2013 NORA Mid-Year Meeting
Nashville, Tennessee
Monday, June 24 - Wednesday, June 26

Details on page 14
Over the last few months, NORA has been active in Washington, DC advocating for reform of the PCB/TSCA policies. The association is taking on this project to help protect members from liabilities related to used oil contaminated with PCBs.

NORA has met with numerous Senate offices, the U.S. Environmental Protection Agency and various industry groups to build support for the PCB/TSCA reform as it relates to used oil.

NORA’s lead consultant for this project is Steve Shimberg. 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.

Along with Steve, NORA’s Executive Director Scott D. Parker, General Counsel Chris Harris and Senior Consultant Jack Waggener are all actively part of the association’s effort on this initiative.

An update on this important project will be provided at the NORA Mid-Year Meeting in June as well as in future NORA publications.

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 Effort

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.

Thus far, 22 members have generously donated $61,500 to the 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. Donate online at www.noranews.org or contact NORA for a donation form.

Visit http://bit.ly/norafunddonors to view a list of donors of this project.
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If Not Now, When?

Government affairs, networking, and knowledge: these are the three key areas that members of NORA receive value from the association.

Government Affairs: NORA is here to defend the rights of members to responsibly recycle used oil and related materials.

Networking: NORA helps members grow their business by efficiently connecting potential trading partners in the liquid recycling industry together.

Knowledge: NORA keeps members current on the latest opportunities and threats to the industry so they can be the environmental expert for their customers and make informed decisions for business planning.

Register for Nashville Now!
NORA delivers these values to members in a variety of formats: newsletters, eNews and web reports, to name a few.

If you are a member and have never attended a NORA event or have not attended one in a while, I invite you to attend the NORA Mid-Year Meeting in Nashville, Monday, June 24 to Wednesday, June 26, 2013.

Over 150 industry leaders are expected and you can attend for just $225. Use the enclosed form to register today.

It is easy to come up with an excuse not to attend the Nashville event. However, I guarantee the absolute best way to maximize the value from your membership is by attending a NORA event.

When you attend a NORA event, you have the opportunity to effect NORA government affairs positions, engage in high level business development to grow your business and learn about the latest trends in our industry.

Again, I invite you to attend the upcoming NORA event in Nashville. If not now, when?
NORA Releases 2013 Membership Directory

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

NORA is pleased to announce the release of the 2013 NORA Membership Directory, the ultimate networking tool for the liquid recycling industry.

This annual publication provides valuable information on all of NORA’s 345 member companies that is essential for NORA members in their efforts to easily find key business partners.

The “yellow pages” of the liquid recycling industry, the 168-page 2013 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 will receive copies of the membership directory. If you are interested in receiving a copy, contact NORA at 703-753-4277 or sparker@noranews.org.

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Conservative State Legislators Recommend Model Used Oil Legislation

On January 13, 2013, the American Legislative Exchange Council, a group of conservative state legislators from virtually all 50 states, adopted model legislation concerning DIY collection centers and used oil transporters. Below are the key provisions.

**Do It Yourself Collection Centers**

(A) The state regulatory agency shall develop certification requirements for DIYer used oil collection centers that shall require, at a minimum, that such centers:

- Accept uncontaminated used DIYer oil from the general public in quantities up to five gallons per day;
- Participate in the state toll free telephone used oil information network system;
- Meet the minimum requirement for hours of operation as established by the regulatory agency;
- Demonstrate that it complies with all state regulations concerning tank structure and integrity, maintenance, supervision, employee training and housekeeping.

**Transporters**

(A) The regulatory agency shall develop certification procedures for transporters accepting used oil from public, private, and commercial facilities. Such certification shall include:

- A requirement that the transporter demonstrates familiarity with state regulations and proper used oil management rules;
- A requirement that the equipment used in such transportation is in good mechanical condition and is suitable for the transportation of used oil;
- A requirement of proof of liability insurance or other means of financial responsibility as established by the regulatory agency;
- A showing that all record keeping and reporting practices are in compliance with all applicable regulations;
- Documentation that all used oil is delivered to qualified customers or certified recyclers.

To read more about the American Legislative Exchange Council’s Used Oil Collection Act, visit www.alec.org/model-legislation/used-oil-collection-act.

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NORA Files Amicus Brief in New York “Adulterated” Heating Oil Case, Case Dismissed

On April 11, 2013, NORA filed a “friend of the court” brief in a New York class action case in which the plaintiffs alleged that the defendant, Castle Oil Corporation, engaged in a fraudulent “blending scheme” by mixing used oil with virgin fuel and selling this “adulterated fuel” to unsuspecting consumers.

NORA’s brief pointed out that, contrary to the plaintiffs’ allegations, lawful forms of processing include blending used oil with virgin oil, as well as filtration, distillation, chemical or physical separation, and refining. Through one or more of these processing techniques, used oil may be recycled into various petroleum products, including heating oil. NORA’s brief, written by NORA’s General Counsel Christopher Harris, emphasized that “before it may be sold, the processed oil must be analyzed to ensure that it meets certain specification standards.”

