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2012, Issue 1

liquid Recycling

used oil • parts cleaning • anti-freeze •

filters & absorbents • wastewater • chemicals

2012 NORA Annual Conference & Trade Show Bonita Springs, Florida November 7-10, 2012

Details on pages 14 - 16

NORA Awaits Final EPA Rule That Endangers Used Oil Recycling

On February 22, 2012, NORA submitted lengthy comments on EPA's revised proposal to classify certain non-hazardous secondary materials ("NHSM"), including off-spec used oil, as solid waste-derived fuels. NORA's comments repeated its position that Congress has adopted legislation, such as the Used Oil Recycling Act of 1980, which directs EPA not to discourage used oil recycling. However, ignoring Congress' clear legislative intent, EPA's proposal would dramatically impair the legitimate recycling of off-spec used oil which would inevitably lead to improper disposal of off-spec used oil.



NORA pointed out that there would only be about 10 permitted incinerators after the implementation of the NHSM rule. Even if these 10 incinerators operated 24 hours a day for 365 days a year they would never be able to provide the burning capacity to destroy all the solid waste fuels (including used oil)

designated by the proposed rule. These 10 incinerators would, of course, charge for their incinerator services, probably at rates comparable to hazardous waste incineration. Incineration fees, together with the transportation costs and the lengthy delays before an incinerator could handle any given load of off-spec used oil fuel would make the entire effort to incinerate off-spec used oil fuel entirely unfeasible.

Nor could off-spec used oil be landfilled because disposal of liquids in landfills is generally prohibited. Blending off-spec used oil with on-spec used oil or virgin petroleum products is not an option because the overall cost of blending would not produce fuel products that could be sold at competitive prices. Because the market for off-spec used oil fuel in the United States would be eliminated as a result of the NHSM rule, some of this fuel would be transported to China whose thirst for energy is virtually unquenchable. Ironically, EPA's rule would compel burning off-spec used oil in China where pollution controls are almost non-existent but would prohibit burning the same fuel in facilities in the United States with stringent section 129 permits and emission controls.

NORA also emphasized that off-spec used oil fuel should be considered a legitimate alternative fuel. Relying on extensive testing of off-spec used oil by Summit Laboratories, NORA also demonstrated that off-spec used oil is cleaner than coal and tire-derived fuel, both of which have been determined by EPA to be "legitimate" fuels. Summit Laboratories provided its laboratory analysis of dozens of samples of off-spec used oil at no charge to NORA – an extraordinarily generous and helpful contribution to NORA's effort to prevent EPA's designation of off-spec used oil as a solid waste-derived fuel. NORA plans to supplement its comments by submitting analysis of additional off-spec used oil samples. These additional samples will further confirm that off-spec used oil is cleaner than coal and tire-derived fuel.

While EPA considers the comments NORA (and many other industry trade associations) have submitted on EPA's revised proposal, the litigation (in the District of Columbia Circuit Court of Appeals) challenging the original NHSM proposed rule has been put on hold. NORA will need to carefully evaluate the final rule when it is issued. It is likely, however, that NORA will renew its litigation if EPA once again designates off-spec used oil as a solid waste-derived fuel. NORA's General Counsel, Christopher Harris, observed that NORA will be armed with an additional powerful argument in future litigation. According to Harris, "because NORA has clearly proven that off-spec used oil meets EPA's "legitimacy criteria" for alternative fuels, any final decision by EPA to place off-spec used oil fuel in the solid waste category will be arbitrary and capricious – the standards courts use to overturn agency regulations."

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2012 Elections

Elections have consequences.

At the national, state and local levels, our elected leaders have tremendous power over a wide variety of issues, including policies and regulations that are of interest to responsible recyclers of used oil and related materials.

One example is EPA's attempt to classify certain non-hazardous secondary materials as 'solid waste.' As demonstrated in articles in this newsletter, this effort by the agency would have an immediate negative impact on the off-spec used oil market and raise potential long-term concerns for the on-spec used oil market.

NORA is actively working with the Executive, Legislative and Judicial branches to defend the rights of its members to responsibly recycle used oil and related materials.

The EPA Administrator, an unelected post that is appointed by the President and approved by Congress, oversees the agency's \$8.5 billion/year budget and over 17,000 full-time employees.

What You Can Do: When Speaker of the House Tip O'Neill was running for re-election in 1982, he coined the phrase, "All politics is local." This continues to be true today.



As a NORA member, you have a responsibility to inform your candidates (particularly for the US House and Senate) about the issues that matter to you and your industry.

Consider inviting candidates (regardless of party affiliation) to your facility this summer. Even if they are not able to visit, you can still communicate your interests. NORA members should be proud to be part of an industry that responsibly collects and recycles nearly a billion gallons of used oil and related materials each year.

If you need help with this effort, contact me. Please note that many Congressional Districts have new boundaries following the 2010 census.

The election will be held November 6th. Our voice matters.

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Lubes'n'Greases Magazine Recognizes NORA's Efforts in Fight Against EPA

Lubes'n'Greases, a major industry publication for the global lubricants and grease industry, recognized in its April issue NORA's efforts in its fight against EPA's proposed rule. The EPA rule would classify certain non-hazardous secondary materials, including off-spec used oil, as solid waste-derived fuels.

The magazine, which reaches nearly 16,700 subscribers in the global lubricants industry each month, highlighted NORA's efforts in its article titled "Toe to Toe with EPA: Recyclers Take on Agency over Waste Oil Rule."

Agency over Waste Oil Rule," featuring NORA Executive Director Scott D. Parker and Chris Harris, NORA's general counsel.

"EPA's misguided solid waste rule regarding off-spec used oil and Sierra Club's corresponding lawsuit related to on-spec used oil, if unchallenged, will negatively impact all recyclers of used oil," Parker said. "NORA's recent efforts to defend the rights of members to responsibly recycle used oil and related materials is attracting the attention of many related groups and publications including *Lubes'n'Greases*."

NORA's latest comments to EPA's proposal pointed out that the rule would dramatically impair the legitimate recycling of off-spec used oil and would contradict Congress' legislative mandate to encourage used oil recycling.

If EPA's rule is adopted as proposed, off-spec used oil would have to be incinerated. However, fewer than 10 incinerators in the United States would be operational and commercially available. Therefore, the practical outcome of the rule would be widespread improper disposal as well as shipments to China, which requires very few air pollution controls.

Toe to Toe with EPA Recyclers Take on Agency over Waste Oil Rule



Collection of household used oil in California (www.epa.gov)



By David McFalls

In mid-February, The Economist's cover depicted a high stack of paperwork, with the headline "Over-regulated America." From small, mind-numbingly accurate to colossal, nationwide regulatory efforts, the magazine detailed the regulatory quagmire the United States has sunk into.

