The 2008 NORA Annual Recycling Conference and Trade-show will be held November 5-7, 2008 in Rancho Mirage, California at the Rancho Mirage Resort and Spa.

Over three hundred leaders from the liquid recycling industry will gather in California to network and to stay current on the latest issues facing the industry.

**Theme**
The theme for the 2008 Conference is “Exploring Re-Refining”. Increasingly, re-refining is becoming a hot issue in this industry. Even if you have no interest in establishing a re-refinery, it is important for you to understand the issues and opportunities surrounding this part of our industry. Numerous presentations will address re-refining from different perspectives (see pages 10 and 11).

Special recognition needs to go out to George Crow of Atlantic Industrial Services. George serves as the NORA Re-refining Working Group Chairman and has been instrumental in developing and securing presenters.

**Register Now**
A registration form is included. The regular registration deadline has been extended until October 31th.

For hotel rooms, call the resort at 866-423-1195 and use code nora118. If you have problems, call 703-753-4277.

**Exhibitors**
Over 30 companies will be exhibiting at the largest NORA trade show ever. See pages for 2-4.

**Speakers**
Tentative topics and a timeline are on pages 10 and 11.

**Wild West Closing Party**
Don’t miss the NORA closing party on the evening of November 7th. All participants are invited to the NORA closing party in “Faultline, Californy,” a replica of the Wild West mining camps that sprang up in the late 1800s. Details on page 6. Sponsors are needed for this event.

**Sponsorship Opportunities**
While the leaders from the industry gather in one place, this is a great opportunity to gain extra exposure. See page 7.
The following companies are associate members of NORA who provide valuable products and services to the liquid recycling industry.

Companies in bold have an ad in this newsletter. Companies in RED have a Booth at the 2008 NORA Annual Conference.

Accurate Energy
302-947-9560
paul@accurate-energy.com

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

AmSpec
713-330-1000
nebocoltd@aol.com
Est..1986;; an industry leader providing inspection and lab services in accordance with API and ASTM standards; U.S. Customs / IFIA approved. Located throughout the N.E., US Gulf and West Coasts, with global affiliates to service our International clients

Bedford Industries, Inc
(Booth 400)
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.

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

Castion Corporation
(Booth 104)
800-628-7528
ddelasanta@castion.com
Recovery and reuse capital equipment.

Chemical Engineering Partners
(Booth 107)
949-757-7555
markw@evergreenoil.com
Chemical Engineering Partners (CEP) provides used oil re-refining technology to clients worldwide. Our re-refining technology was developed at Evergreen Oil’s re-refinery. CEP is the exclusive licensor of this proven, state-of-art technology.

DesertMicro
(Booth 302)
904-247-4285
jenniferw@desertmicro.net
DesertMicro provides management software for oil waste, recovery and recycled industry. Petrol-Manager provides detailed history, extensive billing options, container tracking, lab results, profiling, routing and dispatching.

Dexsil Corporation
(Booth 200)
203-288-3509
jmahon@dexsil.com
On-site test kits that are quick, easy to use and afford the user an economical advantage over time consuming and costly laboratory methods. Clor-D-Tect 1000 and Q-4000 detects chlorine contamination in used oil.

Dober
(Booth 408)
630-410-7335
tweisner@dobergroup.com
Full service chemical manufacturer specializing in anti-freeze additives, oil treatment, wastewater treatment, boiler water treatment, and cooling water treatment.

Dragon Products
228-596-0361
gerry.gordon@modernusa.com
Manufacturer of Vacuum Trucks and Trailers, code and non-code, roll off hoists and trailer, roll off boxes and de-watering boxes, Froc Tanks, dump trailers and centrifugal pumps.

Emulsions Control Inc
619-656-8899
eci-info@emulsiononline.com
Demulsifiers for waste oil, clarifiers for oily wastewater, polymers, consulting/training services.

EnergyLogic
615-251-0680
rstevens@energylogic.com

Environmental Resource Associates
(Booth 403)
508-428-6282
eragortze@comcast.net
Oil eater cleaner/degreaser and absorbents.

GEA Westfalia Separator, Inc
(Booth 307)
201-767-3900
jtm1@wsus.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
(Booth 201)
407-290-6000
mhoward@gencor.com
Manufacturer of the HYWAY brand thermal fluid heaters. Piping, pumps, tanks, & burners for processing industries, terminals & recycled oil. As well as other products.
Hill Manufacturing Co.  
(Booth 203)  
864-616-6849  
paghill1@yahoo.com  
Mfg of de-emulsifiers, water treatment chemicals, flocculants, lubricants, solvents, degreasers.

Houlihan Lokey  
(Booth 106)  
212-497-4275  
ssergeant@hl.com  
Investment Banking Services

Insurance Office of America Inc  
800-243-6899  
rod.morton@ioausa.com  
Member insurance program for NORA. Company representing-XL insurance, AIG, Zurich, Chubb&Sons, Crum & Forster, American Safety, and many other companies.

Kleentec Inc  
(Booth 208)  
800-435-5336  
ajrockx@yahoo.com  
Parts washers, spray cabinets, agitation units, ultrasonic, transmission service center, Solvent+Aqueous recyclers, shop towels, spill kits, bio-remediating, parts washers cleaners+chemicals, paint gun cleaners+solvent stills.

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

Oil Recycling Technologies, Inc  
317-523-2321  
jreed@oilrecyclingtech.com  
Oilmen’s Truck Tanks Inc.  
(Booth 405)  
864-573-7400  
johnfaris@oilmens.com  
Truck mounted tanks and trailers for waste oil recovery. All major brands of trucks available. Equipment for transportation and bulk storage sites. Certified R Stama facility for wreck repair and remounts.

Paratherm Corp.  
(Booth 109)  
610-941-4900  
jseybold@paratherm.com  

Par-Kan Company  
(Booth 300)  
260-352-2141  
tsheets@par-kan.com  
Par-Kan offers Leakproof Steel Containers for storage of disposable oils and filters. Containers are available in various sizes with poly lids, fork pockets and caster frames.

PESCO-BEAM Environmental  
(Booth 303)  
540-206-2788  
luke@pescobeam.com  
Over 15 years in the used oil recovery field-Custom designed and manufactured-turnkey, skid mounted, affordable systems-including both clay filtration and hydrotreating options. Individually engineered to meet your specific production goals.

Poracky and Associates, Inc.  
815-929-9440  
Jporacky@Poracky.net  
Licensed Hazardous Waste and Non Hazardous, Special Waste Hauler. Drum and Box disposal, Vac Trucks, Used Oil marketing, Environmental Construction Management, Building demolition, UST/AST Services, and Full Service Environmental Consultant.