NORA’s brief also explained that on-specification used oil fuel is the legal and functional equivalent of virgin oil. Citing EPA’s recent rule governing non-hazardous secondary materials, NORA’s brief quoted EPA’s conclusion that the levels of contaminants in on-spec used oil are either the same as or lower than the levels found in virgin oil. That is why EPA classifies on-spec used oil burned for energy recovery as a “traditional fuel” and not a secondary material or a solid waste.

Accordingly, the sale of processed used oil that meets all of the required specifications under federal, New York State and New York City standards for heating oil is neither illegal nor fraudulent.

The lead counsel for the plaintiffs was Robert F. Kennedy Jr., an activist environmental attorney. When the case was filed, it was front-page news in the New York Times and many other newspapers.

On April 26, Justice Shirley Kornreich issued a decision in the case (BMW Group, LLC v. Castle Oil Corporation). The court adopted NORA’s legal analysis and concluded that there was no violation of any law — provided that the applicable fuel specifications had been satisfied. The court dismissed the case.

“NORA is pleased to participate in this case to protect its members directly affected by this issue in New York City and others indirectly affected in the Northeast,” said NORA Executive Director Scott D. Parker. “NORA believes that a responsible used oil management system has many legitimate markets for used oil and related products.”

California LCA Update
Next meeting in July 2013

NORA continues to be an active participant in the California Used Oil Life-Cycle Assessment (LCA). NORA Executive Director Scott D. Parker and NORA Senior Consultant Jack Waggener recently submitted comments on the first draft of the overall model and combustion model that have been produced.

A final report will be released in the next few months. At that time, NORA will share the final report with members and submit additional comments.

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.

Waggener provided an update on the California Used Oil LCA at the 2012 NORA Conference and the 2013 NORA Winter Meeting. To view his presentation, visit www.noranews.org.

The next Stakeholder Meeting will be held July 9-10, 2013. Contact NORA if you wish to attend.
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2013 NORA Winter Meeting Attracts Record 215 Attendees

Over 215 industry leaders gathered at The Cosmopolitan in Las Vegas, Nevada for the 2013 NORA Winter Meeting on February 27 - March 1.

Members networked and addressed the latest regulatory business issues facing the liquid recycling industry.

Steve Shimberg updated members on the 2013 NORA PCB/TSCA Reform Effort.

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.

For an electronic copy of the 2013 NOW Winter Meeting Committee Book, contact NORA at 703-753-4277 or sparker@noranews.org.

NORA members enjoy the first of two networking receptions held at the 2013 NORA Winter Meeting.

NORA Members listen to Steve Shimberg explain the progress of the 2013 NORA PCB/TSCA Reform Effort, which NORA launched earlier this year.

NORA members network during the Opening Reception, sponsored by XL Insurance, at The Cosmopolitan Hotel.
Sights From the 2013 NORA Winter Meeting

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Opinion:

An Alternative View of the Used Oil Recycling Marketplace

The opinions expressed in this article are those of the author of the article, and not necessarily the publisher.

The oil recycling industry is changing. Operators must evolve or die. Dan Cowart, a 32-year veteran of the industry and, President of the International Used Oil Research Institute based in Washington, D.C. He believes re-refiners face rapid changes in: supply costs, industry consolidations, regulations, technology, ISO standards, financing and competition.

Beginning about five years ago, regulatory, financial, and industry factors increased the attractiveness of used oil re-refining. The new Clean Air Act placed limits on, or in some instances, banned the burning of used oil as fuel. The White House mandated the purchase and use of re-refined oil.

Extreme volatility in oil prices from 2008 – 2010, made the comparatively stable base oil market very attractive. Private Equity Funds had an abundance of capital, and wanted to invest in green projects. Based upon these factors, capital flowed into the industry. New re-refining plants are being planned and built, and capacity has exploded.

“A lot of entities moved into re-refining and hoped to cash in on what they perceived as a green industry, with unlimited potential. Unfortunately, in my opinion, many did not completely understand the marketplace, where the industry was headed, and what it cost to open a re-refining facility,” said Cowart.

“Investors believed they could realize profit margins of up to 47%. However, they did not recognize that base oil pricing could collapse as the supply increased. Nor, did they anticipate the competition for used oil gallons to process or the impact it would have on what they perceived as a green industry, with unlimited potential.”

Cowart said. “Successful oil recyclers have adapted in the past to meet new challenges and, they can do so again, if they think long term. This industry is not a get-rich-quick game. It requires: experience, capital and time. If you want to be successful you will have to view this industry as a total service industry, not just a used oil re-refining industry. The technology is available. The market and the environment both need our services. We have to: look at the big picture, realize what is really driving the market and the environment both need our services.”