It didn't cite, but certainly could have, the example of an EPA final rule published on March 21, 2011, which reinterpreted the definition of "solid waste" to include many additional materials—including "off-specification" used oil.

Under 40 CFR Part 241 ("Identification of Non-hazardous Secondary Materials that are Solid Waste"), EPA ruled that off-spec used oil could not be burned in a fuel oil, as it is now, but must be incinerated in more stringent permitted waste disposal facilities, to ensure contaminants are not released into the air.

The rereading got the swift attention of members of NORA, an Association of Responsible Recyclers. Concerned that used oil from industrial sources was about to become a solid waste, and lose its status as a legitimate fuel, NORA's

board of directors decided a year ago, in April 2011, to sue EPA. The change, it argued, constituted a very bad precedent for oil recycling, and had policy for the environment as well.

NORA and other industries sent detailed comments on why the rule should be stayed, and on June 16, 2011, NORA sued EPA in the U.S. Court of Appeals for the District of Columbia Circuit. On Dec. 23, EPA "responded" in rule, effectively temporarily withdrawing the original version and allowing affected industries to make additional comments. On Feb. 21, NORA did just that;

on the same day to did Earthjustice, an affiliate of the Sierra Club which argued that the rule needed to be even stronger.

Christopher Harris, NORA's general counsel since 1994 (when the group was still called the National Oil Recyclers Association), observes that NORA pulled no punches in its written comments. The comments blasted the EPA rule as "not rational," "intellectually dishonest," "arbitrary and capricious," "producing unintended consequences," "no logical justification or environmental benefit," and "unsound public policy."

NORA's suit and comments, says Harris, "can be viewed as the first round in a 10-round boxing match, with neither side willing to throw in the towel."

NORA's focus is used oil, but the EPA rule targets other materials, too, which drew the attention of a host of other associations, including the rubber, forestry products and foundry industries, plus the National Association of Manufacturers. NAM is

not an association heavy-weight, not in the same league, for example, as the American Petroleum Institute or the American Chemistry Council.

Still, this small association has taken the big-time step to take on EPA, and its members have voluntarily pooled up close to \$150,000 for the challenge.

NORA's focus is used oil, but the EPA rule targets other materials, too, which drew the attention of a host of other associations, including the rubber, forestry products and foundry industries, plus the National Association of Manufacturers. NAM is

concerned over the likely increased cost of manufacturing and loss of jobs which the new rule will cause.

What's On, What's Off? Off-spec used oil, mostly generated from motor vehicles, is considered by EPA to be a traditional fuel, and EPA has proposed no change in its classification. By volume, on-spec oil is the far larger portion of used oil, accounting for more than 95 percent of the roughly 1 billion gallons generated and collected annually.

Off-spec used oil, by contrast, is generated through industrial uses. It also has been considered a traditional fuel for more than 80 years, and much of it can be burned in facilities which meet air emission control standards prescribed in Section 112 of the federal Clean Air Act (CAA).

There are lots of Section 112 facilities across the United States, including cement kilns, steel mills and power plants. Oil recycling companies may pay generators of used oil for fuel oil or be paid to collect it, depending on the situation. They then process it into a range of off-spec fuel products for marketing to industrial burners. Used oil is considered a valuable product, not a hazardous waste, and it's a healthy market. Dehydrated used oil has the same BTU content as virgin fuel oil.

The EPA rule, however, would convert off-spec used oil's classification to a "solid waste" because it contains contaminants at levels that are not comparable to those in traditional fuels. NORA strongly disagrees with this assessment and the data

LUBES'N'GREASES 27



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Defense Fund Update

The NORA Board of Directors decided to sue EPA regarding the solid waste rule in April 2011. The anticipated budget required to properly fund this important challenge was \$150,000. Thanks to NORA members, the association reached its goal just one year later in April 2012.

The NORA Board thanks the 55 NORA member companies who have supported this important issue. A full list of contributors can be found at www.noranews.org/?defensefund

Although NORA reached its original Defense Fund goal, the association still needs your help in this ongoing legal battle. NORA's annual budget does not support this type of project.

If you have not already supported this effort, please consider doing so today. NORA can only fully defend all responsible markets for used oil if the membership supports this effort.

To receive a defense fund contribution request form, email peggy@noranews.org.



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NORA & Executive Office of the President Meet Regarding Revised EPA Proposal

NORA addresses OMB and CEQ about arbitrary 'liquids to liquids' only comparison that would unfairly affect used oil recyclers

Washington, DC (May 31) – NORA representatives met with officials from two entities of the Executive Office of the President, the Office of Management and Budget (OMB) and the White House Council on Environmental Quality (CEQ) on Thursday, May 31.

The meeting regarded EPA's revised proposal from December 23, 2011, entitled "Commercial and Solid Waste Incineration Units: Non-Hazardous Secondary Materials That Are Solid Waste." Representatives from the Environmental Protection Agency were also in attendance.

OMB is a Cabinet-level office, and is the largest office within the Executive Office of the President of the United States. OMB oversees and coordinates numerous areas, including regulatory policies.

The CEQ coordinates federal environmental efforts in the United States and works closely with agencies and other White House offices in the development of environmental and energy policies and initiatives.

The EPA proposal would classify certain non-hazardous secondary materials, including off-spec used oil, as solid waste-derived fuels and create potential long-term risks to the on-spec used oil recycling market.

NORA issued comments on the EPA revised proposal in February 2012, and the final rule is likely to be released this summer.

NORA is concerned that EPA is considering used oil differently than other materials because of its liquid properties. As such, NORA requested a meeting with OMB, which is charged with reviewing language for EPA rules.

"This meeting was important to alert federal officials that EPA will be releasing a rule that may only allow comparison of fuels that exist in the same physical form," said NORA Executive Director Scott D. Parker. "This restriction is only applicable to used

oil and would mean that liquid fuels may only be compared to liquid fuels for contaminants comparison purposes. If this restriction is included in the final rule, NORA members would be the victims of an arbitrary rule that would adversely and unfairly affect the used oil market."

NORA representatives included Parker, Senior

Consultant Jack Waggener and Douglas Green of the Venable Law Firm.

NORA's General Counsel, Christopher Harris, was heavily involved in preparations for the meeting.



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NORA relies heavily upon word of mouth marketing. Now you can help NORA and yourself!

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Email sparker@noranews.org complete contact info (including email) for a prospective member and NORA will send info on joining and/or exhibiting. A follow up call from you will certainly help.

To be eligible, companies referred should not be a NORA member or a former NORA member who was active in 2011.

