You Still Working Without SAFETY RAILS?

Support Your Drivers!

- Oilmen’s Safety Rails can be retrofitted to units in the field or added as an option on new units.
- Railings can be raised and lowered from the ground with the push of a button.
- Automatic retraction takes place when air brakes are released - in case operator forgets to lower rails.

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2014, Issue 1, Page 22
Supplier/Vendor Spotlight

Interview with John Faris Jr., Oilmen’s Truck Tanks Inc.

NORA Members Since: 2007
Web: www.trucktanks.com

How is your company connected to the industry?
Oilmen’s Truck Tanks designs, builds and equips waste oil recovery tank trucks in a variety of sizes and materials.

What services does Oilmen’s Truck Tanks provide to the industry?
Tank trucks for waste oil, pumps, level indicators, automatic shut down systems, and safety rails.

What value do you find in NORA membership?
Very valuable in meeting new potential customers and staying in contact with existing ones.

What other ways does NORA membership help Oilmen’s Truck Tanks expand business opportunities?
Provides platforms for us to keep our customers informed of our new products.

What issues involving trucking and transportation do you see this industry facing, and what solutions does Oilmen’s Truck Tanks provide?
Safety is always a top concern and we have designed and now offer dual air operated safety rails for waste oil recovery trucks.

An aerial view of the Oilmen’s Truck Tanks Inc. Facility in Spartanburg, South Carolina.

John Faris Jr. provides information to a potential customer during the 2013 NORA Conference Trade Show that was held in Carlsbad, California.
**Industry News**

*For additional information on these news items, visit www.noranews.org/news.*

**Vertex Energy Acquires Used Oil Re-Refining Assets From Omega Holdings**

On March 21, 2014, NORA Member Vertex Energy, Inc. (NASDAQ:VTNR), an environmental services company that recycles industrial waste streams and off-specification commercial chemical products, announced the entry into an asset purchase agreement with NORA Member Omega Holdings Company, LLC and certain of its wholly-owned subsidiaries ("Omega"). Pursuant to the agreement, Vertex agreed to acquire certain of Omega’s assets related to the re-refining and processing of used motor oil and the distribution of fuel oils and base lubricating oils.

**Kline & Company Announces Monthly Index of Base Stock Production**

On January 24, 2014, Kline & Company, a worldwide consulting and research firm, announced the publication of the monthly Kline Base Stock Margin Index. The company states that this new index “estimates typical cash margin contributions associated with U.S. Group II base stock production, from both VGO-based virgin base stock plants and Recovered Fuel Oil (RFO)-based re-refineries, simulating EBITDA before the deduction of corporate SG&A expenses.” The index will be published monthly and made available to Kline clients and media contacts.

**Warm-Mix Asphalt Use Grows**

A new survey from the National Asphalt Pavement Association (NAPA) reports that “nearly one-fourth of asphalt tonnage produced in 2012 used energy-saving warm-mix.” Warm-mix asphalt requires a lower temperature, and less energy, than traditional asphalt mixes.

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**Today’s Most Cost-Effective Technology for Glycol Recovery**

ThermoEnergy’s CASTion® Glycol Recovery System is the most cost-effective technology available to recover glycols from wastewater. The system is based on ThermoEnergy’s proprietary CAST® (Flash Vacuum Distillation) process that uses temperature and vacuum to separate water from spent glycol, then separate the glycol from additives. The process combines CAST technology with pre-treatment to obtain a glycol recovery rate of 95% with high-glycol purity. With a typical payback of less than two years, ThermoEnergy CASTion offers competitive advantages over other systems, including:

- Significantly less greenhouse gas emissions
- Small footprint
- Less energy consumption
- Concentrated glycols for higher resale value
- High-purity glycol
- Meets ASTM standards
- Components are skid mounted making the entire system mobile

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VeroLube Enters Into Agreement to Acquire Thermo Fluids For $175 Million
On March 10, 2014, NORA Member VeroLube, Inc. announced the signing of a definitive agreement to acquire NORA Member Thermo Fluids, Inc. through its wholly owned subsidiary VeroLube USA, Inc. Thermo Fluids is the largest western used oil collector and the third-largest collector of used motor oil in the U.S. Thermo Fluids collects approximately 50 million gallons of used motor oil annually from a diverse base of more than 20,000 locations.

NORA Member Works with Alabama Green Lubricants on $49 Million Project
On January 22, 2014, it was announced that NORA Member Chemical Engineering Partners will be providing technology to Alabama Green Lubricants for a new $49 million re-refinery project in Childersburg, Alabama. The new re-refinery is due to be up and running by the middle of next year and is expected to handle about 32 million gallons per year.

Lawmakers Consider Future of Highway Trust Fund
Earlier this month, the Transportation and Infrastructure Committee held a hearing regarding the long-term shortfalls of the Federal Highway Trust Fund as a result of the failure of gas taxes to keep pace with improvements in fuel economy. All witnesses urged lawmakers to pass a long-term highway reauthorization bill to provide certainty and confidence in investments. The committee is requesting that House Ways and Means Committee Chair Dave Camp (R-Mich.) hold a hearing on the Highway Trust Fund.

California Senate Bill No. 916 Introduced
On January 27, 2014, California Senate Bill No. 916 was introduced by Senator Correa. The bill states that “on and after January 1, 2016, every procuring agency that purchases lubricating oil shall only purchase biosynthetic lubricant that meets or exceeds minimal standards for biodegradability.” After discussions with members at the NORA Winter Meeting, NORA has recently issued a statement opposing the bill.

Gladstone Home to Queensland’s First Oil Recycling Facility
On March 13, 2014, Southern Oil, a company that has opened the first oil recycling plant in Queensland, Australia, said their plant will boost the economy as well as enabling waste oil to be reused.

Oilmen’s Truck Tanks Offers Aftermarket Safety Rail System For Trailers And Truck Tanks
NORA Member Oilmen’s Truck Tanks has produced a video to demonstrate its user-friendly Safety Rail System, and added it to the company’s website at www.trucktanks.com/videos.htm

This handrail system can be raised and lowered from the ground with the push of a button. Another safety feature is the automatic retraction of the rails when air brakes are released - in the event that the operator forgets to lower the rails prior to putting the truck in drive.