“Lube oil is a by-product of the oil refining process,” Gross continued. “It requires two barrels of oil to produce four quarts of lube oil. That same two barrels of oil will produce 39 gallons of gasoline. At 30 mpg, you can drive 1,170 miles on 39 gallons of gas. The average car can go 5,000 on an oil change. With the new Group III lube oils being produced now, to meet government efficiency standards, cars will be able to go 10,000 to 15,000 miles between oil changes. Therefore, the average car consumes only a fraction of the lube oil created for every gallon of gasoline it uses. As a result, large, virgin oil refineries are producing more lube oil than the market requires.”

Virgin refiners control the market and, they realize the demand for lube oil is shrinking. They are taking logical steps to maximize their profits. The new environmental standards and automaker specification for Group III will protect margins on a fraction of the market. But excess lube oil, will need to be further refined and sold into the fuel market. This will push down the price of Group I & II lube oils as well as add volatility to the price of lube oil overall.

“However, the used oil recycling industry is not dead yet,” Cowart said. “Successful oil recyclers have adapted in the past to meet new challenges and, they can do so again, if they think long term. This industry is not a get-rich-quick game. It requires: experience, capital and time. If you want to be successful you will have to view this industry as a total service industry, not just a used oil re-refining industry. The technology is available. The market and the environment both need our services. We have to: look at the big picture, realize what is really driving costs, where the profits can be made, and design an operational plan that leads to success.”

About Allegiance Capital Corporation

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Largest Re-Refinery in South America Starts Up Using CEP Process
NORA Member Chemical Engineering Partners (CEP) is proud to announce the successful start-up of LWART’s re-refinery in Brazil. The capacity of the plant is 150,000 MT/year of used oil. It is the largest re-refinery and first of its kind in South America; it is the only plant in South America including virgin crude oil refineries to produce API Group II base oils. CEP is excited to bring the state-of-the-art re-refining technology to Brazil. Brazil is a leader in environmental initiatives. It is the only country where used oil must be re-refined by law. LWART is regarded as the largest company in South America in the field of collecting and re-refining of used oil.

Quest Recycling Earns 2012 AT&T Supplier Sustainability Award
NORA Member Quest Recycling Services, LLC was recently honored as a 2012 AT&T Supplier Sustainability Award winner.

Quest Resource Management Group was one of only four suppliers to receive the award for outstanding contributions that supported AT&T’s supplier sustainability efforts during the past year. Quest provides AT&T a closed loop used oil program for its fleet nationwide in 400 locations along with additional services.

“We are very honored to receive the prestigious recognition from AT&T. This award reflects the hard work and dedication of our team and their drive to provide superior sustainability and recycling services to our clients,” said Quest CEO and co-founder, Brian Dick. “We look forward to many more successful years with AT&T and helping them achieve their sustainability goals.”

Vertex Energy Now Trading on NASDAQ Capital Market
NORA Member Vertex Energy, Inc. began trading on the NASDAQ Capital Market on February 13.

Benjamin P. Cowart, CEO of Vertex Energy, Inc., stated that “Up-listing to the NASDAQ Capital Market is a major milestone for our Company. We believe a NASDAQ listing will provide us greater visibility in the marketplace, help to expand our shareholder base, provide us better liquidity and more efficiency in the trading of our common stock, and ultimately contribute to increased shareholder value. As we continue the integration of our recent acquisition of Vertex Holdings, we believe that this step confirms the Company’s dedication to creating value in 2013 and beyond.”

Correll Named Safety-Kleen President
NORA Member Clean Harbors Environmental Services announced on April 14 that Jerry Correll has been promoted to president of NORA Member Safety-Kleen Systems, Inc. Correll replaces Robert Craycraft, who has resigned to pursue other opportunities.

“Jerry’s background and industry experience make him ideally suited to lead our Safety-Kleen business,” said Alan S. McKim, Chairman and Chief Executive Officer of Clean Harbors. “Over the past 11 years he has taken on progressively larger roles at Clean Harbors, demonstrating strong leadership at every level. Prior to Clean Harbors, Jerry served for 16 years at Safety-Kleen, where he developed a command of the company’s business, operations and market opportunities. Given his history with both organizations, Jerry brings the right combination of skills to help with the successful completion of the integration of Safety-Kleen and to keep the business on its current growth trajectory.”

Obama Nominates McCarthy for EPA Administrator
President Obama announced the nomination of Gina McCarthy for EPA Administrator on March 4. McCarthy currently serves as EPA administrator for the EPA Office of Air and Radiation.

McCarthy has previously served as a top environmental official in Massachusetts and Connecticut.

Heritage-Crystal Clean Obtains Air Permit to Expand Re-Refinery
NORA Member Heritage - Crystal Clean, LLC recently obtained a required air permit to allow it to expand feedstock input capacity at its re-refinery in Indianapolis. According to Lube Report, Heritage - Crystal Clean will be able to expand its input capacity from 50 million gallons to 75 million gallons if it chooses to do so.

