NORA Tackling PCBs: Working to Reform TSCA

See pages 2 and 3.
NORA Tackling PCBs With TSCA Reform Effort

NORA Board of Directors votes unanimously for federal legislative initiative

NORA’s Board of Directors voted unanimously to move forward with a federal legislative initiative to amend the Toxic Substances Control Act (TSCA) in order to provide relief to NORA members relating to PCB contamination.

Additionally, the NORA Board voted to retain Steve Shimberg, a Washington, D.C.-based attorney, to represent NORA and submit legislation to Congress. The Board also approved raising $150,000 to support this effort. To date, $28,000 has already been pledged.

“NORA is taking on this important project in order to protect our members from the problems that arise from PCB-contaminated used oil,” said Scott D. Parker, NORA Executive Director. “For too long, NORA members who have followed the appropriate protocols have been penalized unfairly related to PCB-contaminated used oil. NORA will be proposing common sense reform that will protect NORA members and the environment.”

Shimberg is regarded as one of the most experienced and highly respected environmental attorneys in the United States. His lengthy career at the Justice Department, EPA and the Senate Environment and Public Works Committee (where he served as Staff Director and Chief Counsel), gives him a unique perspective to accurately analyze the legislative climate and the political dynamics from each of the key players’ perspectives.

The initiative will address the immensely complicated problems faced by NORA members whose facilities become contaminated by PCBs. Typically, EPA targets the used oil collectors/processors rather than those truly responsible and compels the processor to pay for the expensive cleanup. NORA is considering five proposals, which are based on the precondition that NORA members will follow best management practices for collecting, testing, and managing used oil.

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Timing Right for TSCA Reform

by Steve Shimberg

The experience of too many NORA Members is that EPA has shown little sympathy or flexibility for companies that follow the regulations and innocently get stuck with PCB contaminated oil through no fault of their own. Even when the contaminated oil has low concentrations of PCBs, EPA often cites the anti-dilution rule and insists on expensive disposal in TSCA incinerators.

It doesn’t seem to matter if there was fraud or even criminal activity by others; you are getting stuck with an unnecessary, expensive cleanup tab and, in some cases, civil penalties – even in cases of self-disclosure!

What makes this so perplexing is the fact that this is not a risk issue – EPA’s position is not necessary for environmental protection. The Agency determined many years ago that “the burning of PCB containing oil in concentrations below 50 ppm in industrial boilers and furnaces does not present an unreasonable risk to public health or the environment under normal operating conditions.” Even at concentrations above 50 ppm, there are technologies that can process the oil for safe reuse. Incineration should not be the default management option in all cases.

To address this problem, NORA has launched a new TSCA Reform Project. The goals of this new project are (1) a legislative amendment to TSCA that will promote safe and effective management of oil that was inadvertently contaminated with PCBs, and (2) a shift in EPA’s enforcement approach to more readily use existing regulatory flexibility to allow management of PCB contaminated oil in facilities other than TSCA incinerators.

The time is right for this new project. TSCA is the only major environmental law that has not been significantly amended or updated since its original enactment. Proponents of reform have been pressing the issue for over seven years and, in 2012, the Senate Environment Committee voted to send a reform bill to the full Senate. That bill did not become law but, when a new Congress convenes in 2013, TSCA reform will once again be on the legislative agenda and NORA will be an active participant in the process.

NORA’s Five Proposals

NORA is considering five proposals for its TSCA amendment effort. These proposals are based on the precondition that NORA members will follow best management practices for used oil.

- The relevant concentration for deciding how to manage PCBs is the level when they are discovered by the collector/recycler – not the original level at the generator.
- Used oil that is discovered by the collector/recycler at a concentration of 50 ppm of PCBs or less can be managed like normal used oil.
- Used oil with more than 50 ppm of PCBs will be easier and cheaper to manage, because we are suggesting that EPA give permission for other outlets including high efficiency boilers and hydrotreating re-refiners.
- NORA is proposing that the unintentional dilution of PCBs by a collector/recycler is not a violation or a crime, and EPA would not be able to assess penalties or fines against the collector or recycler for this.
- NORA is proposing to exempt oil recyclers who follow best management practices from EPA fines or other penalties.

Donate to the Defense Fund

When taking on an initiative such as this, it is imperative that a top law firm be retained. NORA has done that by retaining the services of Steven Shimberg.

The anticipated budget required to properly fund this important challenge is $150,000 for 2013. NORA’s annual budget does not support this type of project.

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

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.

About Steve Shimberg

Steve Shimberg, one of the most experienced and highly respected environmental attorneys in the United States, will provide an in-depth discussion of the opportunities during the next Congressional session to amend the Toxic Substances Control Act (“TSCA”) in order to address the immensely complicated problems faced by NORA members whose facilities become contaminated by PCBs. Typically, EPA targets the used oil processor rather than the PCB generator and compels the processor to pay for the expensive clean-up. Mr. Shimberg’s lengthy career at the Justice Department, EPA and the Senate Environment and Public Works Committee (where he served as Staff Director and Chief Counsel), gives him a unique perspective to accurately analyze the legislative climate and the political dynamics from each of the key players’ perspectives.