The TV or iPad will be shipped directly to you after the 2012 NORA conference.

To get credit for referring a member or exhibitor, your name should be listed on the "Referred by" line of the membership application or exhibitor form. To qualify, the new member needs to join between January 1, 2012 and November 6, 2012.



Only one company may receive credit for a new member or exhibitor. For complete contest rules, contact NORA.

Note: The iPad and TV shown are for display only. NORA will be responsible for choosing the actual product that is shipped.



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NORA now communicates these offerings regularly with 1500+ member and prospective member contacts. To learn more about NORA Classified advertising, contact NORA at sparker@noranews.org or 703-753-4277.

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Ecologix EC300 / ED300 Evaporator: natural gas fired, 3-phase power. 4 years old and in excellent condition. Rated at 300 gallons per hour. Has an oil skimmer, sludge auger, autofill, completely automatic. Two 1,500-gallon storage tanks (Poly) included. Region: Midwest
Asking price: \$40,000 <https://noranews.org/?Evaporator>

Needed

One Million+ Gallons of Used Oil: A NORA member located in the United States is developing a new facility that will re-refine used oil (used industrials -- off-spec with certain limitations -- as well as used crankcase oils). They are looking for companies that can provide at least one million gallons of dedicated used oil. Incentives will be offered, such as profit sharing, leasing equipment and tanks, as well as a commitment to pay market price for the used oil.
<https://noranews.org/?UsedOilNeeded>



Employment

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Must have at least two years experience in the following: vacuum truck services and oily wastes and industrial cleaning, tank cleaning, emergency response, hazardous and non-hazardous waste profiling and disposal. Good pay and benefits. Please send your resume and salary requirements to cs@howcousa.com.

HOWCO - Inside Caller Sales

Must have at least two years experience on a used oil collection truck or similar experiences, purchasing used oil from customs, and making telephone sales. Good pay and benefits. Please send your resume and salary requirements to cs@howcousa.com.

Trucks

HOWCO - 1996 Kenworth T-300 Recovery Truck

With drum deck and lift gate, 3" roper pump, 3,300 gallons capacity, three compartments, Cummings 8.3 L Allison transmission, 497,000 miles, runs good, needs paint. To make an offer, contact Tim Hagan at thagan@howcousa.com or 727-804-4446.

HOWCO - 1989 Kenworth T-800 Recovery Truck

With drum deck and lift gate, 3" roper pump, 3,000 gallons capacity, two compartments, Cummings L10 9-speed transmission, 264,000 miles. To make an offer, contact Tim Hagan at thagan@howcousa.com or 727-804-4446.

liquid Recycling



DOT Alters NORA Exemption

The U.S. Department of Transportation (DOT) recently altered the procedure for NORA members to receive a special exemption (called an Approval) from its HAZMAT regulations.



The Approval, which NORA first obtained for its members in 1996, allowed drums of solvents (up to 30 gallons) to be shipped without being subject to a "leakproofness test" -- provided certain conditions were met. At NORA's request, DOT has periodically renewed this Approval, which was available to all NORA members in good standing. DOT now intends to apply more scrutiny to the Approval process.

Instead of providing a blanket exemption, DOT requested that NORA provide company names and contact information of companies that genuinely have an interest in this Approval. DOT will then conduct a "fitness review" that includes, for example, an assessment of a company's record of accidents and enforcement actions involving hazardous materials. NORA's DOT contact expects most companies will pass the fitness review with no problem and the Approval, specific to each company, will be promptly issued by DOT.

On May 21, 2012, NORA sent the DOT a list of 29 members who wish to maintain the NORA approval.

If you would like to learn more about this NORA program, contact Scott D. Parker at sparker@noranews.org or 703-753-4277.



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All New: NORAnews.org

The new NORA website (www.noranews.org) has been live since the beginning of the year. Many members have begun using the website to take advantage of all the valuable services it provides. Whether you're signing up for an event, downloading an industry report or searching for a trading partner, noranews.org is your information center for the liquid recycling industry.



Visit www.noranews.org to:

- Sign up for events
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- Join committees and groups
- Access reports and business documents
- Access association and industry news articles
- Download the NORA logo to use for business purposes
- View past issues of NORA eNews
- View classifieds to find new equipment and more
- Visit the online store to purchase NORA truck decals
- Learn more about NORA advertising opportunities
- Make a donation to NORA's Defense Fund
- Securely pay your membership dues
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Logging in for the first time? Click "Forgot your password?" on the righthand side of the homepage, type in your email address and the validation code shown on the screen, and click "Reset Password." A link will be emailed to you to reset your password.

If you need assistance logging in, contact the NORA office at sparker@noranews.org or 703-753-4277.

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Banner Ad (1 month)	\$275	\$1,100

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Advertise your company to over 1,300 industry leaders in the NORA eNews, published every other Tuesday. This online publication is emailed to every sector in the liquid recycling industry, including to all NORA members.

Lock your ad in for one quarter (7 issues) and save 15% or one year (26 issues) and save 30%. NORA will even design your ad for free.

Item	1 Issue	7 Issues	26 Issues
Banner Ad (3 months)	\$70	\$417	N/A
Main Body Ad	\$50	\$298	\$910
Sidebar Ad	\$40	\$238	\$728

NORA eNews Launches

NORA recently launched NORA eNews, an newsletter that provides association news, member news and industry news for companies involved in the responsible recycling of used oil and related materials.

This resource is sent bi-weekly to over 1,300 industry leaders. If you would like to advertise in NORA eNews or submit information to be included, contact NORA at sparker@noranews.org or 703-753-4277.

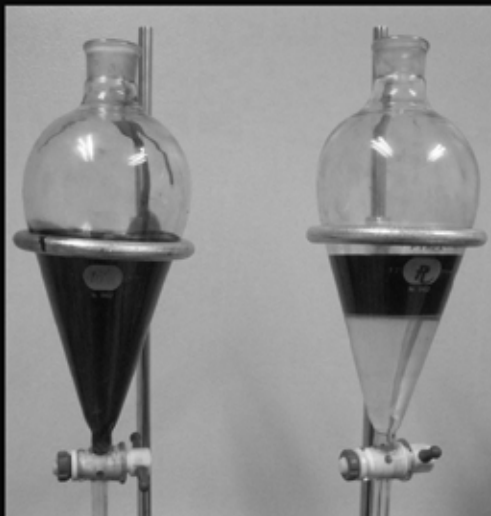


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NORA Launches EH&S Forum

*Provide your EH&S contact info to NORA;
next event to be held Summer 2012*

NORA hosted its first Environment, Health, and Safety (EH&S) Special Interest Group discussion on April 12, 2012.