“If and when we expand the input capacity to 75 million gallons per year, we would have production capacity of 45 million gallons of base oil,” said Heritage-Crystal Clean Chief Operating Officer Greg Ray.

Joe Chalhoub, Heritage-Crystal Clean’s founder, president and CEO, said during a fourth quarter conference call Feb. 20 that the expansion would allow the company to improve the profitability of its oil business. “The resulting increased profit would help us offset the reduced profitability caused by the compression of the lube-to-crude spread,” he said.
Universal Lubricants Opens Distribution Centers in Dallas and Denver, Expands Existing Centers

NORA Member Universal Lubricants, LLC recently opened a 52,000 square-foot lubricant warehouse and distribution center in Dallas.

“This new center positions us to better serve existing customers and generate new business from the growing number of environmentally responsible auto dealers, oil change installers, auto parts stores and retailers throughout the Dallas area,” Universal Lubricants CEO John Wesley said. “It is one of nine Universal Lubricants locations in Texas and one of four distribution centers our company has opened or expanded in the past year.”

Universal Lubricants, which will serve as the primary distributor of Valvoline lubricants in the Dallas market, also recently opened a new 15,000 square-foot distribution center in Denver and expanded two existing centers in Chicago and St. Louis.

CEP to Build Re-Refinery in Vietnam

NORA Member Chemical Engineering Partners (CEP) announced the signing of a contract with VN Oil of Ho Chi Minh City, Vietnam to build a used oil re-refinery in Vietnam. This facility will be the first of its kind in Vietnam; it will treat used oil and produce API Group II base oil, combining two purposes in a single plant.

“We are pleased to increase our global clients by bringing the CEP Process to Southeast Asia,” said Joshua Park, president of CEP.

VN Oil has contracted CEP to design the plant, which will have a feed capacity of 69,000 MT/Year producing approximately 50,000 MT/Year of base oil. The VN Oil re-refinery in Vietnam is projected to start up by the end of March 2015.

Valicor Unites Sister Divisions to Expand Services and Markets

NORA Member Valicor Environmental Services, LLC, previously known as United Solutions Inc., recently underwent a name change, merging its sister divisions under one name and expanding its services and markets.

Valicor Environmental Services operates five facilities that are ISO 14001 certified and recently opened new facilities in West Virginia and Alabama, allowing the company to reach new markets. The division has more than 120 team members, operates 45 trucks (mostly tanker trucks), and was voted the 5th best place to work in Cincinnati during 2011 and 2012 by the Cincinnati Enquirer.

“With a solid foundation of success, we have a very aggressive growth plan for the next five years,” said Dave Brown, Valicor Environmental Services president. “Our team is very excited about putting this plan in motion.”

Natural Gas Poised for Price Jump

According to Futures Magazine, the price of natural gas is expected to jump in the years ahead as the growth of demand begins to outstrip production increases.

Shell Oil recently said over the next couple decades natural gas will be the number one fuels source in the world. In addition, President Obama’s pick for Energy Secretary, Ernest Moniz, is a major supporter of global natural gas trade, leading some industry experts to predict prices higher than $7.00 per million Btu by 2015.

Mahon Retires After 20 Years With Dexsil

Jack Mahon recently retired from NORA Member Dexsil Corporation after over 20 years with the company.

Mahon has had a long career working with Dexsil owner Tedd Lynn. As a high school student in the 1960s, Mahon worked for Lynn at Analabs. After he graduated high school, Mahon joined the Navy and completed a two-year stint during the Vietnam War.

When he returned to Connecticut, Mahon continued working for Lynn at Analabs while working on his Bachelor’s degree in chemistry. Mahon eventually left Analabs for another opportunity at a pharmaceutical company. Lynn started Dexsil Corporation in 1977 and brought Mahon on as a sales and marketing manager in 1989.

Mahon continues to travel to trade shows and assist in training Dexsil’s new sales manager, Cathy Kopylce. He will continue to host the NORA Golf Tournament that is held during the annual conference each year.

Mahon and Gerri, his wife of 44 years, are enjoying their new home in Vero Beach, Florida. They have two children and four grandchildren, and enjoy golfing, fishing, kayaking, boating and traveling.
The 2013 NORA Mid-Year Meeting will be held Monday, June 24 to Wednesday, June 26, 2013, at the Renaissance Nashville Hotel in Nashville, Tennessee.

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

Register
A Mid-Year Meeting Registration form is enclosed with this newsletter. You may also register online at www.noranews.org. Registration starts at just $225 per person and includes all conference materials and food events. There are also options for Silver, Gold and Premier Registrations, which include attendance for multiple attendees from your company and varying levels of advertising and promotional considerations. See the attached registration form for more details.

Sponsorships Available
Sponsorships for the 2013 NORA Mid-Year Meeting are available. For a small contribution, you can support your industry and promote your business.