Oilmen’s Safety Rail System is custom cut to fit the length of your truck tank or trailer. Sales representatives are available to field questions about the product and can be reached at 800-859-8265 or via the website at http://www.trucktanks.com

Continental Refining Company Now Processing Low Sulfur Marine Diesel T90-700
NORA Member Continental Refining Company, LLC announced a new product offering for the marine market with the production of low sulfur marine diesel, a special blend distillate fuel that has a T-90 greater than 700° f, less than 1,000 ppm sulfur for use in the ECA 1 Operating Zones for Category 2 and 3 marine engines. It is similar to DMA grade Marine Gasoil.

Continental Refining Company is already selling low sulfur marine diesel (T-90 700) on the east coast (ECA1) where it is destined for oceangoing markets. The refinery has the capacity to produce 30,000 barrels per month. The reduced cost versus using ULSD for this diesel fuel is a strategic advantage in the competitive international fleet shipping business. By refining additional T-90 700 for domestic use, Continental Refining Company could pass on savings of 10 cents per gallon, or $4.20 per barrel, to domestic Category 2 and 3 diesel engine users. This applies to Great Lakes shipping users and tug and towboats that move barges through U.S. rivers and lakes. This shipping accounts for 79% of domestic waterborne tonnage according to American Waterways Operators (AWO). Based on geography, the primary market for the refinery’s T-90 700 supply is the Ohio River.

“Expanding into niche markets enables Continental Refining Company to continue to grow, remain competitive and strengthen our long-term prospects in Somerset, KY. Providing low sulfur marine diesel as a low cost fuel option to American Lakers and towboats while meeting ECA Area 1 standards is smart business for freight operators and consumers when you consider that one towboat has the carrying capacity to push 40 barges – that’s 2,400 trucks that don’t have to clog up U.S. highways,” explains Continental Refining Company CEO Demetrios Haseotes.
Containers
- 100 to 400 gallon capacity
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Poly Lids
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- No rust or fading

Options
- Steel Lids
- Lid locks & more
Industry News
For additional information on these news items, visit www.noranews.org/news.

TSCA Reform Could Move Forward After West Virginia Spill
NORA’s consultant Steve Shimberg has reported that Senator Joe Manchin (West Virginia) has spoken with Public Works Chairwoman Barbara Boxer about moving Vitter’s TSCA reform legislation after a chemical spill in West Virginia. Manchin states, “Hopefully this will get things kick-started and get things moving in the right direction again.”

Safety-Kleen Renews Official Partnership with NASCAR
NASCAR announced it has reached an agreement to renew its official partnership with Safety-Kleen. The company will continue as the Official Environmental Services Supplier of NASCAR.

Safety-Kleen, an Official NASCAR Partner since 2004, provides onsite trackside support with its cleaning products and through its oil recycling and re-refining services at more than 200 NASCAR-sanctioned races a year. This ensures all cleaning solvents, oil, fluids and lubricants used in NASCAR racing are recaptured and re-used into usable products.

“Safety-Kleen’s efforts at-track each and every race weekend has greatly contributed to NASCAR owning the largest recycling program in sports,” said Norris Scott, NASCAR vice president of partnership marketing. “Simply stated, Safety-Kleen has been a staple in our sport for years, and we are thrilled to extend our Official Partnership.”

Heritage - Crystal Clean authors “History of Re-Refining”
The February issue of ILMAs Compoundings magazine featured an article by Heritage - Crystal Clean’s Chief Operating Officer Greg Ray. The three page article is titled “History of Re-refining.”

According to Ray, “The last three years have seen a flurry of activity in the North American used oil re-refining business. New investors are plunging into the industry with enthusiasm. New plants are opening and new projects are being announced. To many, this seems as if a new era is about to begin. But to those of us who have been around the industry for decades, this is déjà vu.”

The article begins with the first hydrotreating re-refinery in 1980 and details the developments through this year. To view the article, visit www.crystal-clean.com/about/ILMA_Compoundings_Voices_and_Views_February_2014.pdf

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Crude Markets
Clearing inventory out of Cushing

by Mark Neustadt and Peter Richards, Commodity Directors for Fifth Third Bank

Thanks to improved hydraulic fracturing and other innovations, the US has experienced an oil production renaissance. In 2013, America produced an average of 7.5 million barrels per day and that number is expected to jump to around 8.5 million in 2014, and 9.5 million in 2015. The US is expected to surpass both Saudi Arabia and Russia by 2015, a full two years earlier than the International Agency had forecasted just a year ago.

A bulk of the domestic production boom has originated in North Dakota, mainly from Bakken Shale, as well as the US Midcontinent region (Oklahoma, Texas). This production is a big contributor of the source of West Texas Intermediate (WTI) Crude, which is based off the price of delivery at its Cushing, OK hub. WTI and Brent Crude, which is priced off delivery in the North Sea, has experienced very little variance in their price. However, the Midcontinent drilling boom created a vast divergence between the two indices. Multi decade storage highs at Cushing led to a near $17 dollar discount last year to Brent, which is more sensitive to geopolitical instability.

Initially, one would believe that this arbitrage would be capitalized upon and the gap would immediately close for these similar grade oils. However, it is not that simple. Because WTI is stored in a land locked region, water transportation to East and Gulf Coast refineries is out of the equation. Until recently, there was very little proper flow direction pipeline infrastructure between these regions, forcing expensive rail transport to move the inventory out of Cushing.

Eventually, markets figured out a way to balance disequilibrium. Last year, Shell reversed the flow direction of the Houma-to-Houston (H-H) Pipeline, moving oil from Texas to Louisiana. In late January the southern portion of the Keystone XL pipeline opened, moving about 300,000 barrels of oil daily. These and other projects have resulted in the Brent/WTI price gap closing to the $6-$8 range in late March 2014.