Process Resource Group, Inc  
(Booth 411)  
816-718-7130  
goodideas@prgorion.com  
PRG provides consulting services to the Oil Recovery industry. It has developed and markets the Onion Truck Ticketing system. PRG can provide a complete installation to make Oil Recovery companies more efficient and profitable.

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

R&D/Fountain Industries  
(Booth 110)  
507-373-2351  
kjkrieter@msn.com  
Industrial equipment for parts cleaning.

RAY Camp Filters-Strainers  
404-766-4940  
john@raycamp.com  
Repsol-YPF- Applied Technology Center  
54-221-4298665
Shell Lubricants  
713-546-4209  
brett.morton@shell.com  
Manufactures, markets, and distributes new lubricant products. Works with NORA member companies to arrange recycling of mixed and used lubricants from company-owned and customer locations.

Spencer Machine & Tool  
(Booth 207)  
812-282-6300  
glennespencer@aol.com  
Manufactures, markets, and distributes new lubricant products. Works with NORA member companies to arrange recycling of mixed and used lubricants from company-owned and customer locations.

Summit Environmental Technologies  
(Booth 308)  
615-794-9437  
lpachecoset@aol.com  
Full service QAQC environmental laboratory. Emphasis and experience with liquid recycling and environmental service industries. Nelac and AZLA ISO certifications.

SystemOne Technologies Inc.  
305-593-8015  
mansurp@systemonetechologies.com  
The Industry’s most powerful parts cleaning technology. Over 50,000 units installed in 30,000 locations worldwide. Unique advantages: cut costs by 60%; pure solvent “On-Demand” daily; recovers 100% pure solvent; eliminates 100% of hazardous solvent waste.

Tri-State Tank, L.L.C.  
(Booth 306)  
800-255-0008  
wterpstra@tstllc.com  
Builders of truck mounted tanks for liquid recycling industry. Tanks, trucks, and pumps in stock for immediate delivery.

Trihydro Corporation  
(Booth 402)  
307-745-7474  
gmathes@trihydro.com  
Trihydro offers environmental, civil, and infrastructure engineering; providing due diligence, compliance (SPCC, greenhouse gas, sustainability), and remediation services to the used oil industry nationwide. www.trihydro.com.

Truck Works Inc.  
(Booth 108)  
602-233-3713  
mmaddux@truckworksinc.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.

UNI-RAM Corporation  
(Booth 202)  
905-447-5911  
davidalbers@uniram.com  
The Industry’s most powerful parts cleaning technology. Over 50,000 units installed in 30,000 locations worldwide. Unique advantages: cut costs by 60%; pure solvent “On-Demand” daily; recovers 100% pure solvent; eliminates 100% of hazardous solvent waste.

URS Corporation  
(Booth 103)  
615-771-2480  
jack_waggener@urscorp.com  
Environmental engineering consultant - water, air, solid waste, used oil. URS has over 300 offices around the world.

Serco  
(Booth 301)  
281-486-4182  
koryw@vrmus.com  
Buyer and logistical manager of petroleum products.

Vertex Residual Management (VRM)  
(Booth 301)  
281-486-4182  
koryw@vrmus.com  
Buyer and logistical manager of petroleum products.

Serving Industry for over 71 years.

Hill Manufacturing Company, Inc.  
1500 Jonesboro Rd., SE  -  Atlanta, GA 30315  
404.522.8364    800.445.5123  
Proven Solutions To Maintenance Problems

Over 3,500 products for industrial maintenance. Demulsifiers, Flocculants, Deodorants, Degreasers, Hand Cleaners, Absorbents and so much more. Free lab analysis and new product development. We also private label. Call Paul Godfrey at 864-616-6849 or email at: paghill1@yahoo.com

XL Insurance  
(Booth 309)  
800-327-1414  
kathleen.mcgin@xlgrou.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.
The full potential of a trade association was on display on October 1st in Chicago, Illinois.

In a hearing before the Illinois Pollution Control Board, representatives from NORA and the Illinois EPA addressed the issue of burdensome manifesting requirements of used oil in Illinois.

This is an extremely important issue to NORA members in Illinois as well as NORA members in other states as a matter of principle.

The used oil market in Illinois is one of the most competitive in the United States. However, the members were able to unite behind NORA to address this issue of concern to all.

Representatives from RS Used Oil, Southwest Oil, Safety-Kleen, Future Environmental, Crystal Clean and Excel Environmental all participated in the hearing.

Under the magnificent leadership of Vickie Custer of Southwest Oil, the NORA Illinois Working Group has persisted in navigating this project.

NORA’s General Counsel Chris Harris served as the primary representative in addressing the association’s position that the manifests are unnecessary. He presented NORA’s common sense proposal in a clear and concise manner which appeared to resonate well with the IPCB. Several other members provided helpful testimony supporting the cause.

As always, Chris showed why he is a leading national expert on used oil regulatory issues. His grasp of the subject matter reflected a professional image for NORA and its members.

At the conclusion of the day long hearing, I requested the IPCB assist NORA members with the manifest problems that costs the industry in excess of $1 million annually.

This project marches on. A comment period was set for December. NORA’s Illinois Working Group will continue to monitor and respond accordingly.

October 1st was a day of pride for NORA. Working together helps us all.
You are invited to attend the 2008 NORA Closing Party on the evening of Friday, November 7th.

This event is included for FREE with any conference registration or spouse/guest package. Make sure you stay over Friday night for this once in a lifetime event. However, NORA needs sponsorships to pull this off.

NORA’s Closing Event is a trip back in time…using jeeps as our steady steeds, we’ll take you on a trip to an old desert mining camp. The mining camp is a historically authentic replica of the Wild West mining camps that sprang up in the 1800s. You’ll ride through the canyons along the eerie San Andreas Fault, try your hand in the shooting gallery, rope yourself a straw cow, or just relax by the campfire to the live music. You can also meander through the town and enjoy the colorful local history and legends of a rowdy by-gone era when settlers came here in search of freedom and fortune. Kick up your heels on the dance floor, walk-up to the bar in the saloon, tour antique wagons, hotel, bank, stable, and even the jail, but we’ll try to avoid going there. Finally, take a tour through a recreated gold mine with old mining equipment and historical photos. You may not strike gold, or even oil, but this watering hole is a night not to miss!

The mining camp is located near the San Andreas Fault. NORA will have a photographer so that you can forever be remembered as one of the movers and shakers of the Wild, Wild West…literally!

**Sponsorships Needed**

We can only make this an “event of a lifetime” with your sponsorship!

Our vision of the event is listed to the right. However, the NORA registration fees simply cover the food costs. To make this party first-class, NORA needs to raise $35,000 to help realize NORA’s wish list (see box below).