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

Hotel Information
The Renaissance Nashville Hotel
611 Commerce Street
Nashville, Tennessee 37203

NORA has secured a block of hotel rooms at the rate of $180 per night. Weekend rates may be higher. Most attendees will arrive June 24 and depart June 26. Book prior to June 3 to receive the group rate, but please be aware that rooms may sell out early. The NORA rate may be available three days before and after the event. The closest airport is Nashville International Airport (BNA), which is less than 10 miles from the hotel.

To make your reservation, call 800-468-3571 and reference the 2013 NORA Mid-Year Meeting, or book online at http://bit.ly/2013noramidyear. If you have any questions about hotel reservations, please contact NORA.

MSDS vs SDS: Is your company prepared for the switch?
In May of 2012, OSHA put into effect a revised Hazard Communication Standard (HCS), called “HazCom 2012,” in alignment with the Globally Harmonized System (GHS) of Classification and Labeling of Chemicals. This will affect at least 5 million U.S. employers, including most NORA members.

This new HCS affects all U.S. companies that make, transport, handle or use chemicals. A key component of the HazCom 2012 is the replacement of your MSDS (Material Safety Data Sheet) with an SDS (Safety Data Sheet). The first deadline for employers related to this is December 1, 2013.

NORA will have a special presentation on this subject at the 2013 Mid-Year Meeting.
This year’s annual Conference & Trade Show will be the largest in NORA history, featuring 57 exhibitor spaces!

This premier networking event, that will attract over 350 industry leaders involved in responsibly recycling used oil and related materials, will be held November 13-16 at the Park Hyatt Aviara Resort in Carlsbad, California.

Over half of trade show exhibitor spaces are already reserved, and they are anticipated to be sold out over the next several months! Booth assignments will take place on July 12th, so reserve your space today!

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

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

Registration, hotel, sponsorship and activities information will be available soon.

ThermoEnergy’s CASTion® Glycol Recovery System is the most cost-effective technology available to recover glycols from wastewater. The system is based on ThermoEnergy’s proprietary CAST® (Flash Vacuum Distillation) process that uses temperature and vacuum to separate water from spent glycol, then separate the glycol from additives. The process combines CAST technology with pre-treatment to obtain a glycol recovery rate of 95% with over 99% purity. With a typical payback of less than two years, ThermoEnergy CASTion offers competitive advantages over other systems, including:

- Significantly less greenhouse gas emissions
- Small footprint
- Less energy consumption
- Concentrated glycols for higher resale value
- Glycol recovery rate of 95% with 99% purity
- Meets ASTM standards
- Components are skid mounted making the entire system mobile

For more information call David Delasanta at 508-854-1628, ext. 305, email ddelasanta@thermoenergy.com, or visit our website at www.thermoenergy.com.
Supplier Spotlight: Weatherford

Q: How is your company connected to the industry?
A: Weatherford’s Engineered Chemistry® provides a comprehensive line of used oil and water treatment chemicals to the liquid recycling industry. Weatherford also supplies the re-refinery industry with a unique line of hydrogen sulfide and mercaptan scavengers.

Q: What products does Weatherford provide to the industry?
A: One of the largest oilfield services companies, Weatherford has a product and service portfolio that spans the life cycle of a well — drilling, evaluation, completion, production and intervention — and a robust research and development effort. In addition, Weatherford provides clients with oil and water treatment products that are both extremely versatile and economical in treating waste streams. Weatherford offers several comprehensive chemical solutions to address clients’ needs. For example, we offer specially designed demulsifiers to cover various types of emulsion such as soluble oils, crankcase oils, refinery slop, industrial oils, coal-tar dehydration, bunker fuels and tank-bottom cleaning. We also have a full line of heavy-duty, nonflammable liquid cleaners which provide excellent penetration and soil-lifting properties for all hard surfaces and are biodegradable. Our products have proven successful in operations around the world, including Canada, where Weatherford’s AX 232 and SX 205 chemicals were used in a chemical/brine injection system which enabled the operator to reduce pump torque in heavy-oil wells, increasing net oil production by 375%.

Q: What value do you find in NORA membership?
A: Weatherford joined NORA in 1992. Since then we have been an active member in the organization, our recognition in the industry has grown and we have been afforded the opportunity to connect with potential clients and meet their needs.

Q: What other ways does NORA membership help Weatherford in its sales efforts?
A: Scott, Casey and the NORA staff have always been extremely helpful in our company’s sales efforts. NORA provides numerous advertising opportunities and a well-attended conference exhibition at the end of each year, which provides Weatherford beneficial exposure and networking opportunities with a wide range of clients. We benefit greatly from all of NORA’s resources.

Being a member of NORA for over 20 years, Weatherford truly realizes the advantages and benefits that this organization brings to all aspects of the used oil and waste water markets. We appreciate the opportunities and look forward to continuing to build strong relationships with NORA and its supporters.
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NORA Supplier/Vendor Members in good standing as of 5/10/2013. 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 $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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Praxair, Inc.  203-837-2378  walter_renz@praxair.com  www.praxair.com  Praxair is a global Fortune 300 company that supplies atmospheric, process and specialty gases, high-performance coatings and related services and technologies. Among the gases we supply are oxygen, nitrogen, argon, carbon dioxide, helium and hydrogen.