More than 20 NORA members participated in the inaugural webinar led by Todd Forry, H&S Director at Trihydro Corporation, entitled, "Preparing an Effective Job Safety Analysis (JSA)." If you are a NORA member, the presentation may be accessed online in the NORA Resource Center.

The EH&S Special Interest Group also held a call on Thursday, May 10, 2012 where members explored health and safety issues related to transportation areas for used oil recyclers.

The NORA EH&S Special Interest Group, a new free service for members, will bring EH&S leaders together regularly to discuss environment and safety topics related to the liquid recycling industry.

NORA members are encouraged to provide their EH&S contact to NORA at peggy@noranews.org or 703-753-4277 so that they will receive regular updates about future EH&S Forum conference calls/webinars.

NORA Truck Decals Now Available



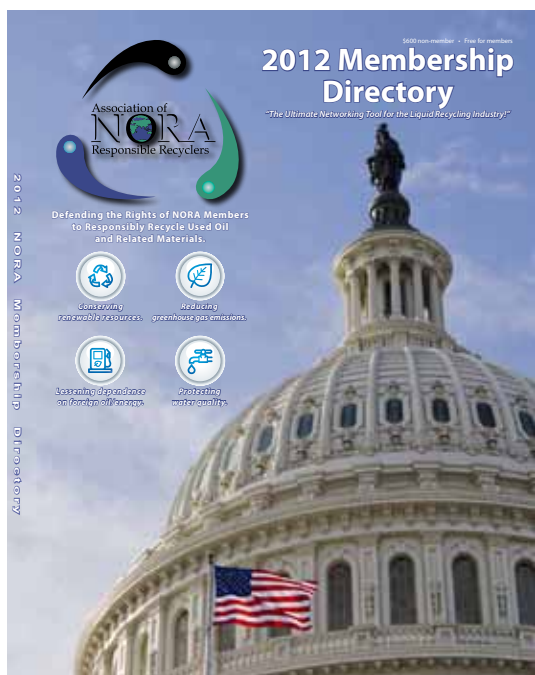
Let others know your company responsibly recycles with a NORA truck decal!

These 12-inch, color decals display the NORA logo and are only available to NORA members. Purchase these affordable decals for each one of your trucks in NORA's online store at www.noranews.org.

1-5 truck decals\$15 each
6-20 truck decals.....\$13 each
21+ truck decals.....\$12 each

NORA Releases 2012 Membership Directory

*Copies distributed to 1,000 leaders of companies
who responsibly recycle used oil and related materials*



NORA is pleased to announce the release of the 2012 NORA Membership Directory, the ultimate networking tool for the liquid recycling industry.

This annual publication provides valuable information on all of NORA's 276 member companies that is essential for NORA members in their efforts to easily find key business partners.

"Each year, members identify the NORA Membership Directory as the premier networking tool to locate and connect with other companies in the industry for business development," said Scott D. Parker, NORA Executive Director. "A primary value of NORA membership is networking, which is why the directory lists all NORA members and is distributed to 1,000 industry leaders."

The "yellow pages" of the liquid recycling industry, the 2012 NORA Membership Directory includes company and personnel contact information, volume levels, service areas, services provided, products provided and more. This desktop resource also includes key indexes of responsible recyclers by service area, services provided and by products provided. In addition, an index of Supplier/Vendor members is also provided.

All member companies have received copies of the membership directory at no cost. If you are interested in receiving a copy, contact NORA at 703-753-4277 or sparker@noranews.org



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2012 NORA Annual Recycling Conference & Trade Show

Join over 350 leaders in the liquid recycling industry's premier networking and education event

The 2012 NORA Annual Recycling Conference & Trade Show will be held November 7-10, 2012 at the Hyatt Regency Coconut Point in Bonita Springs, Florida.

Join over 350 leaders in the liquid recycling industry for business networking and educational sessions. Over 30 exhibitors will be on hand offering the latest technology and equipment.

Information about the education sessions, golf tournament and fishing expedition will be announced this summer. Also, details about the Closing Party, which continues to attract members and their spouses, will be announced.

Register

A Conference Registration form has been inserted into this newsletter. Return the registration form by August 31, 2012 to take advantage of the discounted 'Early Bird' registration rates.

Hotel Information

Hyatt Regency Coconut Point Resort & Spa is located on 26 acres overlooking breathtaking Estero Bay Aquatic Preserve. This venue that offers limitless recreation and personalized service and attention to detail is perfect for NORA's networking and education event.

For hotel reservations, **call the Hyatt Regency Coconut Point at 888-421-1442 or visit www.bit.ly/2012NORAconference**

and reference NORA. The room rate of just \$179/night is available until October 17, 2012. Rooms MAY sell out early. The hotel will honor the group rate three days before and following the event on a space available basis.

Most members will arrive early on Wednesday, November 7th and depart on Saturday, November 10th. A tentative agenda is available at www.noranews.org.

Sponsorships Available

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 event and in the conference books. Most sponsorships are offered on a first come, first served basis.

Sponsorships start at just \$250. To learn more, visit:

<http://noranews.org/?ConfSponsorList>

or contact Casey Parker at casey@noranews.org.

Call for Speakers / Topics

If you are interested in addressing the NORA Conference or if you have a topic you would like addressed during a conference session, email sparker@noranews.org.



NORA Annual Recycling Conference & Trade Show
Bonita Springs, Florida
November 7-10, 2012

Trade Show 60% Sold

Initial Booth Assignment to Occur July 13th

The NORA Trade Show in November 2012 is expected to be a sell out. The show is currently 60% sold; 14 booths are left.

The initial booth assignment will occur on July 13th. **To participate, an Exhibit Agreement (see insert to this newsletter) needs to be submitted with a 25% deposit by July 13.** After that date, booths will be assigned on a first come, first served basis.

The NORA Annual Conference and Trade Show is the largest gathering in the world of companies that collect, recycle and market used oil and related materials. The event regularly attracts over 350 attendees from the United States and around the world.