Please make a contribution as low as $500. All sponsors will receive tremendous promotion. Your support will be recognized. There will be banners for the sponsors and (NEW THIS YEAR), most sponsors will be thanked on a commemorative T-shirt.

**NORA Wish List**

If NORA is able to raise $35,000 in sponsorships, NORA will add the following:
- Jeep Tours from the camp to the San Andreas Fault.
- Open Bar - No drink tickets!
- Photographer for everybody to have a commemorative photo.
- Live Band (upgrade from a DJ)
- Luxury Bus Transportation
- Upgraded Food
- Additional activities during the event; such as Old Time Shooting Gallery, Straw Cow Roping, Gold Panning, Darts and Horse Shoes.

Use the enclosed form to reserve your sponsorship by October 24th to be included on the T-Shirts and Signs.
Conference Sponsorships Needed

All members should be a sponsor to help make this an amazing event. Thank you in advance for your generosity. For just a small contribution, you can support your industry and your business. This is a “once a year event” sponsorship opportunity to promote your company to the entire industry. All sponsors will be thanked in the newsletter, on an oversized sign at the conference and in the conference books. First come, first served.

All sponsorships need to be in by October 24th. Here is a list of the sponsorships still available. Use the enclosed form to reserve your sponsorship and for complete details.

Computer Kiosk Sponsor Only one available. For the first time, you have the opportunity to sponsor a computer kiosk near the NORA registration desk. There will be 3 computers where members will have a link to your website, the NORA website or their email.

Ribbon Cutting Sponsor: Only 2 available. On Wednesday evening, your company will be announced and thanked to all the attendees waiting to enter the hall before the ribbon is cut. This also includes the sponsorship of the entertainment to lead the attendees into the event.

Grand Opening Exhibit Reception: This member only event is great exposure for you at NORA’s premier networking event. Your logo will be prominently displayed on all signs for the reception. Your company will be thanked at the reception.

Full Page Ad in Conference Book: Full page, black and white ad in the front of the Conference Book distributed to all attendees. We will even produce your ad.

Bag Sponsor: Your logo will be printed on fabric conference bags.

Spouse Brunch Sponsor: Each year, we have more and more spouses attending. This sponsorship helps upgrade the food for the spouses’ brunch on Thursday.

New Member Reception Sponsor: Only 8 available. All new members will be hosted in the exhibit hall prior to the ribbon cutting. Each new member will be handed a bag with information from the new member reception sponsors.

Continental Breakfast Sponsor: Your logo will be prominently displayed on all signs for the breakfast. Your company will be thanked at the dinner. Your logo will be included next to this event on all conference schedules.

Integrated Insurance Programs for the Recycling Industry

For more than 20 years, the environmental unit of the XL Insurance companies has been providing integrated insurance solutions that include:

— Property & Casualty coverage
— Pollution coverage, tailored for customers’ needs
— Specialized Risk Control and Claims Management services

You also benefit from our financial strength and stability. The XL Insurance companies have one or more of the following ratings:

A+ by A.M. Best
A+ by Standard & Poor’s
Aa3 by Moody’s

For more information, please contact:
Matt Gartner
Assistant Vice President – Underwriting
XL Insurance
520 Eagleview Blvd
Exton, PA 19341
Phone: +1 800-327-1414 ext 9294
Email: Matthew.Gartner@xlgroupl.com

“XL Insurance” is a registered trademark of XL Capital Ltd. XL Insurance is the global brand used by member insurers of the XL Capital Ltd group of companies. Coverages are underwritten in the U.S. by Greenwich Insurance Company, Indian Harbor Insurance Company, and XL Specialty Insurance Company, and in Canada by XL Insurance Company Limited – Canadian Branch.

The above policy descriptions do not include a complete list of all terms, conditions and exclusions, and only the provisions of a specific policy have legal effect. Certain terms used in the above description are defined in the policy. Please see the specific policy for a complete description of its scope and limitations of coverage.
Images from Mid-Year Meeting

Utah Study: NORA’s Scott D. Parker (l) moderates a discussion between Utah DEQ and NORA members. The Utah panel included (l to r) Cheryl Prawl, Dr. Steven Butala and Blake Robertson. Utah presented the findings from their “Used Crankcase Oil Study.”

Play Ball: NORA members filled the stands at a Pawtucket Red Sox game thanks to sponsors Clean Harbors, United Oil Recovery and Safety-Kleen.

Viewpoint: Jack Mahon with Dexsil shares his thoughts related to the findings from the Utah study.

Filters: Charlie Stieneker with Atlantic Industrial Services provided a report from NORA’s Filters and Absorbents Working Group meeting.

Opening Reception: Rich Ellman (l) of Spirit Services is greeted by Matt Gartner (r) of XL Insurance, the sponsor of the opening reception. Over 100 people attended the reception which was a great way to reconnect.

Parts Cleaning: Ken Krieter with R/D Fountain Industries presented the results of NORA’s Parts Cleaning Council meeting.

Re-Refining Reports: (l) George Crow of Atlantic Industrial Services provides the report from the Re-Refining Working Group Meeting to the leadership of the Used Oil Council and the Government Affairs Committee.
Thank you to our 2008 Mid-Year Meeting Sponsors

Opening Reception Sponsor

XL INSURANCE

Thank you to our sponsors for the Thursday Night Red Sox Game:

PAWTUCKET RED SOX

Clean Harbors

United Oil Recovery, Inc.

Premier Sponsors

XERAY Systems

fcc environmental

Par-Kan

DeMenno/Kerdon

AmSpec

Gold Sponsors

DEXSIL

DOBER

CRANE

VERTEX

Environmental Resource Associates

United Oil Recovery, Inc.

Clean Harbors

Other Sponsors

Atlantic Industrial Services, Inc.
Clean Burn
Consolidated Recycling Co Inc
Crystal Flash Energy
Eldredge, Inc.
ESI Environmental, Inc.
Intergulf Corp
Kieentec Inc.
Midwest Custom Chemicals, Inc
Olein Recovery Corp
Petrotech Southeast, Inc
Process Resource Group, Inc.
R&D/Fountain Industries
Ricky’s Oil Service, Inc.
Spirit Services, Inc
Summit Environmental Technologies
Systech Environmental Corp.
Total Recycling Technologies
United Solutions, Inc.
Theme: Exploring Re-Refining

The 2008 NORA Conference and Trade Show will be the biggest and best that NORA has ever had.

This year’s theme is “Exploring Re-Refining” and the speakers and presentations set for this event are world class. The design of the presentations is to educate you, the member, on these very important items associated directly with knowing the many aspects of the re-refining industry.

Even if you have no interest in establishing a re-refinery, it is important for you to understand the issues and opportunities surrounding this growing part of our industry.