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

Redragon Oil & Gas Systems International Inc.  519-756-8890  prakash@redragon.ca  www.redragon.ca  Redragon offers turnkey solutions for oil recyclers with our Wipe Film Evaporation, Clay Polishing, Transformer Oil Regeneration, High Vacuum Degasification and PCB Deglomeration systems. Our financing options permit reduced upfront capital costs.

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A half dozen years ago Jane Sevila was a pre-teenager. That didn’t stop her from expressing to her father, “Butch” Sevila, her fondness for some old Volkswagen beetle convertibles she had seen on the roads.

She thought they were cute and her father, like most everyone else in America, agreed. They shopped around for such a car before finding, on Craig’s List, a well worn blue 1965 VW beetle convertible. The owner was a European Union employee and the exhausted car was parked on the streets of Washington, D.C.

The owner told Sevila that she left the car unlocked so criminal elements would not cut the convertible top to gain entrance. The top has a glass rear window.

The seller had purchased the VW in what was then West Germany. As an export model it was equipped with a speedometer and odometer calibrated in miles rather than kilometers.

In 2008 the car was purchased and taken to the Sevila home in Great Falls, Va. Once there the father and daughter duo set about restoring the bedraggled beetle.

The first thing to come off pleased them. That was the MAACO blue paint which, when stripped off revealed the original red paint.

The entire car was riddled with rust which required the Sevila team to cut away all the rusted material to get down to the remaining solid metal. At that point the hulk was hauled off to a shop that could weld healthy metal into place.

Parts to restore the 1,786-pound beetle were readily available. The original air-cooled engine in the rear of the car delivered 40-horsepower. In order for his daughter to keep up with modern-day traffic a 70-horsepower engine was installed.

The original six-volt electrical system has been upgraded to 12 volt. The new 12-volt battery replaced the old 6-volt battery under the rear seat.

Not many optional extras were available in 1965 but this car is equipped with front and rear floor mats, an under dashboard bamboo tray as well as an AM radio. Sevila has upgraded the radio to also receive AM and FM signals.

New for 1965 in beetles were the fold-down rear seat as well as the gasoline gauge which eliminates the need for the reserve gasoline tank. Adjacent to the gasoline gauge on the dashboard is the 90 mph speedometer. Each door has a pocket for road maps.

Between the front bucket seats is the shift lever to operate the four forward synchromesh gears. It is next to the floor-mounted hand brake near the two levers controlling the heater.

Sevila has installed lap seat belts in the 13-foot, 4-inch-long Volkswagen.

He reports that of the 1,090,863 beetles produced by Volkswagen only 10,754 of them were convertibles.

The diminutive convertible is a mere 60.6-inches wide and stands 59.1-inches high. On each side is a mirror to help the driver see around the boot covering the lowered convertible top.

For five years the Sevila team has labored to restore the Volkswagen with both of them doing their fair share of wrench turning.

Light colored running boards and matching fender welts were installed and the entire car covered with red paint to match the original color on the car when it left the factory in Wolfsburg.

The chrome bumpers still have the overriders.

Since the completion of the restoration father and daughter have made several long distance trips in the Volkswagen including one to Ohio.

The daughter, now in high school, enjoys driving what appears to be a new red convertible while the father is pleased that his daughter has gained hands-on mechanical experience along with a driving experience that, he says with pride, “makes her one with the car.”
NORA’s membership has grown to 349 members; 12 companies have joined NORA since February 15, 2013. NORA relies heavily on word of mouth marketing. Please refer NORA to your peers and suppliers.

Company ................................................... Contact ............................................................... Location ............................................... Phone
Capital Community Bank.............................Jeff Gaufin ..............................Provo, Utah .........................................801-369-6669
Environmental Thermal Processing ................Tim Sims .................................Houston, Texas ..................................832-295-0020
International Treatment Chemicals, LLC ......Curtis Ellis ..............................Evansville, Indiana ...........................812-401-5660
Johnson Energy Solutions, Inc. ......................Pete Cameron .......................Oakland Park, Florida ......................954-776-5931
NU Waste Management, LLC ........................Omar Salcedo .......................Las Vegas, Nevada ............................702-380-4102
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The Piedmont Group, Inc ................................Ashley Reid .......................Spartanburg, South Carolina ..........864-461-2885
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21+ truck decals ...................$12 each

NORA Membership Plaque
Display your commitment to your national trade association

As an added value to membership, NORA provides member companies the chance to purchase an affordable membership plaque.

This 12’ by 15’ handsome plaque is a great way to display your company’s membership in your national trade association along with your commitment to responsible recycling.

The plaque features magnetic plates that can be easily updated each year. Your company will receive a nameplate for each year it has been in good standing with the association along with nameplates for each subsequent year your company maintains its NORA membership.