2012, Issue 3, Page 3
EPA Solid Waste Rule Update

by Chris Harris, NORA General Counsel

My quick review of the preamble to the final Non-Hazardous Secondary Materials rule reveals that EPA has reversed its position and now will allow the contaminant comparison between off-spec used oil and coal. That was our basic message in NORA’s comments and in subsequent meetings and communications with EPA and OMB.

However, NORA or its members will still have to go through the petition process (allegedly “streamlined”) with EPA. In addition, if we make the comparison between used oil and coal, only burners such as steel mills and cement kilns (which can burn both coal and oil) will be able to burn off-spec used oil.

EPA has opened the door to a comparison between on-spec and off-spec used oil. So presumably an off-spec used oil fuel whose contaminant levels are slightly elevated over the on-spec used oil fuel could be burned in an oil-fired furnace or boiler. We’d still have to get through the petition process to get there.

Also, while I have not read the entire rule, I doubt that EPA addressed our flashpoint argument — i.e. flashpoint is not a contaminant so an off-spec used oil fuel that is off-spec only because of flashpoint should be placed in the on-spec category for the purposes of the NHSM rule. We should probably seek a guidance (clarification) letter from EPA on that point.

Below in bold is the key sentence in the preamble. (NORA is the “commenter”):

Comment: In the proposed rule, EPA specifically addressed used oil stating: “Used oil is a special case and does not need to undergo the contaminant comparison. If it meets the specifications in 40 CFR part 279.11, it is a traditional fuel. If it does not meet the specifications (i.e., it is “off-spec” oil), it is a solid waste under the 2011 NHSM final rule.” 76 FR 80481, fn. 44. Some commenters argued that off-spec used oil fuel, however, could satisfy all of EPA’s legitimacy criteria, including a contaminant comparison with coal, a traditional fuel. Thus, if a combustion unit is “designed to burn” both coal and oil, the facility should be able to use coal as the traditional fuel for the purposes of determining whether the contaminants are comparable—even when the NHSM at issue is off-spec used oil, as defined in 40 CFR part 279.11.

Response: The Agency agrees with the commenter that contaminants in off-spec used oil burned for energy recovery in facilities that are designed to burn coal may be compared to coal for purposes of determining whether the off-spec used oil is a waste or non-waste product fuel.

NORA will provide further analysis once its full team of experts have had time to research the entire rule.

NORA Presents at ICIS Conference

NORA Executive Director Scott D. Parker spoke at the 8th Annual ICIS Pan-American Base Oils & Lubricants Conference in Jersey City, New Jersey in late November.

Parker’s presentation, titled “The NORA perspective on used oil and re-refining,” was attended by over 200 industry leaders.
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2012 NORA Conference A Hit:
Over 425 Attendees and Record 50 Exhibitors

Over 425 industry leaders attended the 2012 NORA Annual Recycling Conference & Trade Show, held at the Hyatt Regency Coconut Point in Bonita Springs, Florida in early November.

The event featured 12 educational sessions, including the 2013 Market Outlook. A record 50 exhibitors displayed the latest products and services available to the liquid recycling industry.

In addition to networking and education, the conference featured numerous activities for attendees to interact, including the 21st Annual Golf Tournament (hosted by Dексil Corporation), the 11th annual NORA Expedition (hosted by Vertex Energy), and the 3rd Annual Fun Run (hosted each morning by Advantage Route Systems).

If you were unable to attend the conference, please visit www.noranews.org to gain access to presentations.

Thank You to the 2012 Conference Sponsors
Sights From the 2012 NORA Conference
Political commentators Cal Thomas and Tobin Smith spoke to NORA members at the conference about how the Obama Administration’s second term will affect business, the economy and country. Thank you to Xeray Systems, who sponsored the keynote speakers.

Scheduled keynote speaker Stuart Varney, a FOX Business Network anchor, was unable to attend due to weather-related travel issues.

2012 Rums and Drums Closing Party

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

The 2012 “Rum and Drums” Closing Party featured a steel drum band and was attended by over 350 industry leaders. The Estero Bay Aquatic Preserve proved to be a breathtaking backdrop to a memorable event.

Thank you to all Closing Party sponsors listed below.

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NORA relies upon elected volunteers to serve on its Board of Directors and Executive Committee. This group provides the direction to grow the organization, maximize member values and address government affairs issues.

The election for the 2013 NORA Board of Directors and Executive Committee was held in October with many qualified candidates. The 2013 NORA Board of Directors and Executive Committee were installed at the 2012 Conference.