A list of the companies currently scheduled to exhibit is displayed to the right. To view additional information about these companies and the most current list of exhibitors, please visit:

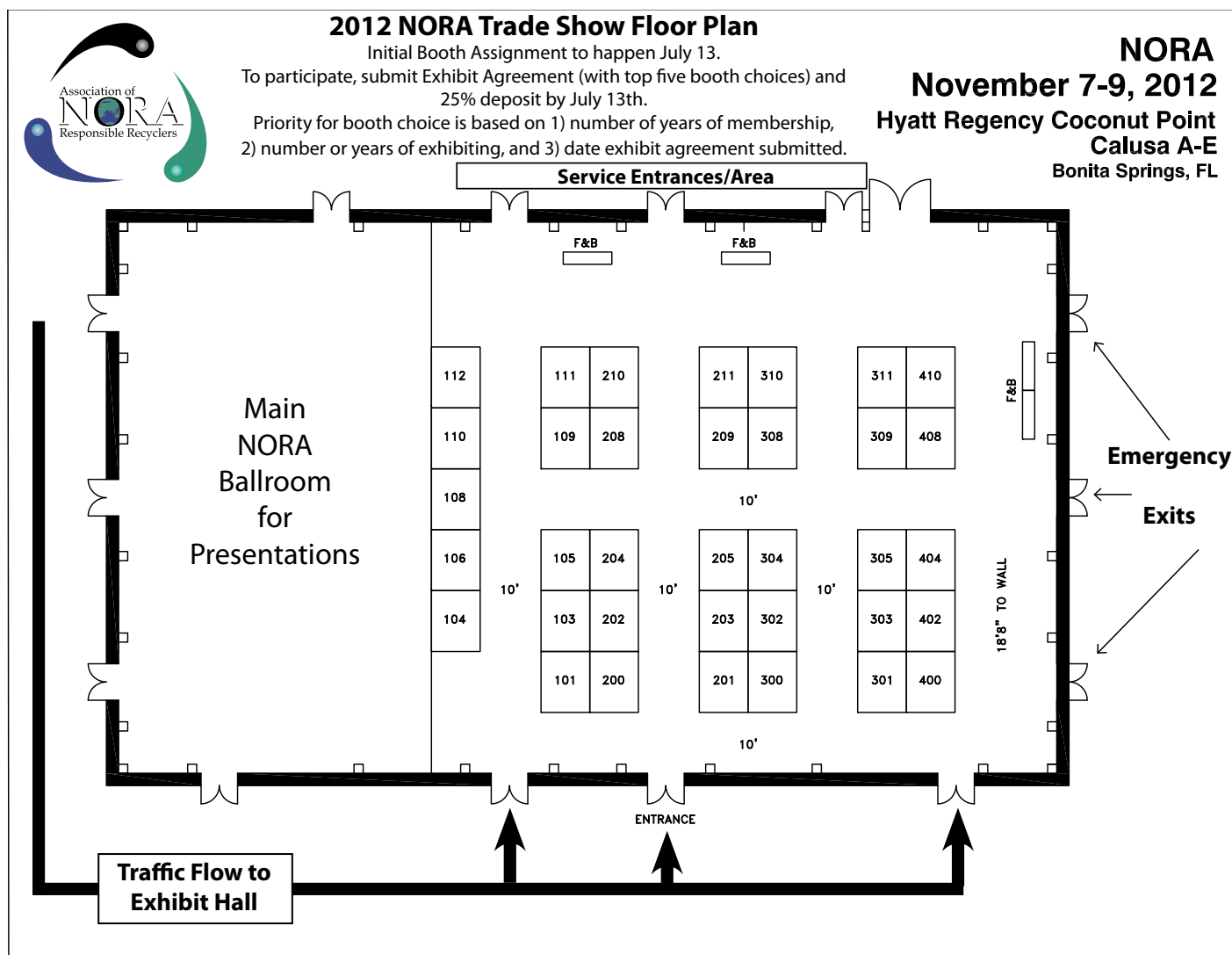
www.noranews.org/?2012Exhibitors

The NORA Trade Show is full of companies displaying the latest products and services available to help members succeed in their business.

List of Exhibitors

as of June 2012

- Bedford Industries, Inc
- Camgian Microsystems
- Cuda Aqueous Parts Washers (2 booths)
- Dexsil Corporation
- Environmental Resource Associates
- Envitech Inc.
- Fountain Industries
- Husky Corporation
- Lamb Fuels, Inc
- LCI Corporation
- Oilmen's Truck Tanks
- Par-Kan Company
- SystemOne Technologies Inc. (3 booths)
- Trihydro Corporation
- Truck Works Inc. (truck on display)
- URS Corporation
- Weatherford/MCC, Inc
- XL Insurance



Stuart Varney Will Be Keynote Speaker at 2012 NORA Annual Conference

Varney to speak just days after 2012 presidential election



FOX Business Network anchor Stuart Varney will be the keynote speaker for the 2012 NORA Annual Conference and Trade Show, to be held November 7-10, 2012 at Hyatt Regency Coconut Point in Bonita Springs, Florida.

Varney will speak to NORA members just two days after the 2012 presidential election. He will discuss how the political climate and economic agenda of the elected administration will affect the nation in the years to come.

Exclusive 2012 NORA Keynote Speaker Sponsor



"We are thrilled a presenter of the caliber of Stuart Varney will be the keynote speaker at the 2012 NORA Annual Conference and Trade Show," said Scott D. Parker, NORA Executive Director. "Regardless of the outcome of the presidential and congressional elections in November, there will be substantial impacts on NORA members. Stuart will cut through the jargon and will address the economic issues affecting the ability for businesses to compete and prosper."

Varney, an economist educated at the London School of Economics, earned the 1987 Peabody Award for excellence in journalism for his exceptional coverage and analysis of the stock market crash of 1987.

Varney anchors Varney & Company on the FOX Business Network and appears regularly with Sean Hannity, Bill O'Reilly, and Megyn Kelly, among others on the FOX News Network.

He is credited with changing the way financial and economic news is reported worldwide, consistently winning rave reviews from audiences.



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2011 NORA Conference in Hawaii

Breaks Attendance Records

The 2011 NORA conference was held in Hawaii in November 2011. The 400+ attendees broke the all-time attendance record for a NORA Conference.

The trade show featured 24 exhibitors and 19 educational sessions. If you were unable to attend the conference, please visit www.noranews.org to gain access to PowerPoint presentations.

In addition to networking and education, the 2011 NORA Conference featured numerous activities for attendees to interact.

Dexsil Corporation hosted the 20th Annual NORA Golf Tournament, Vertex Energy hosted the 10th Annual NORA Fishing Expedition, and Advantage Route Systems hosted the 2nd Annual Fun Walk each morning.



Passing the Gavel: 2012 NORA President Brandon Velek (l) of Intergulf Corp thanks 2011 NORA President Chris Ricci (r) of Ricky's Oil for his service to the association.



Full House: Hundreds of attendees explored over 15 educational sessions all related to opportunities and threats facing recyclers of used oil and related materials. Above, Pat Fetterman presented "Infinium Trends 2011: A look at the broad automotive industry which will impact the fuels and lubricants industries for the next 3-5 years."