Given the fact that Brent is often highly connected to #6 oil, the price differential between these indices is very relevant for many oil recycling companies. Fortunately, there are hedging mechanisms available to manage the relative price move between WTI and Brent (as well as #6 directly). If the past six years have taught us anything, it is to expect the unexpected, and the importance of mitigating business risks that are out of our control. Risk management strategies and hedge programs are widely used to mitigate these business risks, giving companies resources to focus on their core competencies.

*stats provided by US Energy Information Administration

Mark Neustadt with Fifth Third Bank may be reached at 303-524-3515 or mark.neustadt@53.com.

Peter Richards with Fifth Third Bank may be reached at 704-808-5090 or peter.richards@53.com.
PARTS CLEANING WITH NEW AUTOMATIC SOLVENT RECYCLING

CLEAN PARTS with solvent in the rugged stainless steel sink using the Flow-Thru Brush and Flexible Spigot. The Built-in Solvent Recycler starts automatically, providing the operator with a steady stream of clean solvent to better clean parts.

TEAMWORK
The operator concentrates on cleaning parts efficiently using clean solvent. The Environmental Partner maintains the 34SL-37 and removes the waste under a service contract and the shop owner saves money.

BUILT-IN SOLVENT RECYCLER
effectively cleans dirty solvent for reuse and segregates the waste for disposal. The shop saves money because the solvent purchases are dramatically reduced.

FEATURES
• Automatic recycling - no need for operator to remember to turn recycler on.
• Stainless steel sink for durability; will not rust.
• Ability to recycle both solvent and some aqueous solutions.
• Automatic discharge of recycling oil waste into receptacle for easy removal.
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• Sink Size: 37” w, 28” d, 8” h. Wider sinks are available including 42” w and 55” w.
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302-947-9560
paul@accurate-energy.com
Accurate Energy specializes in providing recycled fuel oil products, environmental services, and creative market approaches for customers who require exceptional service and value.

Advantage Route Systems
209-632-1122 ext. 225
dkrout@advantagers.com
Advantage Route Systems is a global supplier of route accounting software using sophisticated, affordable handheld computers to collect data on route. Used by many companies in the waste oil recycling business; proven ROI. Available for Android phones.

Air Products & Chemicals
610-481-8388
lebrectd@airproducts.com
Air Products is the global leader in hydrogen production and services. Additionally, APC provides atmospheric gases such as nitrogen, oxygen, and argon, and technology to enable customers to become more productive, energy efficient and sustainable.

Allen Filters, Inc.
417-865-2844
cfaucett@allenfiltersinc.com
Oil filtration, purification and waste stream re-refining.

Amchem Inc.
903-236-0138
craig@amcheminc.com
Chemical Distribution

American Testing Technologies
877-634-9906
stacyl@americantestingtechnologies.com
We provide a full range of analytical services to petroleum suppliers and users. With over 25 years experience, we offer the highest quality testing of oils, fuels, biofuels, water, waste, and hazardous waste. Most tests are completed within 24 hours.

AMSPEC
713-330-1000
nebocoldt@aol.com
Est.1986, an industry leader providing inspection and service compliance with API and ASTM standards. U.S. Customs/APIA approved. Located throughout the N.E., US Gulf and West Coasts, with global affiliates to service our international clients.

Analytical Services, Inc
770-734-4200
wjones@asi-lab.com
Environmental Monitoring & Laboratory Services

Arthur J. Gallagher Risk Management Services, Inc.
617-306-7006
Michael_Long@ajg.com
We are a leading national provider of risk management services such as: Environmental Risk Identification and Analysis, Risk Mitigation, Corporate Insurance Program Design, Contract Review, Claims and Litigation Support and Surety.

ATEK Access Technologies
763-397-7000
Tnelson@atekcompanies.com
TankScan is a technology leader in wireless level monitoring solutions for light industrial liquid tanks. TankScan data is used to optimize delivery routes, enhance customer service, and provide global inventory management

Automotive Fluid Recycling, LLC
904-222-1174
rustyp@autofluidrecycling.com
Reclamation of auto fluids to include oil; Gasoline; Antifreeze

Bedford Industries, Inc
800-848-8228
david@bedfordindustries.com
Manufacture a full line of oil filter crushers, drum crushers, and oil filter balers. On the market since 1989, the OBERG filter Crusher has stood the test of time.

Blend Tech, Inc
888-869-4827
kughn@blendtech.biz
Antifreeze inhibitor sales, chemical sales, antifreeze fortifiers, technical support, laboratory testing and analysis. Seminar training for fluids, including antifreeze. Antifreeze recycling consulting.

Bright Technologies a Division of Sebright Products, Inc.
800-253-0532
alex@sebrightproducts.com
Bright Technologies a division of Sebright Products, Inc., manufactures Oil Filter recycling equipment along with other recycling equipment for dewatering and solidification of wet materials. Such as belt filter presses, conveyor, extruders, densifiers.

Brown Gibbons Lang & Company, LLC
216-920-6634
ekaplans@bglc.com
Investment Banking Firm

Brown Industrial Inc
937-693-3838
craig@brownindustrial.com
Technology leading custom designers & manufacturers of trailers & truck bodies for the rendering, oil filter recovery & recycling industries.

Build-All Corporation
800-558-2148
rberg@build-all.com
Manufacturer of parts washers and degreasing equipment.

Camgian Microsystems
972-335-0951
mcousin@camgian.com
End to end solution provider - Tank Level Monitoring and analytics for storage tanks and end customer tanks. Waste Oil, Lube Oil, Diesel, Chemicals and more. Trigger collection notifications, generate metered ticket, process payments.

Caribbean Industrial Products, LLC
844-616-6849
cillicpaulg@yahoo.com
Chemical sales for Hill Mfg Co; Catalyst filter media sales & training; industry wide consulting services; sulfur removal; metals remediation; H2S removal; BTU enhancement; catalyst & filter media; custom machinery. Full re-refineries to small filtration.