Kickoff Presentation: Trends
The Future of the Automotive, Fuels and the Lubricants Industry

The NORA conference will kick off with a BANG on the afternoon of November 5th with a presentation by world-class petroleum additives enterprise Infineum.

The session will be a high energy, multi-media presentation looking at trends that will impact all of the sectors of the lubricants industry, including the heavy duty diesel and the automotive markets. Pat will provide attendees with data on the automotive industry and enhancements in powertrain technology, plus an update on lubricants for power transmission, small engine, passenger car and heavy-duty diesel applications.

The session includes a popular four minute tour of the 2008 North American International Auto Show in Detroit and many interviews with industry representatives discussing the future directions of the global automotive, fuels and lubricants industries.

Keynote Address: What World Do We Live in?

Delos Smith, a national economic expert who is regularly featured on CNBC, CNN, Bloomberg, Fox, Reuters, AP and the BBC, will explain the current economic situation and what the future holds in terms all attendees will appreciate. There will be plenty of time for questions and answers.

Delos will address the following points:

- How do we clean up this mess?
- How on earth did we get into this mess?
- What options does the new administration have?
- What will be the role of the Federal Reserve?
- What will be the role of regulatory agencies? Just right? Restrictive?

Everybody is watching Wall Street and Washington as the financial markets are in turmoil. What does it mean to you? What does it mean to your business? NORA is providing answers at the 2008 NORA Annual Conference.
• **The European Re-Refining Industry and Evolution**: This session will explore what is happening in the re-refining industry in Europe. Based on a 70 year re-refining history, hear what has worked for them in the past and how has it evolved to today. History can teach very important lessons and this session will compare and contrast failed investments as well as what has turned out to be very successful operations.

• **EPA's Final Rule on the Definition of Solid Waste** was just signed by the EPA Administrator. The EPA says the rule will encourage the safe and beneficial recycling of hazardous secondary materials. Does it? What opportunities or threats does it pose to your business? NORA's expert will provide a complete analysis of what this rule means to you.

• **Volume of Used Oil in Decline?** What are the effects of hybrids, extended oil changes and other factors on the volume of used oil. NORA is bringing in an expert to provide insight to you on what this means to the future of the liquid recycling industry.

• **Base Oil Fundamentals**: An expert from Shell Oil will address the quality and grade levels of lubricant production and refining, how are they tested and qualified, and what are they used for. Also, just how far can additive chemistry take base oils and change them to meet current and future standards. Crude oil-derived base fluids are the largest single component in most industrial and commercial lubricants. Although base oils are sometimes thought of as the ‘carrier fluid’, their properties are critical to the satisfactory performance of these products. In response, the lubricants industry has developed detailed base oil classification schemes and characterization methods. This talk will focus on the fundamentals of base oil characterization, classification and future challenges.

• **NORA Analysis of the Utah Used Oil Analytical Study**: At the Mid-Year Meeting, Utah State Officials discussed their findings from the “Analytical Testing of Used Crankcase Oil.” Their study, of spiked samples of crankcase oil for PCB, arsenic, cadmium, chromium, and lead, reported that the results were highly variable. A committee of NORA experts has reviewed the study and will provide a report in Palm Springs.

• **Who Buys Re-Refined Product and What are They Looking For?** Hear the all important question addressed, who is going to buy the material after it is re-refined. The recent past President of the Independent Lubricant Manufacturers Association will address how the typical ILMA member makes their base oil purchase decisions…..on Price? Quality? Availability? Reliability? And what other items enter this all important decision process.

• **NORA Website**: The content on this site has grown tremendously in the last year. Learn what is on the site and how you can access studies and reports related to the liquid recycling industry.

• **Green House Gas Reductions**: As an industry, how do we calculate the reductions because of our recycling efforts and why the U.S. Senate is interested?

• **Re-Refining Technology**: A panel of experts will answer your questions about technology available today and what they anticipate in the future.

• **Oily Water Managed as Used Oil**: Here the latest on this on-going concern in Region 5.

• **Hazards of Transporting, Handling, Processing and Storing Liquid Wastes and Recyclables**: Most members have not had a catastrophic event occur. A expert who has handled over 10,000 environmental claims will provide information to help you avoid this type of event.

---

**It is not too late!**

**Do not miss this opportunity!**

*All members should attend* this conference for the incredible networking and knowledge. Use the enclosed form to register. If you need assistance booking a hotel room, call 703-753-4277.
NORA Comments on California Oil Recycling Report

by Chris Harris, NORA General Counsel

The California Integrated Waste Management Board recently issued a draft report (researched and written by the Lawrence Livermore National Laboratory) entitled Improving Used Oil Recycling in California (“the Report”). NORA’s General Counsel, Christopher Harris, reviewed the Report and prepared comments on behalf of NORA. NORA’s comments include the following points.

• NORA agrees with the Report’s recommendations concerning re-evaluating the fee on lube oil sales, increasing consumer awareness and demand for re-refined lube oil, and encouraging and expanding programs for the curbside collection of used oil.

• NORA also agrees with the Report’s observation that “the designation of used oil as a hazardous waste increases the cost and limits the range of viable approaches for responsible recycling.” Further NORA agrees with the Report’s general endorsement of reliance on market forces to expand and improve used oil recycling.

• In addition, NORA agrees with the Report’s implicit point that improving used oil collection and recycling in California cannot be accomplished by precluding or discriminating against oil recyclers operating in other states.

• It is unfortunate that the Report relies on the Boughton and Horvath (2004) “study”. Any objective review of this so-called “study” will reveal that it is defective and highly biased. Its conclusions about air emissions from burning used oil fuel are based entirely on demonstrably false assumptions concerning (1) the concentration of potential pollutants in used oil fuel; and (2) the emissions of such pollutants by burners. This is the kind of “study” that makes “junk science” even more disreputable than it already is. An actual study by Entropy – which was conducted with real used oil fuel and real burners – concluded that in real world conditions (e.g. burners using air pollution equipment) used oil fuel emits virtually the same low level of contaminants as virgin fuel oil.

• In its discussion of California’s classification of used oil as a hazardous waste, the Report concluded: “The advantages of this classification are that it allows for better tracking of the used oil volumes relative to other states precisely because it is subjected to tighter regulation, and it also offers a higher degree of environmental protection.” Neither conclusion is supported by any credible evidence. The assertion that the hazardous waste classification of used oil “allows for better tracking” is absurd.

• Tracking is a function of information that is provided and retained by the generator and transporter (and available to government agencies). The requirement to provide and retain such information does not depend on a hazardous waste classification. States such as Illinois require used oil shipments to be manifested but do not label used oil as hazardous. In the late 1990s New Jersey repealed its designation of used oil as a hazardous waste but did not relax its tracking requirements.