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2011 NORA Trade Featured 24 Exhibitors & Business Development

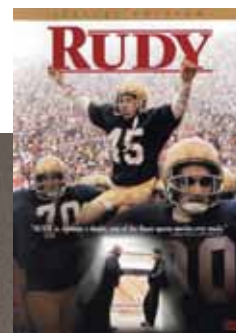


Rudy Huge Hit as 2011 Keynote Speaker

Rudy Ruettiger, whose life story was immortalized with the 1993 blockbuster film, *Rudy*, was the Keynote Speaker at the 2011 NORA Conference. He presented "Game Plans for Winning at Life."

Rudy told NORA members about 27 seconds on the gridiron that helped carve his name into history books as perhaps the most famous graduate of the University of Notre Dame. He rose from valleys of discouragement and despair to the pinnacles of success. He talked about achieving his first dream - to attend Notre Dame and play football for the Fighting Irish. As fans cheered RU-DY, RU-DY, he sacked the quarterback in the last 27 seconds of the only play in the only game of his college football career.

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400+ Celebrate at the 2011 Luau Closing Party

It is NORA's tradition to conclude three days of networking and education sessions with a celebration focused on casual networking opportunities.

In 2011, the NORA Conference Closing Party theme was "Luau." Over 400 industry leaders took part in the Luau, which featured a Polynesian Spectacular performance with musicians, dancers and a fire knife performance. The event was a perfect way to bring the 2011 NORA Conference to a close. NORA would like to thank the sponsors listed below for making the evening possible.



2011 Closing Party Sponsors



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Fountain Industries • **Truck Works Inc.**
United Oil Recovery Inc • **XL Insurance**

Bedford Industries, Inc • **Intergulf Corp.** • **Lamb Fuels, Inc** • **Paradise Energy**
Summit Environmental Technologies • **Thermo Fluids Inc.**

Consolidated Recycling Co Inc • **Crystal Flash Energy** • **Fremouw Environmental Services Inc.**
Heritage-Crystal Clean, LLC • **Truck Works Inc.** • **Waste Oil Collectors Inc**

2012 NORA Winter Meeting in Utah Attracts Over 140 Members

Over 140 members gathered at The Grand America Hotel in Salt Lake City, Utah for the 2012 NORA Winter Meeting on February 29 - March 2.

Members networked and addressed the latest regulatory and business issues facing the liquid recycling industry. NORA General Counsel Chris Harris gave members an update on the EPA Solid Waste Rule and NORA's response.

If you were unable to attend the Winter Meeting, please visit www.noranews.org and click on the appropriate committee or group to gain access to minutes from each session. You may also contact the NORA office for an electronic file of the Winter Meeting book.

NORA General Counsel Chris Harris provides the latest update about the EPA Solid Waste issue to members in Utah. The presentation was made during lunch that was sponsored by Summit Environmental Technologies.



NORA Executive Director Scott D. Parker welcomes over 140 members to the 2012 Winter Meeting in Utah. Attendees participated in networking opportunities and explored the latest opportunities and threats facing recycles of used oil and related materials.

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Members gather to network at the Opening Reception sponsored by XL Insurance.

Marty Paulson • (1935 - 2012)

Marlow "Marty" Paulson Jr., age 77, of Evansville, IN passed away peacefully surrounded by his family on March 23, 2012, while visiting his home in Ft. Myers, Fla.

Marty co-founded Polyfreeze, a sister company of Consolidated Recycling Co Inc, which has been actively involved with NORA since 1994.

Marty was born February 27, 1935, in Duluth, Minn. to the late Mildred and Marlow Sr. He graduated from Washington High School in Sioux Falls, S.D. in 1953. He went on to graduate from Iowa State University with a Bachelor's degree in chemical engineering in 1957, and Rutgers University with a Master's in Business Administration. After college ROTC, he served as a Reserve Lieutenant in the U.S. Army Signal Corps. He was involved in the chemical industry his whole career and started his own business in 1975 in

Lowell, Mass. He grew Commonwealth Chemical to be one of the top New England chemical distributors in the 1980's. Continuing his entrepreneurial spirit, he co-founded a new company, Polyfreeze, in Troy, Ind., which became the largest antifreeze recycler in the country.

He was an active member of Bethel United Church of Christ, including their efforts to support Habitat for Humanity of Evansville and United Caring Shelters. He was also an avid golfer and an active member of The Oaks Golf and Tennis Club. He was a dedicated 30+ year fan of the New England Patriots, holding season tickets and attending multiple home games every year with his family.

Marty is survived by his wife, Mary Louise (Woehler) Paulson; sons, Steve, Bill (Julia), of Needham, Mass., and Mike Paulson; daughter, Pam Farmer (Doug). of New-

bury Park, Calif.; son, Denny Woehler (Sara); daughter, Carrie Woehler (Winston Chaney), of Evansville; seven grandchildren, Katherine, Sarah and Ellen Paulson, Nathaniel and Alexandria Perigo, Miles Chaney and Derek Woehler; brother, David Paulson (Lynn). of Claremont, Calif.; and several loving cousins and their families. A special place in his heart belonged to his dog, Deja.

Memorial contributions may be made in Marty's honor to Bethel United Church of Christ, Habitat for Humanity or to any charity of your choice. Condolences may be made online at www.AlexanderWest-Chapel.com.



California LCA Update

NORA Executive Director Scott D. Parker and Senior Consultant Jack Waggener traveled to Sacramento, California, to represent NORA members at the California Used Oil Life-Cycle Assessment (LCA) Stakeholder Meeting on March 21-22.

NORA has been an active participant in the LCA with representatives attending six meetings in Sacramento and participating in numerous conference calls.

The association has agreed to support the LCA by providing data from its members located both inside and outside the state of California.

The mission of the project is to promote increased collection and responsible management of used oil by conducting comprehensive life cycle analysis of the used lubricant and industrial oil management process from generation to collection, transportation, and reuse alternatives.

For more information, visit www.calrecycle.ca.gov/usedoil/LCAProject.

NORA Visits Evergreen Oil, Inc

NORA Executive Director Scott Parker visited NORA Member Evergreen Oil, Inc officials at their re-refinery in Newark, California, on March 20, 2012.

Evergreen was founded in 1984. Today, Evergreen operates its used oil re-refinery, producing premium grade base oil from the millions of gallons of crank-case oil collected each year.

Evergreen Oil has been a NORA member since 2007.

"It's wonderful to get to visit with NORA members," Parker said. "I appreciate Evergreen welcoming me to their facility. The better we understand our members and the industry, the better we are able to defend and promote all NORA members. I look forward to meeting with other members soon."

Parker was in California representing NORA at the California Used Oil Life-Cycle Assessment Stakeholder meeting.