Catalyst Trading Co, LTD
713-926-6078
garcia@resalecatalyst.com
Hydrotreating Fresh Catalyst, Regen Catalyst, Pre-Sulfided Catalyst, Silica & Phosphorus materials, Reactor toppings, Ceramic support products, screening, recycled ceramic support, High Alumina support, re-packaging, and acquisition of spent catalysts.

Charlesbank
212-903-1880
huang@charlesbank.com
Investment firm

ChemChamp North America Corp.
613-594-3337
alex.richert@chemchamp.com
Recycling parts cleaner, attachable recyclers to solvent recyclers and paint gun cleaning equipment.

Chemical Engineering Partners
949-440-7555
harrison.phillips@capechnology.com
Chemical Engineering Partners (CEP) provides used oil re-refining design and technology to clients worldwide. CEP is a global leader in licensing state of the art re-refining technology and hydrotreating processes, with over 10 plants operating worldwide.

Citamora Processes Inc.
305-725-2805
joe@clearcomputing.com
Chem Cleating's cost-saving online management software for the waste industry optimizes business operations, customer service, work orders, invoicing, route management, etc. Pay your customers for used oil online. Access for drivers and salesmen.

Clear Computing, Inc.
732-747-0113 x1004
joel@clearcomputing.com
Clear Computing’s cost-saving online management software for the waste industry optimizes business operations, customer service, work orders, invoicing, route management, etc. Pay your customers for used oil online. Access for drivers and salesmen.

Crystal Flash Materials Solutions
800-875-4851
dave@crystalflash.com
CFE specializes in handling your toughest customer service or material handling requests. Utilizing our vast network of resources including the Heritage Family of Companies, we can find value solutions to your most challenging needs.

Cuda Aqueous Parts Washers
888-319-0882
lisa.mcartthur@karcherna.com
Cuda manufactures automatic parts washers that are aqueous based, eliminating the need for harmful cleaning solvents. Cuda offers parts washers provide a safe, efficient and timesaving solution to cleaning parts.

Cummins Filtration
615-366-9843
sarah.j.clark@cummins.com
Manufacturer of Filters.
DesertMicro
904-247-4285
barryg@desertmicro.net
DesertMicro provides management software for oil waste, recovery and recycled industry. PetrolManager provides detailed history, extensive billing options, container tracking, lab results, profiling, routing and dispatching.

Dexsil Corporation
203-288-3509
copycle@dexsil.com
On-site test kits that are quick and easy to use, affording the user an economical advantage over time-consuming and costly laboratory methods. Products detect chlorine contamination in used oil, organic chlorine in wastewater, and more.

Dobert
773-343-7537
dkelley@dobertgroup.com
Full service chemical manufacturer specializing in antifreeze additives, oil treatment, wastewater treatment, boiler water treatment, and cooling water treatment.

Dolphin Centrifuge
248-522-2573
sales@dolphincentrifuge.com
Dolphin Centrifuge specializes in Centrifuge based Oil Recovery Systems. Our systems are primarily built around New & Reconditioned Alfa Laval Centrifuges. Complete modules include Hi-Speed Disc Centrifuges, Automatic PLC Controls, Feed Pumps, Heaters etc

Dragon Products
936-391-0361
gerry.gordon@modenusa.com
Manufacturer of Vacuum Trucks and Trailers (code and non-code) roll off hoists and trailers, roll off boxes and de-watering boxes, Frac Tanks, dump trailers and centrifugal pumps, steel insulated. Transportation trailers.

Ecosorb International Inc.
713-413-1173
lsvoroda@ecosorb.com
Environmentally Friendly Absorbers

Emulsions Control Inc
619-656-8999
drsam.delchad@emulsionsonline.com
Demulsifiers for waste oil and anti-freeze, clarifiers for oily wastewater, polymers, consulting/training services.

Enevo, Inc.
202-813-2213
markku.lento@enevo.com
Enevo provides innovative fill level monitoring and reporting solutions; complete end-to-end services that are easy and enjoyable to use, while saving money, grey hairs and CO2.

Environmental Express, Inc.
843-881-6560
nanicee@enveexp.com
Environmental Resource Associates
508-428-6282
eragortez@comcast.net
Exclusive representative of Oil Eater Cleaner Degreaser and full line of Absorbent Products including our new line of Natural Absorbents for NORA members. Products include: degreasers, cleaners, truck wash, aqueous parts washers, absorbent pads and more.

Envitech Inc.
619-223-9925
abartocci@envitechinc.com
Envitech is a leading supplier of air pollution control systems. We specialize in acid gas and particulate control from industrial processes. Our systems include packed bed absorbers, wet electrostatic precipitators, and high efficiency Venturi scrubbers.

Fifth Third Bank
303-524-3515
mark.neustadt@f3.com
Financial Commodity Sales

Flottweg Separation Technology, Inc.
203-838-6120
esweeney@flottweg.net
Decanter, Tricanter, and Separator Centrifuges for oil, water, solids separation.

Fluid Solutions GmbH
49-40 534307-0
m.krapalis@fluid-solutions.de
We are a professional engineering & plant supplier for lube oil/grease production/waste oil re-refining technology. With high standard plasma tube reactor, we offer a perfect recycling process from waste oil to base oil & elimination of PCB contamination.

Fountain Industries LLC
800-328-3594
bdea@fnnllc.com
Fountain Industries LLC is proud to be an industry leading US manufacturer with complete product coverage of aqueous and solvent type parts washers in all capacities including spray cabinets and other specialty products.

GEA Westfalia Separator
281-465-7900
william.dechiara@gea.com
Centrifuges-disc type and decanters for the purification of used oil and/or wastewater. Biodiesel-separator and decanters used in Biodiesel Process.

General Combustion Corp
407-290-6000
mhoward@генор.com
Manufacturer of the HY-WAY brand thermal fluid heaters and pre-heaters for recycled oil. Jacketed piping, pumps, tanks, & burners for processing industries, terminals & recycled oil as well as other products.

Geophia, LLC
704-502-8287
peter.gimore54@gmail.com
absorption materials

Gulf City Body & Trailer Works, Inc.
251-438-5521
bgritter@gulfcity.com
Complete sales and repair facility for trailers and truck equipment.