• With respect to the assertion that California’s tracking of used oil is better than other states, it is worth pointing out that there is no study or other evidence that support such a conclusion. A state that diligently collects used oil tracking information (without labeling used oil as hazardous) does not have less information than California. Several states, e.g. Florida, Washington and Utah, operate very active used oil management programs which depend on accurate tracking information. Moreover, collecting used oil tracking information is not inherently useful. The key element is analysis. In its annual reports on used oil management, the Florida Department of Environmental Protection analyzes trends and issues observed from the data it has collected.

The report, “Improving Used Oil Recycling in California” is available on NORA’s website.
Utah Officials Discuss Analytical Testing of Used Oil at Summer Meeting

NORA Forms Subcommittee to Consider Improvements to Testing Procedures

by Jack Waggener, NORA Senior Consultant

At the NORA summer committee meetings held in Rhode Island this past June, representatives of the Utah Departments of Environment and Health presented a report on a recent study they conducted for the analysis of used oil. Analyses by commercial laboratories of unspiked and spiked crankcase oil for PCB, arsenic, cadmium, chromium, and lead were included in the study. These are the typical constituents tested to determine if used oil meets fuel specifications.

Utah DEP reported that the results from the study were highly variable, especially when concentrations were around the regulatory limits. They also reported an apparent low bias in the PCB analyses. They suggested the results raised concerns that some oil samples passing the analytical procedures might not meet specifications.

Several NORA members in the laboratory analytical field noted that with the exception of a few outlier data points, the results were typical of what could be expected in an oil matrix, and most of the PCB results were within National Environmental Laboratory Accreditation Conference (NELAC) Performance Evaluation certification limits for PCB in oil, which incorporate a statistical low bias formula based on previous data submissions. (There currently is no NELAC certification sample program for metals in oil.) Several NORA members agreed with Utah that analysis of metals and PCBs in crankcase oil is especially difficult, and that work could be useful to determine the best methods and/or method modifications for the analysis of used oil. None of the EPA SW846 methods were specifically written to meet the regulatory requirements of used oil. In SW846, there exist a variety of methods of sample preparation, cleanup, and analysis, and a performance based approach is required to determine which methods and/or method modifications best meet the needs of this regulation. Even in methods where Performance Evaluation programs have been established, such as for the PCB in oil analysis, the detection limits and acceptable precision and accuracy have been established using a clean mineral oil matrix, rather than the far more difficult and complex used crankcase oil. The Utah study in fact may be either the first, or one of the few spiking/recovery studies performed in a used crankcase oil matrix.

In short, both NORA and Utah recognize that there are real analytical issues here that for the most part are not due to laboratory error or incompetence, and are not due to a lack of goodwill or due diligence on the part of the involved parties. The NORA Board of Directors has therefore set up a subcommittee to investigate this issue further. This subcommittee will work with the Utah DEP and others, to study this issue and hopefully identify performance based solutions that improve analytical precision and accuracy in the analysis of used oil.

In the meantime, NORA members may want to consider the following when selecting a laboratory:

• Choose a lab that is very familiar with the analysis of used oil, and verify that they use EPA SW846 methods that they have performance tested internally to demonstrate that their procedures are sufficient to meet the used oil regulatory specifications in terms of quantitation level, accuracy, and precision.

• Use a lab that is NELAC certified, and that their certification includes the analysis of PCB in oil.

• If your State has a lab certification program which includes hazardous waste, ensure that the lab also has State certification.

• Make sure the lab performs all method required QC, and ask the lab to furnish a lab QC summary report with each batch of samples.
EPA Signs Final Definition of Solid Waste Rule: Fact Sheet on NORA Site

NORA has learned that the U.S. Environmental Protection Agency Administrator recently signed the “Final Definition of Solid Waste Rule”. According to EPA, the rule will encourage the safe and beneficial recycling of hazardous secondary materials. The new rule streamlines the regulation of these materials while limiting the streamlined requirements to specific, legitimate recycling activities.

The rule should be published in the Federal Register by the end of October.

NORA’s experts are thoroughly reviewing the final rule and will provide a complete analysis at the 2008 NORA Conference.

For your convenience, NORA has posted a fact sheet about the Final Rule on the NORA website. More info available at: http://www.epa.gov/epawaste/hazard/dsw/rulemaking.htm

Daytona 500 Winner & Pennzoil to Launch National DIY Clean Up Program

Daytona 500 winner Kevin Harvick waved the green flag, kicking off the Pennzoil Clean Change Campaign -- a nationwide campaign encouraging do-it-yourself oil changers to properly clean-up by recycling their used oil and pledge to maintain a clean environment.

“The root of the Pennzoil Clean Change Campaign is a pledge that Do-It-Yourself oil changers are encouraged to make to commit to staying clean by continuing to properly recycle used motor oil. For more information on the Pennzoil Clean Change Campaign, visit www.cleanchange.org.

Industry Calendar

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

Independent Lubricant Manufacturers Association
Management Forum
April 16-18, 2009, Tucson, AZ
www.ilma.org

Automotive Oil Change Association
2009 Convention
May 26-29, 2009, Atlanta, GA
www.aoca.org

Independent Lubricant Manufacturers Association
Annual Meeting
October 10-13, 2009, Miami, FL
www.ilma.org

Industrial Lubricant Manufacturers Association Management Forum

Many of the articles below have been previously published on the NORA website.

Daytona 500 Winner & Pennzoil to Launch National DIY Clean Up Program

Daytona 500 winner Kevin Harvick waved the green flag, kicking off the Pennzoil Clean Change Campaign -- a nationwide campaign encouraging do-it-yourself oil changers to properly clean-up by recycling their used oil and pledge to maintain a clean environment.

“Each week when I step out of the No. 29 car after the race is finished, the first thing I reach for is water,” said Harvick. “I know first-hand how important clean water is to our health. I’m proud to be teaming up with Pennzoil to help our water stay clean and promote steps we can all take to help protect our environment.”

The root of the Pennzoil Clean Change Campaign is a pledge that Do-It-Yourself oil changers are encouraged to make to commit to staying clean by continuing to properly recycle used motor oil. For more information on the Pennzoil Clean Change Campaign, visit www.cleanchange.org.