Thank you to the following members leaving the Board for their years of serving the association:
- Steve Anacker, Construction Resources Management
- Greg Hendrick, Systech Environmental Corp
- Greg Ray, Heritage - Crystal Clean, LLC
- Chris Ricci, Synergy Recycling, LLC
- Luke Staengl, PESCO-BEAM Environmental

Congratulations to the following members joining the Board:
- Kai Dotiwala, Q Environmental, Inc.
- Ed Genovese, Universal Lubricants, LLC
- Rich Kalin, Noble Oil Services Inc.
- Roy Schumacher, Schumacher Consulting, LLC
- Todd Sheets, Par-Kan Company
- John Strickland, Vertex Energy Inc
- Jim Tefft, Heritage - Crystal Clean, LLC (re-elected)

NORA is seeking volunteers for leadership positions of the association’s various committees. Volunteers are asked to commit to attend the Winter and Mid-Year Meetings and be available for a conference call between events. If you are interested in volunteering, please contact NORA.

The 2012 NORA Executive Committee and Board of Directors were recognized for their leadership at the 2012 Conference. Pictured (from left to right) are: Brandon Velek (Intergulf Corp.); Dan Cowart (Aaron Oil Company Inc.); Matt Gartner (XL Insurance); Greg Hendrick (Systech Environmental Corp.); Chris Bergstrom (NOCO Energy Corp); Bill Hinton (Valicor Environmental Services); Don Littlefield (Tradebe Environmental Services); Jeff Cagle (Safety-Kleen Systems, Inc.); Luke Staengl (PESCO-BEAM Environmental); Jim Tefft (Heritage - Crystal Clean, LLC); and Greg Ray (Heritage - Crystal Clean, LLC). Not pictured: Steve Anacker (Construction Resources Management) and Chris Ricci (Synergy Recycling, LLC).
NORA Releases Market Intelligence Service
New Service Provides Members Critical Information About Used Oil Recycling Industry

NORA is pleased to announce a new benefit to help members understand the current and future market conditions affecting recyclers of used oil and related materials. This service, called NORA Market Intelligence, will be offered exclusively to members.

The first phase of this project is complete. That section includes information about existing and announced advanced processing plants producing base lubes, VGO or MDO. Resources include detailed maps along with processing capacity data and other information available for download (members only).

This service is based on the popular NORA Market Outlook that has been provided at each of the last three conferences. Now, this data will be constantly up to date and available to members 24/7. In the near future, information about asphalt demand, filter processors and more will be added.

Members have online access to the 2013 Market Outlook PowerPoint presentation, an excel data spreadsheet and numerous maps displaying advanced processing plant locations and corresponding data. Additional information such as internal feedstock percentage will be available in 2013.

For access to NORA Market Intelligence, visit www.noranews.org. If you have information on advanced processing you wish to share with NORA, contact the association at 703-753-4277.

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Five New Year’s Resolutions for 2013

by Kelly L. Davis, Esq., Quarles & Brady LLP

(1) Review your employee handbook. 
An employee handbook is a written document that contains an explanation of your company’s workplace policies and rules. It is a resource for all employees, including those who are tasked with enforcing your company’s policies. Review your handbook to ensure it contains an at-will employment disclaimer, an equal employment opportunity statement, an anti-harassment and no retaliation policy, a complaint procedure, an explanation of employment classifications (full-time, part-time, seasonal, etc.) and FLSA status (exempt v. non-exempt), types of leaves of absence (such as FMLA, military leave, jury duty, voting leave, etc.), and general workplace and safety rules. Ask your employment counsel to review your handbook for compliance with federal, state, and local laws.

(2) Review your employee handbook. 
If your business has more employees now than when you last revised your handbook, congratulations on your growth. There may be additional policies you now should include in your employee handbook and put into practice due to the increased size of your workforce.

(3) Review your employee handbook. 
Ask your HR professionals and other management personnel to review your employee handbook. You may learn that your company’s written policies do not match its practices. If that is the case, contact your employment counsel to discuss changes that comply with the law and make sense for your business.

(4) Review your employee handbook. 
If your handbook has a discipline policy, review it before taking disciplinary action against an employee. In other words, don’t get into trouble for not following your own rules. Employees who feel they were not treated fairly are more likely to file a charge of discrimination and/or a lawsuit against the company after some type of adverse employment action.

(5) Review your employee handbook. 
If your handbook does not have a social media and/or electronic communications policy, or if it has not been reviewed in the last sixty days (yes, 60 days!), you should contact you employment counsel for help updating or crafting a compliant policy.

If your company does not have an employee handbook, policy manual, or any written documentation by any name that describes your company’s practices, drafting an employee handbook (and implementing the policies in it) should be your top resolution.

Though not legally required, having an up-to-date, legally compliant handbook is good business practice. Employee disputes have dramatically increased in recent years, as has the cost of defending the claims. An employee handbook is one tool to protect employers from the threat of litigation and to defend against employee claims.