H2P Wireless Solutions
571-217-2772
zhuber@home2phone.net
H2P provides tanker truck and storage tank solutions: multi-compartment liquid monitoring, automatic metered tickets, transaction and over-flow alerts, fleet management, engine diagnostics, and driver behavior. We support 3rd party software.

Hartz Insurance
313-964-3750
robert@hartzins.com
Environmental Strategist

Hill Manufacturing Co.
404-522-8364
alan@hillmfg.com
Manufacturer of almost 5,000 products for chemical maintenance including demulsifiers, water treatment chemicals, flocculants, “Green” cleaners, enzymes, de-odorants, and thousands more.

HOUH Corporation
336-727-4644
bob.davis@houhcorp.com
Oil water separators, Oil Skimmers, Wastewater Treatment Eq.

Hydrodec of North America, LLC
330-454-8202 x102
michael.pitcher@hydrodec.com
Used transformer oil re-refiner. Hydrodec collects, manages and processes used napthenic transformer oil up to 2000 ppm PCB content. Hydrodec offers competitive pricing for your <50 ppm and >50 ppm PCB used oil.

IHS Global Inc.
303-790-0600
blake.eskew@ihs.com
IHS is the leading research and consulting company to the global energy industry. IHS acquired Purvin & Gertz in November 2011, adding Purvin & Gertz’ strengths in the petroleum refining, lubricants and base oil industries.

InCon Process Systems - GIG Karasek GmbH
630-305-8556
rscully@ips-gigk.com
Offering 20 years experience in Used Oil distillation systems. Our clients range from fuel blenders wishing to upgrade to cleaner fuel or base oils and seek Modular Plants. Major clients upgrade to GIG Karasek Wiped Film Technology.

Innovative Energy Solutions (IES)
515-450-8997
atul.kelkar@ies-thermopac.com
Innovative Energy Solutions (IES), Inc. designs, builds, and commissions turnkey plants for Used Oil Re-refining and Conversion of waste plastics/tires/refinery residue to Liquid Fuels.

Houlihan Lokey
212-497-4275
ssergeant@hl.com
Investment bank providing range of advisory services: M&A; debt/ equity financing, valuation, restructuring, M&A. Emulsions Online Serv-ices industry deals include sale of Siemens HS to FCC Environmental, Thermo Fluids to Heckmann and Safety-Kleen to Clean Harbors.

Hydrol Corporation
636-825-7200
dwiedya@hydrol.com
Hydrol Corporation serves the lube and industrial market with BJE oil filter crushers, tank monitors & gauges, and overfill alarms & accessories.
NORA Supplier/Vendor Directory

NORA Supplier/Vendor Members in good standing as of 4/18/2014. Companies in **bold** have an ad in this newsletter. Companies in **red** are Exhibitors at the 2014 Annual Conference. Companies with a $ are part of the NORA $ave program by offering discounts/value added services to NORA members. Contact NORA to learn more about the NORA $ave program.

**International Treatment Chemicals, LLC**
812-425-0989
curtis.ellis@inttreatchem.com
We offer a full line of Demulsifiers, Waste Water Treatment Chemicals, Cleaners, Degreasers and Environmentally Safe Green Chemistry.

**J. Smith Lanier & Co.**
229-883-2424
mfox@smithlanier.com
Insurance/risk Management Services

**Jaxon Filtration**
706-675-3996
james@axonfiltration.com
Filtration Equipment, Media

**JPO Absorbents**
877-483-7575
jpocompanies@gmail.com
Develop and market absorbents (Ultra Blend and MOP).

**Keteca USA, Inc.**
901-219-0152
jodomrd@bellsouth.net
Offers alternatives to dangerous cleaning chemicals & high performance cleaning solutions with low V.O.C. emissions. Industrial parts & pressure washing, cnc sump & machine, offshore & land production tank & vessel, rig and frac tank cleaning solutions.

**LABCAL SERVICES INC. dba LCS**
281-474-1334
jscholes@lcs-llc.com
LabCal Services is a full-service, independent, analytical laboratory specializing in petroleum, petrochemical, environmental, water, soil, and bio fuels. We offer a complete battery of standard test methods, from gravities to the most complex methods.

**Lamb Fuels, Inc**
855-286-8164
cynthia@lambfuels.com

**Lhoist North America**
704-277-2389
dan.klarnfoth@lhoist.com
Leading producer of lime, dolime, and minerals - including specialty filtration clay media, absorbants, calcium-based emission control reagents (Sorbacal®), and water treatment solutions

**Lone Wolf Development Company LLC**
217-280-0959
johnson.eric.69@gmail.com
Fuel Buyer

**MCC Chemicals, Inc.**
713-360-4885
michael.saleeby@mccchemicals.com
Demulsifiers, Corrosion/scale/Paraffin/Wax/Asphaltene Inhibitors, Flow Improvers, PPD, H2S/Iron Oxide/Oxygen Scavenger, Degreasers, absorbants, Drilling Fluids, Chemical Dosing Skids, Portable chemical laboratories, Produced Water Filtration Units

**The Meadows Group**
713-647-9878
will@themeadowsgroup.com
Chemical distributor with an emphasis on wide spec and byproduct solvents.

**Mouvel**
616-248-9218
scott.jackson@blackmer.com
Mouvel is part of Pump Solutions Group (PSG®) Oakbrook Terrace, IL, USA, is a global provider of pumps for the transfer of liquids. The CC20 eccentric disc pump is designed for the Used Oil Market.

**MultiTherm LLC**
610-408-8361
medie@multitherm.com
Leading supplier of Heat Transfer Fluids and System Cleaners. Within a temperature range of -15° F to 660° F, MultiTherm can successfully and economically accommodate a customer’s heating or cooling requirements.

**National Chemical Supply Corp**
800-515-9938
natlichem@gmail.com
Manufacturer of the new, EB-series of oil demulsifiers that treat oil and water at the same time.