Evergreen Oil, Inc Senior Vice President Darwin Hall (left) gave NORA Executive Director Scott D. Parker a tour of Evergreen's re-refinery in Newark, California on March 20, 2012.

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Industry News

Work Begins on FCC Environmental Baltimore Base Lube Recycling Facility

NORA Member FCC Environmental, LLC, has begun work on a \$50 million state-of-the-art facility for the sustainable recycling of used motor oil to be built on a former asphalt terminal in Fairfield, south of the Baltimore Harbor Tunnel (1-895). The announcement was made by Vincent Glorioso, Baltimore-based vice president of FCC Environmental, one of the world's largest environmental services companies with an expertise in waste oil collection and processing and owner of the facility, one of the first to be built in the United States. The Baltimore facility is the first of several planned in the U.S. by the company.

"We are working with Whitney, Bailey Cox & Magnani, LLC of Towson on the preliminary layout of the facility as well as conducting the topographical survey and soil borings. Additionally, Environmental Resources Management of Annapolis is assisting us with the permitting process," said Glorioso.

"Construction is scheduled to begin this fall following the issuance of the environmental and construction permits," Glorioso said. Operations are anticipated to begin in mid-2013.

At the Baltimore plant, FCC Environmental will recycle 40 million gallons of used motor oil annually back into "base oils" that will be transported offsite via truck and rail to be processed into passenger car motor oils, heavy duty diesel engine oils, transmission fluids, and other lubricating products that meet or exceed industry standards and specifications.

The recycling center, which is expected to create up to 100 jobs during its 12-month construction phase, will provide 30 permanent jobs – many of which will be classified as "green" positions.

Heritage-Crystal Clean Provides Update on Indianapolis Re-Refinery

NORA Member Heritage-Crystal Clean, Inc., a leading provider of parts cleaning, used oil re-refining, and hazardous and non-hazardous waste services to small and mid-sized customers, is pleased to provide an update on the status of its recently constructed used oil re-refinery in Indianapolis, Indiana.

Following mechanical completion of the second phase of the re-refinery at the end of 2011, the plant began to produce lubricant base oil during the first quarter of 2012. The startup activities were executed without significant difficulties, and the testing of all major components supported our expectation that we could operate the facility at the design capacity of 50 million gallons per year of used oil feedstock. By the end of the quarter, we had commenced regular operation. Concurrent with the testing, we began to produce high quality Group II base oil, and during the first quarter we sold approximately 2.5 million gallons of this product.

The Company's Founder, President and Chief Executive Officer, Joe Chalhoub, commented, "We are very excited about the progress of our used oil re-refinery, and we are enthusiastic about the growth opportunity this represents for the Company."

Universal Lubricants Acquires Midstate Environmental Services, LP

NORA Member Universal Lubricants (UL) announced its acquisition of NORA Member Midstate Environmental Services, LP, of Robstown, TX. Midstate is a full service environmental business that focuses primarily on processing used oil for thousands of clients throughout Texas, New Mexico and Louisiana.

Midstate will continue to operate under its own name, but its employees and facilities will be integrated into Universal Lubricants' existing operations. The acquisition will expand the size and scale of UL's market presence. The acquisition adds 8 facilities and expands the Company's reach to 16 states.

"The Midstate acquisition is another step in UL's strategic plan to become one of America's premier providers of top-quality lubricants using re-refined base oils," said John Wesley, UL's chief executive officer. "This announcement also demonstrates that the environmental and economic forces driving our company are real; UL is growing to meet the demand in the marketplace for our products and services."

"With Midstate's collected used oil representing additional feedstock for new re-refineries, the acquisition pushes Universal Lubricants to the forefront of the re-refining and lubricants industry," said Joe Hedrick, owner of Midstate Environmental Services. "All of Midstate's employees are proud to become a part of the Universal Lubricants family. While we look forward to serving our existing customers, we also look forward to the continued expansion and success that will result from the partnership."

Heckmann Corporation Completes Acquisition of Thermo Fluids Inc.

Heckmann Corporation announced that it has completed the previously announced acquisition of TFI Holdings, Inc. and NORA Member Thermo Fluids Inc., a route-based environmental services and waste recycling solutions company that focuses primarily on the collection and recycling of used motor oil.

The addition of TFI extends Heckmann's single-source environmental solutions offering for the oil and gas industries, beyond water services solutions. This new business segment will be called Heckmann Environmental Services, or HES, and will be a "one-stop" shop for collection and recycling services of waste products, including used motor oil, wastewater, spent antifreeze, remanufactured antifreeze sales, used oil filters and parts washers.

Industry News

"Three years ago, we established a business model for environmental service solutions. We built this foundation with our total water and wastewater solutions for the shale oil and gas industry. Acquiring the largest seller of preprocessed fuel oil from recovered used motor oil, or UMO, in the Western United States represents our next phase of growth," said Richard J. Heckmann, Chairman and Chief Executive Officer of Heckmann Corporation. "We can now provide more comprehensive service offerings among the environmental services spectrum. HES augments our proven capabilities in water and wastewater services by diversifying our operations, revenue stream, geographic reach and customer base, while accelerating our top-line growth and providing us with significant free operating cash flow."

James Devlin, President and Chief Operating Officer of HES stated, "We have one of the largest environmental services networks in the Western United States. Our established business provides a steady, predictable revenue stream with growth opportunities driven by an increasing demand for reprocessed fuel oil, or RFO. Our business and corporate culture are well aligned with Heckmann, and we look forward to augmenting HWR's operations with a complementary business segment poised for future growth."

Beth Metcalf (1972-2012)

Elizabeth (Beth) Metcalf died on May 18, 2012 in Haymarket, Virginia. Beth was a long-time valued staff member of NORA.

She was born on March 10, 1972 in San Diego, California. Beth had been a 5th grade teacher in Fairfax County Public Schools and most recently in Prince William County Public Schools. She was an excellent teacher and wonderful mother and soccer coach.

Surviving is her husband of 18 years, Gene Metcalf; her daughters: Victoria, Sarah, Alexandra and Amelia Metcalf.



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Industry Calendar

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

National Asphalt Pavement Association Midyear Meeting

July 16-18, 2012, Chicago, Illinois
www.hotmix.org

Independent Lubricant Manufacturers Association Annual Meeting

October 13-16, 2012, Scottsdale, Arizona
www.ilma.org

NORA 2012 Annual Recycling Conference & Trade Show

November 7-10, 2012, Bonita Springs, Florida
www.noranews.org

National Automotive Dealers Association Convention & Expo

February 8-11, 2013, Orlando, Florida
www.nada.org

National Asphalt Pavement Association Annual Conference

February 9-13, 2013, Scottsdale, Arizona
www.hotmix.org

29 New Members Join NORA

NORA's membership has grown to over 285 members. NORA relies heavily on word of mouth marketing.