After you complete these five resolutions, consider reviewing your pay practices, employee classifications, and I-9 compliance, as these are among the most common problem areas for employers.

Kelly Davis is an attorney in Quarles & Brady LLP’s Naples office. She presented the topic “Disgruntled Employees, Intellectual Property & Customer Lists: How to Mitigate the Threat to Your Company at the 2012 NORA Conference. Contact her at kelly.davis@quarles.com.

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Debated Use of Method 1668B for Analysis of PCBs

by NORA Member Trihydro Corporation's Technical Services Team

PCBs are a group of man-made chemicals. They are composed of carbon, hydrocarbon, and chlorine atoms. Since PCBs can behave similarly to dioxins, they are considered highly toxic to human and ecological receptors at low levels. Additionally, they are very difficult to remediate due to slow decomposition (EPA 2003). PCBs are expensive and can be difficult to identify during analyses; therefore, scientists and regulatory agencies have been researching ways to find cheaper and more accurate ways to test for PCBs.

PCBs and Regulatory History
PCBs were developed and used beginning in the late 1920s and their use continued through the 1970s. Regulation of these chemicals was first introduced in 1976 and clean-up rules began in 1987. PCBs were used in paints, inks, adhesives, electrical equipment, semi-conductors, hydraulic fluids, plastics, and more, and were sold under the common name "Aroclor". PCBs have been an important group of target compounds of the Resource Conservation and Recovery Act (RCRA), Clean Water Act (CWA), Safe Drinking Water Act (SDWA), Clean Air Act (CAA), and the Comprehensive Environmental Response, Compensation, and Liability Act (CERCLA, commonly known as Superfund).

On September 23, 2010, as part of the CWA regulations, the EPA recommended the use of Method 1668B/C for the analysis of PCBs in water (EPA 2010B). During the public comment period, the EPA received 35 comments, only 5 of which were in favor of acceptance of the method. Opponents cited the following problems and limitations with both the EPA's process and methods (EPA 2010A):

"(1) EPA did not produce documentation supporting changes to the method approved by EPA for the interlaboratory study, (2) the raw data for wastewater and biosolids was poor and is not fit for use in a comprehensive interlaboratory study, (3) EPA cited certain guidelines such as ASTM but deviated from those guidelines (e.g., used only one Youden pair per matrix), (4) the peer reviewers' qualifications were questioned, (5) the addendum and the pooled MDLs/MLs were not subjected to peer review, (6) MDL/ML are flawed, the process to calculate MDLs/MLs for congeners that co-elute was flawed, the MDL/ML ignored the ubiquitous problem of background contamination, and (7) the validation study did not include all matrices in the method (soil and sediment excluded)."

Proponents of the method identify advantages like identification of all congeners and homologues and attainability of low reporting limits.

On April 17, 2012, the EPA decided to defer approval of EPA Method 1668C. The EPA identified several states that were willing to support using Method 1668; however, some industry groups continue to oppose the use of the method (EPA 2012). Therefore, use of the method is not required at this time; however, we expect that this is not the end of the controversy.

Understanding Method 1668
Method 1668 is the analyses of Chlorinated Biphenyl Congeners in Water, Soil, Sediment, Biosolids and Tissue by High Resolution Gas Chromatography/High Resolution Mass Spectrometry (HRGC/HRMS). The method states that it was developed for use in compliance with the CWA. Both low and high end detections can be identified without saturation of the detector by using HRGC/HRMS (TestAmerica 2011).

Very few laboratories have been able to demonstrate inter-laboratory capability for Method 1668, which is required for most certifications. Most laboratories are able to analyze PCBs but with noted difficulties when using Method 1668, including:

- Extremely low and difficult to obtain reporting limits
- QC failure resulting from interferences
- Expense of the analysis
- Large quantity of data produced
- Length of time to perform the analysis

Other Method Options
Other Method options include:

- Method 8082 - Polychlorinated Biphenyls (PCBs) By Gas Chromatography
- Method 608 - Organochloride Pesticides and PCBs
- Method 617 - The Determination of Organohalide Pesticides and PCBs in Municipal and Industrial Wastewater

Each of these methods has advantages and disadvantages and should be applied on a site-per-site basis. Please work with your laboratory and Trihydro chemists to find the method that is the best fit for your site and application. Selection of methods can be very important when determining the defensibility, considering costs (quantity of data), and applicability of the analyses for your site.

Note: References are available upon request.
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Affordable Care Act:
Truth, Fiction or It’s Complicated

by Sarah L. Fowles, Esq., Quarles & Brady LLP

As many of you know, the Affordable Care Act (also known as the ACA or “Obamacare”) is here to stay. Employers understandably have many concerns about the ACA’s impact on their companies. This article addresses some common employer concerns and whether the concerns are truth, fiction, or (as is often the case with a new law) complicated.