**National Petroleum Products Co.**
972-438-0157
curt.selby@nich.com
Torrent from Partsmaster is the next wave in parts cleaning. Torrent is revolutionary by using water, heat and pressure to clean fast. Partsmaster provides MRO applications and solutions for industry and the military.

**PC Scale Technologies**
601-937-4006
yasial@pcscale.com
PC Scale offers innovative software solutions for the liquid waste and recycling industry. Our truck scale solution is coupled with our route management solution to provide a comprehensive system for liquid recycling companies.

**Par-Kan Company**
260-352-2141
thsheets@par-kan.com
Par-Kan offers Leakproof Steel Container for storage of disposable oils and filters. Containers are available in various sizes with poly lids, fork pockets and caster frames.

**Partherm**
610-941-4900
rtitz@partherm.com
Heat Transfer Fluids and System Related Engineering Services.

**Partsmaster Division of NCH**
972-438-0157
curt.selby@nich.com
Torent from Partsmaster is the next wave in parts cleaning. Torrent is revolutionary by using water, heat and pressure to clean fast. Partsmaster provides MRO applications and solutions for industry and the military.

**PESCO-BEAM Environmental**
540-206-2788
luke@pescobeam.com
Over 18 years in quality used oil reclamation. Over 18 years in quality used oil reclamation. Custom designed and built, complete turnkey, skid mounted, affordable systems with clay filtration, solvent extraction and hydrotreating lube polishing options. Engineered to meet your specific product goals.

**Pivot Point Capital**
415-343-7077
raj@pivotpointcapital.com

**Porcel International**
281-469-0500
tmchugh@porcel.com
Fresh and regenerated hydrotreating catalysts, silica/phosphorus adsorption grading materials; hydrotreating catalyst presulfurization for quick and easy startups; inert support balls; acquisition and reclamation of spent hydrotreating catalyst.

**Praxair, Inc.**
203-837-2378
walter_renz@praxair.com
Praxair, a Fortune 250 company, is the oldest and largest industrial gases firm in North and South America. Praxair offers a complete range of products including hydrogen, nitrogen and specialty gases in cylinder quantities to world-scale onsite plants.

**Quest Recycling Services, LLC**
214-914-7369
briand@questrecycling.com

**Radian Chemicals LLC**
281-610-6908
jspahan@radianchemicals.com
Management of spent solvents for beneficial reuse and/or treatment for recycle or disposition. Spent caustics, glycols, aminet, polyols, methanol, etc.

**Recovery Oil Services, LLC**
702-734-7052
ronf@recoveryoilservices.com
Brokerage - Oil

**RiverRoad Waste Solutions**
732-275-3400
john.ayvas@riverroadwaste.com

**Rivore**
800-284-1250
john@rivore.com
Rivore melts filters in its furnaces throughout the nation and accepts crushed oil filters by rail or truck.

**RSI Logistics, Inc.**
517-908-3650
dridden@rsilogistics.com
RSI makes rail shipping simpler, more efficient and more cost-effective. Products & Services: Rail Logistics Services, Rail Transportation Management Software, and Bulk Terminal Operations.
NORA Supplier/Vendor Directory

NORA Supplier/Vendor Members in good standing as of 4/18/2014. Companies in **bold** have an ad in this newsletter. Companies in **red** are Exhibitors at the 2014 Annual Conference. Companies with a $ are part of the NORA Save program by offering discounts/value added services to NORA members. Contact NORA to learn more about the NORA Save program.

**Schumacher Consulting, LLC**  
602-524-2944  
oilbizconsulting@gmail.com  
Consulting Services, including strategic planning, mergers & acquisitions, market research, marketing, website development and sales training.

**Scope Marketing, Inc.**  
760-728-6095  
steves@scopemarketing.com  
Metalworking fluids, cutting oils, industrial lubricants.

**Sequoia Energy & Environment**  
704-780-1089  
rohit.joshi@sequoia-global.com  
Vacuum distillation, hydrotreating, regenerative adsorption technologies for recycling of used lubricating oils, transformer oils, waste antifreeze/coolants and waste fuels.

**SESCO**  
260-422-1671  
jstout@sesco-inc.com  
SESCO has become the preferred source for oil purification, regeneration, and fluid conditioning equipment. Its reputation has been built from a foundation of solid engineering, quality manufacturing, and a commitment to customer support and service.

**SmartBin**  
800-274-8143  
brendan@smartbin.com  
SmartBin remote tank fill level solutions enable clients to optimize the collection, protection and utilisation of assets. Advanced, reliable and robust sensors have been developed to work in various types of containers used within the industry.

**Summit Environmental Technologies**  
615-794-9437  
lpacneccot@ao.com  
Full service QAQC environmental laboratory. Emphasis and experience with liquid recycling and environmental service industries. Nelac and AZLA ISO certifications.

**Sweet Gazoil Inc.**  
579-721-1690  
louisbertrand10@gmail.com  
Engineering solutions tailored to meet your used and waste oil needs: Improve your current operations or design complete plants. Unique hybrid process that can treat used oils, waste oils and asphalt flux, and make only environmentally friendly products.

**SystemOne Technologies Inc.**  
305-593-8015  
mansur.paul@systemonetechnologies.com  
The industry’s most powerful parts cleaning technology. Over 50,000 units installed in 30,000 locations worldwide. Cut costs by 60%; pure solvent on-demand daily; recovers 100% pure solvent; and eliminates 100% of hazardous solvent waste.

**TCl of Alabama, LLC**  
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jackson1794@bellsouth.net  
TCl recycles mineral oil by removing PCBs to <2 ppm from used and obsolete electrical equipment.

**TCM Fuel’s Recycling Inc.**  
815-650-3493  
tcanchor@att.net  
Trader/Broker-Oil/Antifreeze Chemicals

**Tensile Capital Management**  
vviros@tensilecapital.com  
Investment Management

**ThermoEnergy Corp**  
800-628-7528  
david.delasanta@thermoenergy.com  
ThermoEnergy manufactures an EG/PG distillation system that meets ASTM and GM specs and can be used for high quality EG and airport deicing fluid recovery. These systems have a two year payback and are used by NORA members.

