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2013, Issue 3

# liquid Recycling



## **Recap of the 2013 NORA Conference & Trade Show** *Presentation Download Info • Photos*

*"Miracle on Ice" Olympian Jim Craig addresses  
a record-breaking NORA Conference & Trade Show.*



# NORA Goes Global

*Members from 6 continents committed to responsible recycling*

Nearly 30 years ago, a few American companies came together to form NORA. Their objective was to defend the rights of industry members to responsibly recycle used oil and related materials.

As of November 2013, NORA has grown to 375 companies. Although the majority of members are from the United States, a growing number of companies from around the world are finding value in being connected to the networking and knowledge that NORA membership provides.

### **By the numbers**

Over the last two years, 30 non-US companies have joined NORA. This brings the total number of international NORA members to 42, or about 11% of the total membership.

NORA membership now spans six continents and 15 nations.

### **Canada**

The largest group of non-US members is based in Canada.

Recently, NORA has been asked to assist in organizing companies that recycle used oil and related materials in that country. In Canada, each province has a government sanctioned non-governmental organization that is responsible for managing a used oil management stewardship program. Changes to the stewardship programs can have a dramatic impact on collectors and processors conducting business in the province.

Despite being the backbone of the used oil management program in each province, the collectors and processors do not have representation within the provincial stewardship programs.

NORA is working to correct this situation. Within the last few months, NORA has created the NORA British Columbia Working Group. The vast majority of collectors and processors in British

Columbia are now members and are speaking with one voice. NORA will be working to organize collectors and processors in the other provinces over the next year, beginning with Alberta.

### **Central & South America**

Over 30% of NORA's international members are from South and Central America. Recently, with the help of member Trihydro Corporation, the NORA membership application has been translated into Spanish. NORA is exploring other areas where language specific services can be provided.

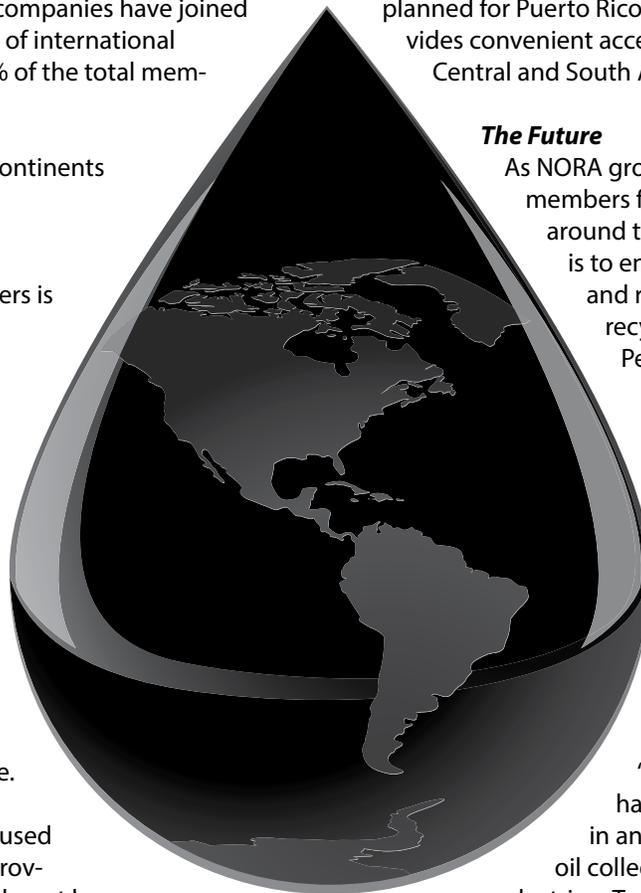
The 2014 Annual Conference and Trade Show is being planned for Puerto Rico next November. This location provides convenient access to all NORA members including Central and South America.

### **The Future**

As NORA grows internationally, it will benefit members from the US as well as those from around the world. An objective for NORA is to ensure that every gallon of used oil and related material is collected and recycled; regardless if that gallon is in Pennsylvania or Panama.

This quote, from a new international member who attended his first NORA event recently, is a wonderful example of why NORA will continue to serve as the community for companies to share their knowledge and experience with one another to make the overall efforts of the industry more effective.

"For me it was the first time I have had an opportunity to be involved in an event tailored to the used lube oil collection, recycling and re-refining industries. Truly a unique experience to network with industry participants with such a comprehensive understanding of the issues, trends and future possibilities facing us. The members I interacted with were all professional, affable and generous with their time and knowledge. I can honestly say that it was refreshing and educational to be a very small fish in a very large pond for a change."



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NORA, 7250 Heritage Village Plaza, Suite 201, Gainesville, Virginia 20155 Phone: 703-753-4277 Fax: 703-753-2445  
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# NORA Environmental, Health & Safety Forum to be held February 26, 2014 in Dallas

*Interested members are invited to collaborate and learn  
at the first-ever NORA event dedicated to EH&S professionals.*

When a company joins the association, they confirm their commitment to NORA's Guiding Principles. The first principle is: "We make health, safety, and environmental considerations a top priority in our planning for all existing and new facilities, processes, products and services."