Employer Concern: The ACA forces my company to offer health coverage to all employees. Fiction. The ACA does not require any company to offer health coverage to all of its employees, but keep reading for some consequences of not offering coverage.

Employer Concern: My business will be penalized with a large tax if it doesn’t offer health coverage to all employees. It’s complicated. Beginning in January 1, 2014, your company may have to pay an “assessable payment” (similar to a tax or penalty) to the federal government if both of the following are true:
1. Your business is a “large employer.” Your business generally will be a large employer if it employees 50 or more full-time and full-time equivalent employees.
2. Your business has at least one full-time employee go to one of the newly created “Exchanges” and buy health insurance that is subsidized by the federal government. An employee generally is considered full-time if he or she works an average of 30 hours per week, but the IRS has issued complex guidance for employers to use when determining whether or not an employee is “full-time.”

The type and amount of the assessable payment depends on several factors. The first type of assessable payment is what we refer to as the “No Offer Penalty.” If your company does not offer health coverage to all full-time employees, but the coverage is “unaffordable” and/or does not offer “minimum value”, then the Unaffordable Coverage Penalty is an annual $3,000 per employee who obtains subsidized health insurance coverage on the Exchange. Coverage is “unaffordable” if the premium for self-only coverage is over 9.5% of the employee’s W-2 wages, and coverage does not offer “minimum value” if the plan pays less than 60% of the benefits paid under the plan.

Employer Concern: My company is a large employer and we will have to reduce our employees’ hours below 30 per week to avoid extra taxes. Possibly truth. To avoid the risk that one of your full-time employees obtains subsidized health coverage on the Exchange, your company may consider reducing employees’ hours below 30 per week so that they are not “full-time.” Your company should consider any such decision against its staffing needs and may wish to consult with an attorney to craft a strategy that would withstand any claims of discrimination.

Employer Concern: The ACA requires all employees who are eligible for my company’s health coverage to enroll in the coverage. Fiction. Your company’s employees may choose to enroll in your company’s health coverage (if eligible), go to the Exchange or the non-Exchange market and purchase an individual health insurance policy, sign up for Medicaid or Medicare if eligible, or go uninsured (uninsured employees may have to pay a tax for going uninsured).

Employer Concern: If our company drops health insurance coverage, employees will be able to buy cheap coverage on the “Exchange.” It’s complicated. Premiums for individual health insurance coverage on the Exchange are not expected to be cheap for a variety of reasons. However, many employees may qualify for health insurance coverage that is subsidized by the federal government.

Sarah Fowles is an attorney in Quarles & Brady LLP’s Milwaukee office. She is a contributing author of Quarles & Brady LLP’s “Health Care Reform Pay or Play Guide.” She presented the topic “Preparing for ObamaCare: What Employers Need to Know Now” at the 2012 NORA Conference. Contact her at sarah.fowles@quarles.com.
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Clean Harbors Completes Acquisition of Safety-Kleen

NORA Member Clean Harbors, Inc. announced the completion of its acquisition of NORA Member Safety-Kleen, Inc. Clean Harbors purchased Safety-Kleen in an all-cash transaction valued at approximately $1.25 billion.

“The acquisition of Safety-Kleen aligns perfectly with our strategy of expanding our Environmental Services business in North America,” said Alan S. McKim, Clean Harbor’s Chairman and Chief Executive Officer. “Safety-Kleen brings well-established leadership positions in several important markets, including parts cleaning, small quantity waste generators and used oil recycling. We expect the transaction to drive a substantial increase in waste volumes into our waste disposal treatment network. Safety-Kleen services more than 200,000 customer locations – we are looking forward to the substantial cross-selling opportunities we anticipate across our combined customer base. In addition, Safety-Kleen’s re-refining and recycling capabilities significantly broadens our existing portfolio of services and enhances the sustainability offerings available to our customers. We believe this transaction greatly enhances shareholder value and will support our growth momentum in 2013 and beyond. We welcome Safety-Kleen’s employees to the Clean Harbors team and look forward to advancing our combined organization.”

Intergulf Corporation Announces Expansion Consisting of Used Oil Re-Refinery

NORA Member Intergulf Corporation recently announced an expansion consisting of a used oil re-refinery at its La Porte, Texas facility.

This investment reflects Intergulf’s continued confidence and commitment to be a leader in the recycling industry. The initial construction phase will add an additional 420,000 gallons of storage and allow for processing of 8 million gallons of used oil per year to produce vacuum gas oil (VGO) and asphalt flux. The re-refinery is engineered to be easily expanded to allow for future growth.

The plant is expected to come online in the fourth quarter of 2013.