To order your membership plaque with your company name engraved on it, visit the NORA online store at www.noranews.org or contact NORA at 703-753-4277. The price for this custom membership plaque is $200.

Industry Calendar

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

NORA Mid-Year Meeting
June 24-26, 2013 • Nashville, Tennessee  
www.noranews.org

NAPA’s Midyear Meeting
July 15-17, 2013 • Boston, Massachusetts  
www.asphaltpavement.org

ILMA Annual Meeting
October 13-16, 2013 • Scottsdale, Arizona  
www.ilma.org

NORA Annual Recycling Conference & Trade Show
November 13-16 • Carlsbad, California  
www.noranews.org
Testing Used Oil Has Never Been Easier

**Clor-D-Tect® 1000**
U.S. EPA Method 9077
ASTM Method D-5384

A Yes/No on-site test to determine chlorine contamination in used oil at 1000 ppm total chlorine

**Clor-D-Tect® Q4000**
U.S. EPA Method 9077
ASTM Method D-5384

A quantitative on-site test to determine chlorine contamination in used oil within the range of 200 - 4000 ppm total chlorine

**HydroSCOUT®**
Quantify Water in Used Oil

On-site or Laboratory Setting

Range: 1500 ppm - 100%
Results in 2 minutes
Environmentally safe

Dexsil®
One Hamden Park Drive • Hamden, CT 06517 • 203-288-3509 • www.dexsil.com
Nashville, Tennessee • June 24-26, 2013
2013 NORA Mid-Year Meeting Registration Form

Contact Info
(add additional names to separate sheet of paper)

<table>
<thead>
<tr>
<th>Name</th>
<th>Title</th>
<th>Badge Name</th>
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</thead>
<tbody>
<tr>
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<table>
<thead>
<tr>
<th>Company</th>
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<table>
<thead>
<tr>
<th>Address</th>
<th>City</th>
<th>State</th>
<th>Zip</th>
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<tr>
<th>Phone</th>
<th>Fax</th>
<th>Email</th>
<th>Web</th>
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<tbody>
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</tbody>
</table>

Make your registration choices

<table>
<thead>
<tr>
<th>Registration</th>
<th>Amount</th>
<th>Options</th>
</tr>
</thead>
<tbody>
<tr>
<td>Premier Registration</td>
<td>$999</td>
<td>• FREE attendance for up to 8 attendees ($225/person value).</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Includes all conference materials and food events.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• 60 second address to group at beginning of meeting (optional).</td>
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<tr>
<td></td>
<td></td>
<td>• 3 foot table top display for whole meeting (table top only).</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Large sign with logo inside meeting room for whole meeting.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Color logo on front cover of committee book.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Logo on sign at registration.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Full page (black and white) ad in committee book ($350 value).</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Thank you printed with logo in NORA newsletter.</td>
</tr>
<tr>
<td>Gold Registration</td>
<td>$750</td>
<td>• FREE attendance for up to 5 attendees ($225/person value).</td>
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<tr>
<td></td>
<td></td>
<td>• Includes all conference materials and food events.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• 30 second address to group at beginning of meeting (optional).</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Color logo on sponsor page in committee book.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Logo on sign at registration.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Thank you printed with name in NORA newsletter.</td>
</tr>
<tr>
<td>Silver Registration</td>
<td>$425</td>
<td>• FREE attendance for up to 3 attendees ($225/person value).</td>
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<td>• Includes all conference materials and food events.</td>
</tr>
<tr>
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<td></td>
<td>• Name on sponsor page in the committee book.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Name on sign at registration.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Thank you printed with name in NORA newsletter.</td>
</tr>
<tr>
<td>Attendee (member)</td>
<td>$225/person</td>
<td>• Includes all conference materials and food events.</td>
</tr>
<tr>
<td>Attendee (non-member)</td>
<td>$900/person</td>
<td>• Includes all conference materials and food events.</td>
</tr>
</tbody>
</table>

Payment Options

Total Amount Due $ __________
All payments are in US Dollars, drawn on US Bank.
☐ Check (payable to NORA) ☐ American Express ☐ Visa ☐ MasterCard

Name on Card Signature

Card Number Exp. Date Security Code

Billing Street Number & Zip (if different than above) Email to send receipt (if different than above)

Submit Your Registration

Online: You may register online at www.noranews.org
Fax to NORA at 703-753-2445 or mail to 7250 Heritage Village Plaza, Suite 201, Gainesville, VA 20155
Questions: Call 703-753-4277 or email sparker@noranews.org
Call the Renaissance Nashville Hotel by June 3rd at 800-468-3571 and reference 2013 NORA Mid-Year Meeting. The room rate is just $180/night. Weekend rates may be higher. Most attendees will arrive June 24 and depart June 26. Rooms MAY sell out early. NORA rate may be available three days before and after the event.
2013 NORA Mid-Year Meeting Sponsorship Reservation Form

Four easy steps and you have secured your marketing opportunity. (Non-NORA members pay double.)