Please refer NORA to your peers and suppliers. 29 companies have joined NORA in the last few months.

Company	Contact	Location	Phone
AB Environmental	Lawrence Bernard	Bohemia, NY	631-567-6545
Atlantic Industrial Services Inc.....	Sam Lloyd	Chester, VA	804-748-9208
Bee Environmental.....	Ron Cloe	Plainfield, IN.....	317-839-9323
Blue Sky Midwest LLC	Douglas Mielke	Little Falls, MN.....	320-632-4085
Cuda Aqueous Parts Washers.....	Lisa McArthur	Camas, WA.....	888-319-0882
Colorado Dept. Health & Environ.	Daniel Goetz	Denver, CO	303-692-3341
Determan Fluid Solutions	Jon Pollock	Fridley, MN	763-571-8110
EK Ambiental S.A. de C.V.....	Luis Alberto Guerra	Col. Bosques de Las Lomas, Mexico	305-812-3232
Flexilube Pty Ltd	Irene von Knoblauch	Meyerton, Gauteng, South Africa	27-163-620-343
Freshford Capital	Michael Song.....	Rye Brook, NY	914-949-0250
Hartz Insurance	Robert Mangiapane.....	Detroit, MI	313-964-3750
Husky Corporation.....	John Myers	Pacific, MO.....	443-249-0064
Indigo Energy	Martin Underwood Jr.	Alpharetta, GA	678-845-7445
JAM Environmental & Vacuum Svcs....	Jack McCully	Ft. Lauderdale, FL	954-625-2310
Kingfish Group	Siobhan Maio	Foster City, CA.....	650-980-0212
Master Lube Recycling LLC	Salman Ali.....	Ajam, United Arab Emirates	009-71-6-7481548
The Meadows Group.....	David Wall.....	Houston, TX	713-647-9878
Mil Speck ReRefining Oil Co.....	Carl Greene	Coraopolis, PA.....	724-506-2928
Mobile Fluid Recovery, Inc.	Trevis Lyon.....	Birmingham, AL	855-283-5505
Nature's Fuel	Carl Kelley	Fort Wayne, IN.....	260-490-1777
Necessary Oil Co.	Mark Byington	Bristol, TN.....	423-764-4533
New Seaview LLC.....	William Packer Jr.....	Blue Bell, PA	215-654-9800
Nuset Industries, Inc.....	Wayne Christensen	Salt Lake City, UT.....	801-977-0220
Owner Resource Group.....	Melissa Sprinkle.....	Austin, TX.....	512-505-4119
PetroSolutions LLC.....	Bryan Fabian	Reno, NV	775-720-1503
Piper Jaffray & Co.....	Matt Szniewajs.....	Minneapolis, MN.....	612-303-6264
Polar Environmental Service Corp.....	Robert Crawford.....	Ferndale, MI	248-546-6100
Praxair, Inc.	Walter Renz	Danbury, CT	800-772-9247
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NORA Supplier/Vendor Directory

NORA Supplier/Vendor Members in good standing as of 6/7/2012. Companies in **bold** have an ad in this newsletter. Companies in **red** are Exhibitors at the 2012 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.

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CLASSIC

Used Oil Generators

by Vern Parker

1966 Plymouth Fury III

For 17 long years Joseph Friedl's father drove a 1937 Plymouth. While reliable it was showing signs of aging in the post-war years. It was at that period of his life that young Friedl swore off Chrysler products forever.

But that was then and this is now. After attending the 50th reunion of his high school class in Athens, W.Va., he began thinking about getting an antique car. He was interested in finding a car large enough to haul five grandchildren around in, he says. Additionally, he wanted a car that was ready to drive. "I was not looking for a big project," he says.

He found several likely candidates on the Internet but they all seemed to be located on the distant west coast. Then he saw a red 1966 Plymouth Fury III convertible for sale and it was near where he lived in Fairfax County.

"I decided to give it a try," Friedl says, bending his rule about not owning a Chrysler product.

When Friedl first saw the car he was impressed with its curb appeal. The man selling the Plymouth did not own the car but was selling it for his father-in-law. Friedl went for a brief ride in the Plymouth but never drove the car before agreeing to buy it in March of 2009.

Papers that came with the car indicate that it was delivered to the original owner on May 10, 1966 at D.L. Miller Auto Sales in Mishawaka, Ind. Where the Plymouth was in the intervening years is a mystery. Only 4,326 of the 3,720-pound

Fury III convertibles were manufactured, each one with a base price of \$3,074.

Friedl's wife, Betty, followed him to their Vienna, Va., home in a new car – just in case. "It didn't miss a beat," a happy Friedl reports.

Once at home the Plymouth underwent a thorough examination from the erect hood ornament in the front to the raised letters on the back bumper that spell P L Y M O U T H.

The 318-cubic-inch V-8 engine was okay but was much better after a tune-up. "I wanted it to run good," Friedl says. A two-barrel carburetor draws fuel from the 25-gallon gasoline tank. All the fluids were changed at that time.

The engine is kept lubricated with four quarts of oil -- five quarts if the filter is changed. High temperature created by the V-8 is controlled by 23 quarts of coolant.

A gear shift lever on the steering column operates the three-speed manual transmission. Friedl found that the shift linkage needed to be adjusted.

"I truly believe the 52,000 miles on the odometer is accurate," Friedl says after a detailed inspection of the convertible. "It must have sat somewhere a long, long time," he surmises.

The interior of the red car is upholstered in black vinyl while the floor is covered with black carpeting. The colorful car is complete when the white convertible

top is raised. The rear window is plastic. The switch to raise or lower the top is located on the dashboard to the right side of the two-spoke steering wheel.

The speedometer stops at the 120 mph mark. Friedl is unaware of the actual top speed, but says, "I'd like to find out."

While riding on the 119-inch wheelbase the appearance of the total package is of a very long car, especially when the top is down and the rear fender skirts are in place.

From the rear both backup lights are bracketed by a pair of taillights.

Friedl is becoming better acquainted with his Plymouth with the distance of each shakedown cruise a bit longer as he gains confidence in his car.

When new the car came with a warranty of 12,000 miles or 12 months, whichever came first. According to the warranty the car and all equipment or accessories except tires were to be free of defects in material and workmanship. The drive train was covered for 50,000 miles or five years.

"I wasn't looking for a Plymouth," Friedl says. "What really sold me on the car was the V-8 engine, the condition of the tires, the fact that it was a convertible and it was the right color."

In the cool of the evening Friedl and his wife enjoy top-down motoring in their 1966 Plymouth Fury III convertible.



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