NexLube Tampa Moving Forward With Construction of Re-Refinery

NORA Member NexLube Tampa, LLC is moving forward with its construction of a used oil re-refining and blending plant, located at Pendola Point on 12 acres of land inside the Port Authority of Tampa. NexLube broke ground in July 2012, and commissioning of the facility is planned for the fourth quarter of 2013. The facility will process up to 27 million gallons per year of used oil as a feedstock and will produce high performance lubricants for cars and trucks as well as ultra-low Sulphur diesel fuel.

The facility has been designed with state-of-the-art re-refining technology “Revivo” developed by Viscolube and Axens.

Universal Lubricants Introduces First Retail Motor Oil FlexPak in the U.S.

NORA Member Universal Lubricants®, the manufacturer and distributor of ECO ULTRA®, one of the world’s most advanced motor oils, recently introduced the nation’s first retail motor oil packaged in a sustainable, flexible stand-up pouch. Compared to conventional hard plastic bottles, the new durable FlexPak™ offers consumers a faster, easier and cleaner way to change their oil, giving retailers a unique opportunity to bring customers an exciting, high-performance product in an environmentally responsible package.

The company debuted ECO ULTRA in the new 1-quart FlexPak at the Automotive Aftermarket Products Expo in November. Pouch-packed engine oil products already have earned consumer acceptance in many countries around the world.

“ECO ULTRA and our new FlexPak are perfect examples of ‘eco innovation,’” said John Wesley, chief executive officer of Universal Lubricants. “These products not only protect and optimize engine performance, they also protect the environment while giving do-it-yourselfers a great new way to help reduce our country’s reliance on foreign oil.”

Industry News

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

Universal Lubricants Names Jan Horsfall Chief Marketing Officer

NORA Member Universal Lubricants® recently announced the appointment of Colorado Springs native Jan Robert Horsfall as Chief Marketing Officer.

"Jan is a proven leader with a track record of building brands and a passion for new technology," said Universal Lubricants CEO John Wesley, "We worked together when he began his career with The Valvoline Company®, where I watched him rise through the ranks to Vice President of Consumer Brand Strategy before he left to tackle a host of successful entrepreneurial ventures. With more than 20 years of experience and a deep understanding of how to take new ideas to market, Jan brings a valuable new perspective to promoting our game-changing re-refining technology and our marquee product line, ECO ULTRA."

Thermo Fluids Names Todd Bogart Chief Marketing and Sales Officer

NORA Member Thermo Fluids, Inc. recently promoted Todd Bogart to its chief marketing and sales officer. Bogart, who joined Thermo Fluids as the northwest regional sales manager in August 2011, will be responsible for leading the Scottsdale-based company’s marketing and sales strategy.

"In his first year with Thermo Fluids, Todd has proved to be a tremendous asset to the company’s sales and leadership teams. We are thrilled to promote from within and have Todd help lead Thermo Fluids’ branding and marketing as we continue to merge with our new parent company, Heckmann Corporation," said James Devlin, Thermo Fluids’ chief executive officer.

H2P Wireless Solutions Introduces SmarTruck™

H2P Wireless Solutions recently introduced the SmarTruck™, a metering system for used oil collection and delivery trucks and storage tanks.

H2P Wireless Solutions

With rising diesel fuel costs and used oil street prices, and with greater competition from smaller less credible operators, the pressure on collection companies to run efficient and transparent operation is higher than ever before.

SmarTruck™, is an on-board, fully automated used oil metering system. The system provides operational efficiencies and transparency which translate into reduced costs and increased customer retention. Current and upcoming features include automatic measurement in gallons of the volume collected or delivered, automatic transfer of the gallons measured to billing and inventory systems, and automatic alarms to prevent truck overflows. The system also features integration with 3rd party hand-held and back office providers.

For more information, call 571-217-2772, email info@home2phone.net or visit http://www.home2phone.net/liquid_logistics.
Supplier Spotlight:

Bedford Industries, Inc.

Member Since: 2004
Location: Monroe, Washington
Contact: David Ledoux
Phone: 260-352-2141
Email: david@bedfordindustries.com
Web: www.oberg-crusher.com
Description: 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.

Q: How is your company connected to the liquid recycling industry?
A: Bedford Industries supplies equipment to the liquid recycling industry for the purpose of recycling used oil filters. We have been connected to this industry for 20 years. In the early 1990s we were known as Oberg International and the oil filter balers we sold were mostly to companies in the specific business of picking up used oil filters. Today, our oil filter balers are sold primarily to companies in the used oil business and used oil filter pick up is one of many services our customers provide.

Q: What products does Bedford Industries provide to the liquid recycling industry?
A: The line of products we supply to this industry include our SB-150, SB-300 and SB-600 oil filter balers; also a full range of conveyors/hoppers to feed these balers is available as an option. Our oil filter balers are operating across the United States as well as multiple locations in Canada, England and Australia. We also sold balers to the military in Iraq and sold our first baler into Turkey this year. Bedford also owns the OBERG Filter Crusher line which has been on the market since 1989. The OBERG Filter Crusher is sold mainly into the automotive, heavy duty and industrial markets, and it is currently operating on every continent.