**Titan Logix Corp.**  
780-462-4085  
ellenh@titanlogix.com  
Titan Logix Corp. is a high technology company specializing in Research and Development, manufacturing and marketing of advanced technology fluid management solutions. Our products include Guided Wave Radar gauges for level measurement in mobile tanks.

**Trihydro Corporation**  
678-320-0493  
grisse@trihydro.com  
Trihydro is an engineering and environmental firm offering due diligence, air & wastewater design/ops; multi-media permitting, compliance audits; soil & groundwater assessment/remediation services to NORA member industries.

**Truck Works Inc.**  
602-233-3713  
mmaddux@truckworksininc.com  
OEM manufacturer of bulk liquids and transportation equipment. Truck tanks steel, aluminum, and stainless, MC 406/407/412 code and non-code tanks. 1500 gallon to 4500 gallon capacities. New and used units available. Parts in stock.

**Turn-Key Environmental**  
815-929-9440  
jeetkenv.com  
Licensed Non Hazardous, Special Waste Hauler. Drum and Box disposal, Vac Trucks, Used Oil marketing, Environmental Construction Management, and Full Service Environmental Consultant.

**Uni-ram Corporation**  
800-417-9133  
jay@uniram.com  
Manufacturers of environmentally friendly products: solvent recyclers, paint spray gun cleaners, parts washers and oil filter crushers.

**URS Corporation**  
615-771-2480  
jack_waggener@urscorp.com  
Environmental engineering consultant - water, air, solid waste, used oil. URS has over 300 offices around the world.

**Viant Capital**  
415-820-6107  
aparker@viantgroup.com  
Viant Capital is a San Francisco-based boutique investment bank committed to providing emerging growth and small to mid-market companies with high quality strategic advisory and capital raising services.

**Weatherford**  
812-858-3147  
bryan.gray@weatherford.com  
Demulsifiers for used oil treatment, wastewater treatment chemicals, metal precipitants, industrial cleaners, antifreeze recycling chemicals, hydrogen sulfide scavengers, and consulting.

**Werts Welding & Tank Service, Inc.**  
618-254-6967  
bruce@wertswelding.com  
Transportation tanks and trucks and all related parts and equipment. Pumps, hoses, fittings and valves. 8 locations across the USA.

**XL Insurance**  
800-327-1414 ext. 9294  
matthew.gartner@xlgroup.com  
The environmental division of the XL Insurance companies offers integrated environmental risk management solutions through insurance, loss control and claims management to leading businesses.

**Zurich**  
610-727-5634  
steven.goebner@zurichna.com  
Zurich's Environmental unit helps businesses navigate the ever-changing world of environmental risk. Zurich provides easy-to-understand environmental insurance solutions that can be customized to help meet customers’ needs for today and the future.
Rail is an important transportation mode for many of the NORA members that ship used motor oil, lubricants and fuel. Rail freight, fuel surcharge, and equipment costs make up a significant portion of the total delivered cost. Here is an update on rail rates and a pending regulatory decision that could impact future rates.

**Rail Freight Rates**
In recent years rail freight rates have been increasing in the 3% - 5% range. On January 1, the BNSF increased lube oil rates an average of 5%. The CSX tariff for oils increased 4.5% on February 1, and effective April 1 the UP will be taking selective increases in the 3% to 3.5% range for petroleum products. Railroad profits are strong as their operating costs have remained flat for the past 2 years (according to the railroads’ All Inclusive Less Fuel Cost Index). Railroad fuel surcharges are indexed against either the On-Highway Diesel Fuel averages or the price of West Texas Intermediate Crude, and they have remained roughly in the same range for the past 2 years. Updated monthly fuel surcharge data is available at www.rsilogistics.com/railroad-fuel-surcharges.

**Knowing How Your Rates Compare**
Shippers should understand the rates carriers are charging them relative to carriers’ operating costs. This is done by calculating the carrier’s operating cost for each transportation lane and then dividing the freight rate by the cost to arrive at a revenue to cost ratio (RVC). RVCs for lube oil are listed in the table below based on data in the Expanded Commodity Revenue Stratification report from the U.S. Surface Transportation Board. Whether or not your rates fall in the lower or higher range depends upon several factors including the distance of your moves, the serving carrier(s) and routing, and the leverage and relationships you have with your carriers.

<table>
<thead>
<tr>
<th>RVC Range</th>
<th>Shipment Sample Count</th>
<th>% of Total Shipment Count</th>
<th>Average RVC Ratio</th>
</tr>
</thead>
<tbody>
<tr>
<td>&lt;1.00</td>
<td>3,996</td>
<td>7.5%</td>
<td>0.86</td>
</tr>
<tr>
<td>1.00 - 1.80</td>
<td>27,640</td>
<td>51.6%</td>
<td>1.38</td>
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<tr>
<td>&gt;1.80</td>
<td>21,956</td>
<td>41.0%</td>
<td>2.29</td>
</tr>
</tbody>
</table>

**Regulatory Environment**
The Surface Transportation Board (STB) recently held hearings on competitive switching. In the United States, most industrial locations with rail sidings have access to only 1 rail carrier. In other countries such as Canada, rules are in place that generally allow industries to have access to more than 1 rail carrier where it is operationally feasible. On March 25th and 26th the STB held hearings for public input on a “Petition for Rulemaking to Adopt Revised Competitive Switching.”

David Riddell is the Sales & Marketing Manager for RSI Logistics. He may be reached at 517-908-3650 or at dfiddell@rsilogistics.com.
QUESTION: At my facility does the unloading and/or loading area need to have secondary containment and how much?

Since I began certifying SPCC plans in the 1970s as a Professional Engineer, this has been a frequently asked question because of the large volume of secondary containment that might be required for a rail tanker car (up to 34,500 gallons) versus a much smaller volume of a tanker truck or semi-tanker truck (typically 3,000 to 9,000 gallons). The key to what is required by the EPA SPCC regulations is based on the facility having a loading/unloading arm as defined by EPA. If it has an “arm”, it is considered to be a loading/unloading rack that requires full containment.