Industry Calendar

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

NORA Annual Conference
November 5-7, 2008, Rancho Mirage, CA
www.noranews.org

National Asphalt Pavers Association
Annual Meeting
January 18 - 21, 2009, San Diego, CA
www.hotmix.org

National Automotive Dealers Association
Annual Convention
January 24-27, 2009, New Orleans, LA
www.nada.org

NORA Winter Meeting
February 4-6, 2009, New Orleans, LA
www.noranews.org
Clean in Place - Self Cleaning Filter
for the
Petroleum Industry - Refining & Recycling

Where Used:
- Oil Recycling
- Petrochemical Processing
- Trucks - DC Motor

Advantages
- Eliminate Filter Bags
- Improve Product Reliability
- Protect Downstream Equipment
- Eliminate Spillage and Resulting Waste and Environmental Liability
- Minimize Disposal and Other Environmental Costs
- Reduce Labor Costs

Features
- Constant Cleaning
- Back-flushable
- 316 Stainless Steel
- Filter as small as 10 micron or as large as customer requirements
- Flow rates to 5,000 gal/min.
- Pressures to 400psi
- Temperatures to 400° F+

Spencer Machine & Tool Co.
6205 Gheens Mills Road
Jeffersonville, Indiana 47130
Phone: 1-800-801-4977 • Fax: 812-282-7272
www.spencerstrainer.com
University Students Spreading Oil Recycling Awareness

As Ambassadors of the B.C. Used Oil Management Association (BCUOMA), Amy Cheung and Linnaea Wiseman, both Communications students at SFU, are helping spread the word about proper oil recycling, informing residents of Chilliwack about the 15 registered recycling facilities locally and the general public about the 520 facilities taking part province-wide.

“One litre of oil can contaminate one million litres of our fresh water.” Cheung said. “Our goal is to let people know that there is an easy and proper way to recycle used oil.”

Their message has obviously been getting across as oil recovery in B.C. rose from 53 to 70 per cent in 2007, despite the B.C. Used Oil Ambassador program launching just its third campaign.

“We pay for the levy (as citizens) so it’s in our best interest to take part and recycle,” Wiseman said. “Oil gets into our streams, rivers—our own water supply everyday. It’s important that we are aware about the things we can do to help prevent this.”

The two co-op students will be traveling around in their eco-friendly vehicle for the next three months talking to regional district officials, waste management officers and solid waste coordinators about initiatives and possible solutions for proper oil recycling.

NORA Member Lube Stop Announce EcoGuard Oil Change Service Offering

The Lube Stop, Inc. (Lube Stop), Northeast Ohio’s largest independently owned quick oil change company announced the addition of the EcoGuard oil change service to its existing conventional, high mileage, and full synthetic oil change services.

The EcoGuard service uses Lyden Oil Company’s Pro-Guard ECO Motor Oil made from re-refined base oil stocks that meets or exceeds all manufacturer requirements and current ILSAC, API and U.S. Military certifications. Lube Stop is the only quick oil change company in Northeast Ohio and one of the first in the United States to actively promote a more sustainable oil change service using re-refined motor oils.

“Given the capabilities of today’s re-refining technologies, the broad adoption and use of re-refined motor oil is long overdue,” said Tom Morley, president of Lube Stop. “Our EcoGuard oil change is a more sustainable service that helps the environment, helps differentiate Lube Stop and furthers our mission to become a more sustainable business. I don’t mind if competitors copy us on this one given the positive implications it will have for the environment.”

Lube Stop Pursuing a “Closed-Loop” Service

Lube Stop has recently partnered with Columbus-based Heartland Petroleum, also a NORA member, who will collect Lube Stop’s used motor oil.

Heartland is completing the construction of the first oil re-refinery in Ohio and only the fifth such facility in North America. Once completed, Heartland will re-refine used oil, including oil from Lube Stop, to create 15 million gallons of Group II+ base oil stocks annually. Those base stocks will be used to blend more re-refined motor oil, ultimately creating a “closed-loop” system among Lube Stop, its suppliers and customers. The result is a more sustainable service that conserves natural resources, reduces emissions and prevents environmental contamination.

Pricing and Availability

The price of the EcoGuard oil change service will be $36.99 and is immediately available at all Lube Stop locations in 5W30 and 5W20 viscosities. A 10W30 viscosity will not be offered. The concept for the service was born out of Lube Stop’s Sustainability Program, an ongoing program focused on reducing the company’s ecological footprint and improving the communities in which it operates. Additional details on how Lube Stop is working to help the environment in Northeast Ohio and beyond can be found in the ENVIRONMENT section of LubeStop.com.
Register Now for NORA Golf Tournament

The 2008 NORA Golf Tournament will be held on the afternoon of November 6th at Rancho Mirage’s World-Class Palm Springs Golf Resort Club.

The tournament is sponsored by Dexsil Corp.

If you have not registered for golf yet, use the enclosed registration form and fill it out just for golf. Please handwrite your handicap on the form and fax it in quickly. The golf tournament is only $110. Spots are filling fast.

Located in the breathtaking desert valley setting of Rancho Mirage, the course is a favorite destination for Palm Springs golf resort vacations and corporate retreats.

The Rancho Las Palmas Country Club is home to a Ted Robinson designed 27-hole golf course, with fairways that meander over gently rolling terrain and around six lakes at the base of snow-capped Mount San Jacinto. Lose yourself in the gentle contours of this course, renowned for its secluded sand traps, rolling terrain, palm-lined fairways, and magnificent mountain views.

Register Now for NORA Golf Tournament

November 5-7, 2008
Rancho Las Palmas Resort & Spa
Rancho Mirage, California

Tentative Agenda
Subject to Change - Updated info at www.noranews.org

Wednesday, November 5
11:00 AM - 3:00 PM  Exhibitor Set Up
11:00 AM - 3:30 PM  Registration
2:00 PM - 4:00 PM  NORA Conference Sessions Open
4:00 PM - 4:30 PM  New Member/Board Member Reception (only open to new members and Board Members)
4:30 PM - 7:30 PM  Grand Opening Reception in Trade Show

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

Friday, November 7
8:00 AM - 9:00 AM  Continental Breakfast in Trade Show
9:00 AM - 10:30 AM Conference Sessions Open
10:30 AM - 11:15 AM Refreshment Break in Trade Show
11:15 AM  Exhibitor Tear Down
11:15 AM - 12:15 PM Conference Sessions Open
1:30 PM - 5:30 PM  NORA Off-Site Event to be determined
6:00 PM - 10:00 PM  DO NOT MISS THIS THE NORA Closing Party
                  Old Mining Camp at San Andreas Fault

(812) 858-3147 OR 888 MCC-CHEM
Bryan.Gray@weatherford.com
Curtis.Ellis@weatherford.com
www.mcc-chem.com

Manufacturer of specialty chemicals in these areas:
- Used Oil Demulsification
- Industrial Waste Water Treatment
- Antifreeze Recycling
- Oil and Gas Production
- Industrial Cleaners and Solvents
- Metalworking Fluid
- Oilfield Intermediates
- Hydrogen Sulfide Scavengers
- Lubricants
NORA’s membership has grown to over 225 members this year. NORA relies heavily on word of mouth marketing. Please refer NORA to your peers and suppliers. Sixteen companies joined NORA in the past few months.