Q: What value do you find in NORA membership?
A: NORA membership has been very important to our business. The people involved in NORA are serious about their businesses and we are fortunate to interact with such high caliber companies. The conferences provide a unique opportunity to see customers and friends face to face all in one spot! Also, the information NORA provides that is key to our industry is very helpful in staying up to date on issues affecting our industry. All this would not be possible without the highly effective NORA management and we appreciate what they do.

Q: What other ways does NORA membership help Bedford Industries in its sales efforts?
A: A key way that NORA helps in our sales efforts is the word of mouth marketing. We strive to take care of our customers and, in my opinion, there is no better marketing than taking care of customers.

NORA Buyers Guide

New tool to access over 90 NORA supplier/vendor members who provide products and services to the liquid recycling industry

NORA recently introduced its new NORA Buyers Guide, giving members an additional tool to find suppliers of products and services geared toward the liquid recycling industry. All companies listed in the guide are NORA members.

Each month, the NORA website averages over 15,000 page views and over 3,000 unique visitors. In addition, the association regularly communicates with over 1,800 industry contacts who are directed toward the NORA Buyers Guide for all product and service needs.

All NORA supplier/vendor members receive a free listing in the guide. Members wishing to upgrade to a premium listing that includes full contact information, logo, product photos/descriptions and more should contact NORA at 703-753-4277 or sparker@noranews.org. Upgraded listings are just $400/year.
OBERG® SB-600
Oil Filter Baler

Process 17-19 Drums Per Hour/Continuous Feeding
Makes 6” x 6” x variable length bricks

Call for more info: (800) 848-8228

Bedford Industries Inc.
Monroe, WA

www.oberg-crusher.com
NORA Supplier/Vendor Directory

NORA Supplier/Vendor Members in good standing as of 2/1/2013. Companies in bold have an ad in this newsletter. Companies in red are exhibiting at the 2013 NORA Trade Show. Companies with a $ are part of the NORA Save program by offering discounts/value added services to NORA members. Contact NORA to learn more about the NORA Save program.

Accurate Energy
302-947-9560
paul@accurate-energy.com
Accurate-Energy specializes in providing recycled fuel oil products, environmental services, and creative market approaches for customers who require exceptional service and value.

Advantage Route Systems
209-632-1122 ext. 231
dkrouoth@advantagers.com
www.advantagers.com
Advantage Route Systems is a global supplier of route accounting software using sophisticated, affordable handheld computers to collect data on route. Used by several companies in the waste oil recycling business, it has a proven ROI.

Air Products & Chemicals
610-481-4911
croftokm@apci.com
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Air Products, the global leader in out-sourced hydrogen production and services, features hydrogen technologies that can help customers increase quality and efficiency, improve safety and lower overall operating costs.

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Oil filtration, purification and re-refining.

Allen Woods & Associates, Inc.
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jack@allenwoods.com
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We provide NORA Members Our Award Winning TRANSBRITE or Private Labeled Line of High Quality Detergents, Degreasers & Additives. We also supply Standard, Heavy-Duty & Custom Aqueous Spray Cabinet, Agitated Tank, Ultra-Sonic & Conveyor Cleaning Systems.

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Antifreeze inhibitor sales, chemical sales, antifreeze fortifiers, technical support, laboratory testing and analysis. Seminar training for fluids, including antifreeze. Antifreeze recycling consulting.

Bright Technologies a Division of Sebright Products, Inc.
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www.brightbeltpress.com
Oil filter recycling equipment.

Brown Gibbons Lang & Company, LLC
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www.bglico.com
Investment Banking Firm

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www.brownindustrial.com
Technology leading custom designers & manufacturers of trailers & truck bodies for the rendering, oil filter recovery & recycling industries.

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

Camgian MicroSystems
972-335-0951
mcousino@camgian.com
www.camgian.com
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A manufacturing company focused on improving existing fluid reprocessing technologies. Products include parts/weapon cleaners, fuel blending equipment, and other fluid recycling technologies. All products are proudly made in the USA.

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Clear Computing’s cost-saving online management software for the waste industry optimizes business operations, customer service, work orders, invoicing, route management, etc. Pay your customers for used oil. Online access for drivers and salesmen.

Crandon Energy, Ltd.
713-521-1777
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Buy, sell and trade petroleum products.
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DesertMicro provides management software for oil waste, recovery and recycled industry. PetrolManager provides detailed history, extensive billing options, container tracking, lab results, profiling, routing and dispatching.

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

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**Sequoia Energy & Environment**
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marketing@staygreenoil.com
www staygreenoil.com
Used Oil Marketplace

**Summit Environmental Technologies**
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www settek.com
Full service QAQC environmental laboratory. Emphasis and experience with liquid recycling and environmental service industries. Nelac and AZLA ISO certifications.