A loading/unloading arm is a critical component of a loading/unloading rack. A loading/unloading arm is typically a movable piping assembly that may include fixed piping or a combination of fixed and flexible piping, typically with at least one swivel joint (that is, at least two articulated parts that are connected in such a way that relative movement is feasible to transfer product via top or bottom loading/unloading to a tank truck or tank car). However, certain loading/unloading arm configurations present at loading racks may include an arm that is a combination of flexible piping (hoses) and rigid piping without a swivel joint. In this case, a swivel joint is not present on the loading arm because flexible piping is attached directly to the rigid piping of the loading arm and the flexible hose provides the movement needed to conduct loading or unloading operations in lieu of the swivel joint.

Section 112.7(h)(1) of the SPCC regulations requires a sized secondary containment system: the containment must hold at least the maximum capacity of any single compartment of a tank car or tank truck loaded or unloaded at the facility. However, the SPCC rule does not require that secondary containment for loading/unloading racks be designed to include freeboard for precipitation. When drainage from the areas surrounding a loading/unloading rack do not flow into a catchment basin or treatment facility designed to handle discharges, facility owners and operators must use a quick drainage system ($112.7(h)(1))). A “quick drainage system” is a device that drains oil away from the loading/unloading area to some means of secondary containment or returns the oil to the facility.

Equipment present at a loading/unloading area where a pipe stand or tank connects to a tank car or tank truck via a flexible hose is not a loading/unloading rack because there is no loading or unloading arm. Because some top and bottom loading/unloading racks are made up of a combination of steel loading arms connected by flexible hosing, the presence of flexible hoses on oil transfer equipment should not be used as an indicator of whether the equipment meets the definition of loading/unloading rack. For these situations, full volume containment may not be required, however I believe that it is always a good idea to do so when practical to help eliminate the results of human errors and equipment failures. For these situations such things as collection pans for rail and roll over curbs containment for trucks can be used with sufficient collection volume to provide time for corrective actions encase of a spill.

For your particular facility requirements you should always consult with the professional engineer designing and certifying your SPCC plan. Also you can review the requirements in the latest “EPA SPCC Guidance for Regional Inspectors” (Dec. 16 2013).

To contact Jack Waggener, PE, email jack_waggener@urscorp.com
Shortly before Brandon Velek was born, Chevrolet gave birth in 1967 to the Camaro line of cars. A total of 220,917 Camaros were manufactured during that model year.

When young Velek was 14 years old he purchased, for $800, a very used 1973 Camaro. That was the car on which he learned all about Camaros. “I poured all my extra time and money to get the car ready for my 16th birthday,” he recalls.

When it was done in 1985, he thoroughly enjoyed driving his Camaro for two years until it was sold in 1987 when Velek went off to college.

Velek admits that he has long nurtured a love affair with American muscle cars, especially first generation (1967-1969) Camaros. “The bug never went away,” he says. Years after college he began looking for the “right” car. In October 2005, he says, “I ran across an advertisement for a 1967 Camaro RS with a 275-horsepower V-8.” The Butternut Yellow car was in Dallas. I live a half hour from Houston, Velek says, so I flew to Dallas where my brother-in-law, Kelly Privett, met me at the airport. The two men then went to check out the 15-foot, 4.7-inch-long Camaro.

A thorough inspection revealed a well appointed car with many options including:

• Bucket seats.
• Rear defroster.
• Power steering.
• Center console.
• Tinted windows.
• Cowl induction hood.
• Positraction rear axle.
• Passenger side mirror.
• Four-speed transmission.
• Vacuum power drum brakes.
• 275-horsepower Turbo Fire V-8.

The odometer on the rust-free Camaro showed 93,000 miles when Velek purchased it and headed back home to Houston, a 280-mile trip in the dead of night in a 38 year old car. He soon discovered the brakes were going to top the list of items needing his attention.

Early the following day Velek proudly showed his acquisition to his wife, Kathleen. “This is a nice car,” she observed. “Please don’t take it apart.”

He did not exactly follow her advice. Soon he had his car stripped down to the frame, methodically bagging and labeling every part prior to sending it off to the body shop for fresh paint as well as powder coating for the frame. “I thought about changing the color but this time I listened to my wife’s suggestion to keep it original,” Velek says.

The Camaro with the $105 Rally Sport optional package includes a black nose stripe, front valance-mounted parking lights, headlight doors, black tail light bezels as well as rear valance-mounted backup lights. For safety Velek added four wheel disc brakes and three-point safety belts.

“The proposed six-month paint job turned into a year and a half,” Velek says,
NORA's membership has grown to 3 members; 20 companies have joined NORA since mid-January, 2014. NORA relies heavily on word of mouth marketing. Please refer NORA to your peers and suppliers.

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Industry Calendar

NORA maintains relationships with related industry associations. Here is a list of upcoming industry events:

**NORA Mid-Year Meeting**
June 18-20, 2014 • Milwaukee, Wisconsin
www.noranews.org

**NAPA Mid-Year Meeting**
July 14-16, 2014 • Nashville, Tennessee
www.asphaltpavement.org

**ILMA Annual Meeting**
October 18-21, 2014 • Indian Wells, California
www.ilm.org

**NORA Annual Conference & Trade Show**
November 5-7, 2014 • Puerto Rico
www.noranews.org

**NADA Conference & Expo**
January 22-25, 2015 • San Francisco, California
www.nadaconvention.org
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Clor-D-Tect® 1000
U.S. EPA Method 9077
ASTM Method D-5384
A Yes/No on-site test to determine chlorine contamination in used oil at 1000 ppm total chlorine

Clor-D-Tect® Q4000
U.S. EPA Method 9077
ASTM Method D-5384
A quantitative on-site test to determine chlorine contamination in used oil within the range of 200 - 4000 ppm total chlorine

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On-site or Laboratory Setting
Range: 1500 ppm - 100%
Results in 2 minutes
Environmentally safe

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