<table>
<thead>
<tr>
<th>Company</th>
<th>Contact</th>
<th>Location</th>
<th>Phone</th>
</tr>
</thead>
<tbody>
<tr>
<td>AB Environmental</td>
<td>Lawrence Bernard</td>
<td>Bohemia, NY</td>
<td>631-567-6545</td>
</tr>
<tr>
<td>Agricultural Services, Inc.</td>
<td>Richard Norton</td>
<td>Nash, TX</td>
<td>903-838-5164</td>
</tr>
<tr>
<td>Amchem Inc.</td>
<td>Craig Abernathy</td>
<td>Longview, TX</td>
<td>903-236-0138</td>
</tr>
<tr>
<td>Certified Labs/Purewash</td>
<td>Mark Lewis</td>
<td>Irving, TX</td>
<td>480-586-5178</td>
</tr>
<tr>
<td>Chem Champ North America</td>
<td>Dennis Mount</td>
<td>Canada</td>
<td>613-594-3337</td>
</tr>
<tr>
<td>Clear Choice Antifreeze</td>
<td>John Panasewicz</td>
<td>Denver, CO</td>
<td>303-227-9900</td>
</tr>
<tr>
<td>Enterprise Oil</td>
<td>Andy Pritchard</td>
<td>Knoxville, TN</td>
<td>865-558-0533</td>
</tr>
<tr>
<td>Houlihan Lokey</td>
<td>Scott Sergeant</td>
<td>New York, NY</td>
<td>212-497-4275</td>
</tr>
<tr>
<td>North American Lubricants</td>
<td>Kyle Read</td>
<td>Scottsdale, AZ</td>
<td>800-430-6252</td>
</tr>
<tr>
<td>Omega Refining LLC</td>
<td>Mark Reinhardt</td>
<td>Marrero, LA</td>
<td>504-349-7200</td>
</tr>
<tr>
<td>Plummer’s Environmental Services</td>
<td>Nick Williams</td>
<td>Byron Center, MI</td>
<td>616-877-3930</td>
</tr>
<tr>
<td>Puralube, Inc.</td>
<td>Todd White</td>
<td>Wayne, PA</td>
<td>610-293-5718</td>
</tr>
<tr>
<td>Purvin &amp; Gertz</td>
<td>Blake T. Eskew</td>
<td>Houston, TX</td>
<td>713-331-4000</td>
</tr>
<tr>
<td>Vertex Residual Management (VRM)</td>
<td>Kory Wynegar</td>
<td>Houston, TX</td>
<td>281-486-4182</td>
</tr>
<tr>
<td>VLS Recovery Services</td>
<td>Platt Moore</td>
<td>Mauldin, SC</td>
<td>864-962-9953</td>
</tr>
<tr>
<td>Werts Welding &amp; Tank Service</td>
<td>Monte Anderson</td>
<td>Wood River, IL</td>
<td>618-254-6967</td>
</tr>
</tbody>
</table>
Member Spotlight

NORA has over 200 members. Each issue of liquid Recycling will feature a different member.

Company Name & Headquarters: Jebro Inc.

When was it started: Company started as a liquid asphalt terminal in 1972.

NORA member since: 2007 (Have attended annual meetings since 1995).

What services do you provide? Jebro Inc. offers used oil collection service in the following states: IA, MO, KS, NE, IL, SD, ND, MN. Jebro provides used oil, anti-freeze, oil filter, oily water and oily absorbent collection

Why are you a member of NORA? NORA has produced many partnerships and business ideas over the years. We have been able to build a lot of positive relationships.

2009 NORA Winter Meeting Announced: Mark your calendar

Join NORA in New Orleans for the 2009 Winter Meeting at the Ritz Carlton, New Orleans, February 4-6, 2009.

The NORA Winter Meeting attracts over 100 leaders from the liquid recycling industry for networking and to address regulatory & business issues facing members.

Registration and hotel info will be distributed in late November. Hotel rooms will be available during the NORA meeting for the discounted rate of $189/night.

Situated at the confluence of the mighty Mississippi River and the picturesque Gulf of Mexico, New Orleans, Louisiana is often referred to as the most unique city in America. Due in part to its prominent annual events such as Mardi Gras and Jazz Fest, New Orleans is continually ranked among the world’s most popular tourist destinations.

The Big Easy, as New Orleans is known, was originally a French colony in the early 1700’s. The Spanish took control from 1769 to 1800 when Spain transferred Louisiana back to France. In 1803, U.S. President Thomas Jefferson adroitly bought the territory from France for $15 million when the territory was sold to the United States by Napoleon as part of the Louisiana Purchase. The city’s ever-present celebratory spirit is evident in the French Quarter, embodied by those who live there and can be found in every neighborhood throughout the city.

The Ritz-Carlton, New Orleans hotel welcomes visitors with genuine Southern hospitality and singular flair. From its premier location on the edge of the French Quarter, the hotel’s location provides guests easy access to most of the city’s popular and unique attractions. The hotel features a newly-renovated 25,000 square-foot destination spa with twenty-two treatment rooms and Spa Café, a new signature restaurant, two lounges, 35,000 square feet of meeting space and it is in close proximity to numerous antique stores, art galleries and restaurants.
Testing Used Oil Has Never Been Easier

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

HydroSCOUT®
Quantify Water in Used Oil

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

One Hamden Park Drive • Hamden, CT 06517 • 203-288-3509 • www.dexsil.com
Four easy steps & you are registered. Complete one form for each person - copy form for additional attendees. Only one form required to include payment information.

Contact Info

Name
Company
Address
City
State
Zip
Phone
Fax
Email
Web

Make your registration choices

Full Registration (You can assign or change names to the registration at any time) Includes all conference sessions, conference materials, exhibit reception (members only), two continental breakfasts, three breaks, Friday Night Dinner Party.

Payment must be faxed or postmarked by the dates to be eligible for the discounted prices.

Lowest Price - Register Today

<table>
<thead>
<tr>
<th>Category</th>
<th>Regular (by Oct 31)</th>
<th>Late (after Oct 17)</th>
</tr>
</thead>
<tbody>
<tr>
<td>NORA Member - First person</td>
<td>$700</td>
<td>$730</td>
</tr>
<tr>
<td>NORA Member - Additional person</td>
<td>$600</td>
<td>$630</td>
</tr>
<tr>
<td>Non-Member - First person</td>
<td>$2100</td>
<td>$2200</td>
</tr>
<tr>
<td>Non-Member - Additional person</td>
<td>$2000</td>
<td>$2100</td>
</tr>
<tr>
<td>Government Representatives</td>
<td>$300</td>
<td>$350</td>
</tr>
</tbody>
</table>

Spouse/Guest Meal Package

$150 Includes Exhibit Reception (members only), Thursday "Conference Widow’s Brunch", Thursday afternoon, Friday Night Dinner Party.