**Sweet Gazoil Inc.**
579-721-1690
louisbertrand10@gmail.com
www sweetgazoil.com
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tcanchor@att.net
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Chemical distributor with an emphasis on wide spec and byproduct solvents.

**The Penray Companies**
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saroyan@penray.com
Antifreeze Inhibitors

**ThermoEnergy Corp**
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Tote Tanks, FBC Rentals/Sales

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gmathes@trihydro.com
www trihydro.com
Trihydro is a full service engineering and environmental consulting firm who assists NORA members with environmental due diligence, assessment remediation, and compliance.

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jay@uniram.com
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**URN Corporation**
615-771-2480
jack_waggener@urscorp.com
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**VeruTEK Technologies**
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Parts from about one-fourth of the United States have contributed to the restoration of Jack Gallagher’s 1956 DeSoto Fireflite Sportsman.

“I’ve always liked orphan cars,” Gallagher confesses. Automobiles which no longer are in production appeal to him.

In August of 2010 he located the 1956 DeSoto two-door hardtop offered for sale by a broker of antique cars in Florida.

Detailed information about the car was transmitted and Gallagher discovered that the car was originally sold in Mississippi once it had left the factory in Detroit on Nov. 28, 1956.

The DeSoto in Florida was not a perfect car but all of the parts were there so Gallagher gambled and bought the car sight unseen. It was, after all, a desirable model.

On the back of a truck the DeSoto was transported to Gallagher’s Bethesda, Md., home. After the truck left Gallagher started his DeSoto to put it in his garage when, he reports, “The number eight connecting rod let go.”

That was the bad news. The good news was that the cast iron block was not cracked. For more than half a year the DeSoto languished in his garage while Gallagher collected parts for the rebuilding the engine and arranged for skilled artisans to make his car whole once more.

Happily, there was no rust with which he had to contend. “Everything from the front seat forward has been rewired,” Gallagher says.

The upscale DeSoto has power equipment including:
• Seats
• Brakes
• Steering
• Windows

At the driver’s left finger tips is a four-gang power window switch on the door.

On the package shelf by the rear window are mounted the two rear speakers for the AM/FM radio. The speakers flank a vent through which a fan blows air to help defog the rear window.

The aforementioned states that contributed to the rehabilitation of the DeSoto include Alabama, Arizona, California, Kansas, Maryland, Mississippi, New York, North Dakota, Rhode Island, Virginia, Washington and Wisconsin.

When new, the 4,030-pound two-door hardtop had a base price of $3,256. Only a total of 7,479 such models were manufactured during that model year.

Beneath the hood of Gallagher’s DeSoto is the desirable 330.4-cubic-inch HEMI V-8 Overhead Valve engine that delivers 255 horsepower.

All of that power is transferred to the rear drive wheels via the Powerflite Automatic Transmission operated with push button controls. The four push button control module is positioned near the driver’s left hand.

Under the gray headliner overhead is the red carpet on the floor. In between are the black and white upholstered seats trimmed with gold piping. Gallagher points out that the gold piping matches the gold “DeS” on each wheel cover.

On each rear fender is an external air scoop which can either draw fresh air into the cabin or, with the flip of a switch force feed the air conditioning unit in the trunk. To avoid overheating the engine the radiator capacity is 24 quarts.

The 7.60x15-inch tires support the 18.4-foot-long DeSoto on a 126-inch wheelbase.

Gallagher never tires of climbing into his red and white DeSoto with the distinctive tri-tower taillights. There he can grip the two-tone, two-spoke steering wheel adorned with a 360-degree horn ring and relive some of the glory of his DeSoto with the soaring taillfins.
NORA’s membership has grown to over 340 members; 38 companies have joined NORA since October 10, 2012. NORA relies heavily on word of mouth marketing. Please refer NORA to your peers and suppliers.

<table>
<thead>
<tr>
<th>Company</th>
<th>Contact</th>
<th>Location</th>
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</thead>
<tbody>
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<td>ADS Del Ecuador</td>
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<td>Machala, Ecuador</td>
<td>593-232-4612</td>
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<td>Arcom Oil</td>
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</tbody>
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Industry Calendar

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

- **ILMA Management Forum**
  - April 18-20, 2013 • Carlsbad, California
  - [www.ilma.org](http://www.ilma.org)

- **NORA Mid-Year Meeting**
  - June 24-26, 2013 • Nashville, Tennessee
  - [www.noranews.org](http://www.noranews.org)

- **iFLEX 2013 Expo and Convention, presented by AOCA**
  - April 29 - May 1, 2013 • Nashville, Tennessee
  - [www.aoca.org](http://www.aoca.org)

- **NORA Annual Recycling Conference & Trade Show**
  - November 13-16 • Carlsbad, California
  - [www.noranews.org](http://www.noranews.org)
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