Contact info

Name __________________________________________ Title ______________________________

Company __________________________________________

Address __________________________________________ City __________________________ State __________ Zip __________

Phone __________________________ Fax __________________________ Email __________________________

Email your logo to NORA if we do not have it on file.

Choose your sponsorships

☐ Opening Reception .......................................................... $2750
☐ Lanyard Sponsor* .......................................................... $1250
☐ Key Card Sponsor* .......................................................... $1250
☐ Lunch Sponsor (Only six available) ................................ $700
☐ Happy Hour Sponsor .......................................................... $525
☐ Breakfast Sponsor ........................................................... $225
☐ Candy Bowl Sponsor .......................................................... $150

Choose your advertisements

☐ Back Cover full page color ad in Mid-Year Meeting Book* .................. $950
☐ Inside Front Cover full page color ad in Mid-Year Meeting Book* .......... $685
☐ Full page color ad in Mid-Year Meeting Book .................................. $500
☐ Full page B&W ad in Mid-Year Meeting Book .................................. $350
☐ 1/2 page color ad in Mid-Year Meeting Book .................................. $350
☐ 1/2 page B&W ad in Mid-Year Meeting Book .................................. $200

Note: All Premier Registrations receive a full page B&W ad in their package

Payment options

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

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

Name on Card __________________________ Signature __________________________

Card Number __________________________ Exp. Date __________ Security Code __________

Billing Address (Street, City, State, Zip) if different than above

Submit your reservation

Credit Card Only: Fax to NORA at 703-753-2445
Check or Credit Card: Pay securely through the online store at www.noranews.org or
Mail to 7250 Heritage Village Plaza, Suite 201, Gainesville, VA 20155

Questions: Call 703-753-4277 or email sparker@noranews.org
2013 NORA Mid-Year Meeting
Sponsorship Opportunities

All members should be a sponsor to help make this an amazing event. For just a small contribution, you can support your industry and your business. This is a unique 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 meeting books. First come, first served.

**Opening Reception Sponsor** *Only one available.* .......................................................... $2750
This member only event is great exposure for you at the event’s opening networking event. Your logo will be prominently displayed on a large banner for the reception. Your company logo will appear on all Mid-Year Meeting Schedules, in the meeting book and in the newsletter following the event.

**Key Card Sponsor** *Only one available.* ........................................................................ $1250
Your company logo and message will be printed on all Key Cards given to attendees staying at the Renaissance Nashville Hotel. Offered via lottery.

**Lanyard Sponsor** *Only one available.* ........................................................................... $1250
Your company logo will be printed on the lanyard handed to all attendees. Offered via lottery.

**Lunch Sponsor** *Only six available* ................................................................................... $700
Your company logo will be prominently displayed during lunch on Tuesday, June 25. Your company logo will appear on all Mid-Year Meeting Schedules, in the meeting book and in the newsletter following the event. You may address the group before lunch.

**Happy Hour Sponsor** ..................................................................................................... $525
Your company logo will be prominently displayed during happy hour on Tuesday, June 25. Your company will receive extra drink tickets for the event. Your company logo will appear on all Mid-Year Meeting Schedules, in the meeting book and in the newsletter following the event.

**Breakfast Sponsor** .......................................................................................................... $225
Your company logo will be prominently displayed during breakfast on Tuesday, June 25. Your company logo will appear on all Mid-Year Meeting Schedules, in the meeting book and in the newsletter following the event.

**Candy Bowl Sponsor** ..................................................................................................... $150
Your company logo will be prominently displayed next to the candy bowl at registration on Monday, June 24 and on Tuesday, June 25. Your company logo will appear in the meeting book and in the newsletter following the event.

**Advertising Opportunities**
The Mid-Year Meeting Book is a professionally produced book distributed to all attendees and new members. Members who receive this book retain it for future reference as it contains valuable information such as attendee contact information, industry resource documents, past meeting minutes and more. NORA will design your ad for free.
* Cover ads and the lanyard are offered via lottery.

**Back Cover full page color ad in Mid-Year Meeting Book** *SOLD* .................................. $950
Full bleed, contact NORA for details

**Inside Front Cover full page color ad in Mid-Year Meeting Book** *SOLD* .................. $685
7-1/4” x 9-7/8”

**Full page color ad in Mid-Year Meeting Book** ................................................................. $500
7-1/4” x 9-7/8”

**Full page B&W ad in Mid-Year Meeting Book** ................................................................. $350
7-1/4” x 9-7/8”

**1/2 page color ad in Mid-Year Meeting Book** ................................................................. $350
7-1/4” x 5”

**1/2 page B&W ad in Mid-Year Meeting Book** ................................................................. $200
7-1/4” x 5”

*Note:* All order forms and art should be submitted no later than Wednesday, June 12th. The preferred file format is “press/print optimized” Adobe Acrobat PDF. The secondary formats are (.eps), (.ps) and (.tiff). All images and fonts must be embedded. Email to sparker@noranews.org.