Golf

Sponsored by Dexsil

Payment Options

Total Amount Due $________

All payments are in US Dollars, drawn on US Bank.

☐ Check (payable to NORA) ☐ American Express ☐ Visa ☐ MasterCard

Name on Card __________ Signature __________

Exp. Date

Book Your Hotel NOW! This is an Elite Resort. Call (866) 423-1195 or use the link at noranews.org. The group code is nora118. A great rate of just $179/night (plus resort fee) is available.

Rancho Las Palmas, 41-000 Bob Hope Drive, Rancho Mirage, CA 92270.
2008 NORA Annual Conference Sponsorship Opportunities

All members should be a sponsor to help make this an amazing event. Thank you in advance for your generosity. For just a small contribution, you can support your industry and your business. This is a “once a year event” sponsorship opportunity to promote your company to the entire industry. All sponsors will be thanked in the newsletter, on an oversized sign at the conference and in the conference books. First come, first served.

**Computer Kiosk Sponsor**  
*Only one available.*  
$4000  
For the first time, you have the opportunity to sponsor a computer kiosk near the NORA registration desk. There will be 3 computers where members will have a link to your website, the NORA website or their email. As a sponsor, you get your logo and link on the login screen and your logo on signage at the kiosk.

**Keynote Speaker Sponsor**  
*Only one available.*  
$3500  
For the first time, you have the opportunity to sponsor the NORA keynote speaker. NORA will have a national expert on hand to address the nation’s financial situation as it relates to our industry. This is an event that will pack the room. As a sponsor, you get your name mentioned before the speaker goes on and you will have your logo on the large screen behind the speaker the entire time of the keynote speech.

**Premier Sponsor**  
*Only one available.*  
SOLD $2200  
Your logo will be prominently featured on the front cover of the NORA Conference Book and on the Welcoming Banner. Your logo will be highlighted on the Name badges. You get a complimentary full page ad. Your company will be thanked at the annual meeting. In the post-conference newsletter, your company’s logo will be highlighted on the front page. In addition, we will print your logo (large) on our fabric conference bags.

**Gold Sponsor**  
*Only two available.*  
SOLD $1290  
Your logo will be prominently featured on the back cover of the NORA Conference Book. You get a complimentary full page ad. Your company will be thanked at the annual meeting. In the newsletter, your company’s logo will be highlighted on the back page. In addition, we will print your logo (medium) on our fabric conference bags.

**Ribbon Cutting Sponsor**  
*Only 2 available*  
$800  
On Wednesday evening, your company will be announced and thanked to all the attendees waiting to enter the hall before the ribbon is cut. This also includes the sponsorship of the entertainment to lead the attendees into the event.

**Lanyard Sponsor**  
*Only one available*  
SOLD $650  
Your company logo will be printed on the lanyard handed to all attendees.

**Grand Opening Exhibit Reception**  
$Limited availability*  
$400  
This member only event is great exposure for you at NORA’s premier networking event. Your logo will be prominently displayed on all signs for the reception. Your company will be thanked at the reception. Your logo will be shown next to this event on all conference schedules.

**Full Page Ad in Conference Book**  
$Limited availability*  
$400  
Full page, black and white ad in the front of the Conference Book distributed to all attendees. We will even produce your ad.

**Bag Sponsor**  
*Limited availability.*  
$300  
Your logo will be printed on fabric conference bags.

**Spouse Brunch Sponsor**  
$300  
Each year, we have more and more spouses attending. This sponsorship helps upgrade the food for the spouses’ brunch on Thursday.

**New Member Reception Sponsor**  
*Only 8 available.*  
$250  
All new members will be hosted in the exhibit hall prior to the ribbon cutting. Each new member will be handed a bag with information/handouts included from the new member reception sponsors.

**Thursday Continental Breakfast**  
$250  
Your logo will be prominently displayed on all signs for the breakfast. Your company will be thanked at the dinner. Your logo will be included next to this event on all conference schedules.

**Friday Continental Breakfast**  
$250  
Your logo will be prominently displayed on all signs for the breakfast. Your company will be thanked at the dinner. Your logo will be included next to this event on all conference schedules.
## Contact info

<table>
<thead>
<tr>
<th>Name</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>Company</td>
<td></td>
</tr>
<tr>
<td>Address</td>
<td>City</td>
</tr>
<tr>
<td>Phone</td>
<td>Fax</td>
</tr>
</tbody>
</table>

Email your logo to NORA using the info below by 10/24/2008 if we do not have it on file.

## Choose your sponsorships

- Computer Kiosk Sponsor (Only 1 available) $4000
- Keynote Speaker Sponsor (Only 1 available) $3000
- Premier Sponsor (only 1 available) $2200
- Gold Sponsor (only 2 available) $1200
- Ribbon Cutting Sponsor (2 available) $800
- Lanyard Sponsor (only 1 available) $650
- Grand Opening Exhibit Reception $400
- Full Page Ad in Conference Book $400
- Bag Sponsor $300
- Spouse Brunch Sponsor $300
- New Member Reception Sponsor $250
- Thursday Continental Breakfast $250
- Friday Continental Breakfast $250

## Payment options

- **Total Amount Due** $ \( \text{________________________} \)
  - Check (payable to NORA)
  - American Express
  - Visa
  - MasterCard

Name on Card | Signature
---|---
Card Number | Exp. Date

Submit your reservation

Credit Card Only: Fax to NORA at 703-753-2445
Check or Credit Card: Mail to 5965 Amber Ridge Road, Haymarket, VA 20169
Questions: Call 703-753-4277 or email sparker@noranews.org
Choose your sponsorships

☐ LEVEL 1
$10,000
Only 1 available!

☐ LEVEL 2
$5000
Only 4 available!

☐ LEVEL 3
$2000
Only 8 available!

☐ LEVEL 4
$1000
Only 12 available!

☐ LEVEL 5
$500

Payment options

Total Amount Due $________________________  All payments are in US Dollars, drawn on a US Bank.

☐ Check (payable to NORA)  ☐ Invoice Us  ☐ AmEX  ☐ Visa  ☐ MasterCard

Name on Card
Signature
Card Number
Exp. Date

Submit your reservation
Credit Card or Invoice: Fax to NORA at 703-753-2445
Check or Credit Card: Mail to 5965 Amber Ridge Road, Haymarket, VA 20169
Questions: Call 703-753-4277 or email sparker@noranews.org