To that end, the association has developed the first NORA Environmental, Health & Safety (EH&S) Forum. It will be held February 26, 2014 in Dallas, Texas immediately before the 2014 NORA Winter Meeting.

If your role (owner, manager, etc.) within your company significantly relates to EH&S issues, this forum has been tailored for you.

You may register for the EH&S Forum as a stand-alone event or as an add-on to the NORA Winter Meeting Registration.

To register, use the enclosed 2014 Winter Meeting Registration Form. The registration fee for the 2014 NORA EH&S Forum is \$99 for NORA members and \$500 for non-members and includes breakfast, refreshment break, lunch, and all materials for the program.

NORA thanks Matt Gartner of XL Insurance for his leadership in getting this membership benefit established.

For more information, contact Scott Parker at sparker@noranews.org or 703-753-4277. All information below is tentative and subject to change.

## 2014 EH&S Forum Presentations

### **The Importance of Driver Training and Driver Accountability During and Beyond the Hiring and Probation Period**

Presented by Mark Hein  
*President, Safety Research Consultants, Inc.*

### **Pros and Cons of Social Media and its Effect on Accident Investigation**

Presented by Ryland Box  
*Senior Claims Consultant, XLE Property and Casualty Group*

### **Controlling Environmental Claim Costs and Meeting Regulatory Approval**

Presented by Marlin Zechman  
*CHMM, ARM*

### **MSDS to SDS Conversion**

Presented by Gary Risse & George Mathes  
*Trihydro Corporation*

### **Preparation of a Safety Director for Deposition and Trial**

Presented by Roger Oppenheim, Melanie R. Chairs, and David Prasifka

### **Tentative Agenda for February 26, 2014:**

8:00 AM	Registration and continental breakfast
8:30 AM - 9:30 AM	Driver Training/Accountability
9:30 AM - 10:30 AM	Social Media & Accident Investigations
10:30 AM - 11:00 AM	Break
11:00 AM - 12:00 PM	Controlling Environmental Claim Costs
12:00 PM - 1:00 PM	Lunch
1:00 PM - 2:00 PM	MSDS to SDS Conversion
2:00 PM - 3:30 PM	Preparing for Deposition & Trial



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# The Future of Off-Spec Used Oil

In a fifty-minute session at NORA's annual conference in Carlsbad, California, NORA's General Counsel, Chris Harris, provided an in-depth discussion of the future for off-specification used oil fuel. Although EPA's final rule on Non-Hazardous Secondary Materials ("NHSM") targets off-spec used oil and requires these fuels to be incinerated, NORA has filed a formal petition with EPA to allow off-spec used oil to be burned for energy recovery under certain circumstances. Harris pointed out that while the Agency improperly classified off-spec used oil as a solid waste fuel, it did respond favorably to NORA's extensive comments (as well as the pending litigation in the D.C. Circuit Court of Appeals) and opened the door to a non-waste determination petition.

Earlier this year, NORA voluntarily ended the lawsuit against EPA because the Agency reversed its position that had prohibited comparing the contaminant levels in coal and off-spec used oil fuel. Analysis of contaminant levels, submitted to EPA, demonstrated that off-spec used oil is substantially cleaner than coal.

This petition, which Harris filed on November 12, 2103 on behalf of NORA, requests EPA to allow off-spec used oil to be burned for energy recovery in combustion units that are capable of burning liquid and solid fuels (such as coal and liquid petroleum products). This would allow off-spec used oil to be burned in most cement kilns, steel mills, utility power plants and several other categories of industrial furnaces and boilers. "Although EPA's final NHSM rule is not logical as it pertains to off-spec used oil – and offers no environmental protection benefits – the Agency provided enough flexibility to avoid a complete shutdown of the market for off-spec used oil fuels," Harris explained.

It should be noted that nothing in the final regulation prevents off-spec used oil from being blended so that the mixture becomes an on-spec used oil which is not affected or regulated by the NHSM rule.

The petition also requests that EPA discard flashpoint as a parameter for determining whether, for the purposes of the NHSM rule, a used oil fuel is off-specification. In other words, Harris stated, because flashpoint is not considered a contaminant under the Clean Air Act, if a used oil would be classified by the Part 279 standards solely because it

has a low flash, it should not be classified as an off-spec under the NHSM rule.

How EPA will respond to NORA's petition is uncertain. While NORA's petition was designed to precisely track the opportunity that EPA outlined in the preamble to the final NHSM rule, there is no guarantee that the Agency will automatically grant NORA's petition. EPA could request more data and information, including identification of specific combustion units capable of burning liquid and solid fuels as well as more extensive analysis of off-spec used oils. In any event, NORA will pursue this effort to a successful conclusion.

NORA's petition for a non-waste determination is available on NORA's website.



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# Member Spotlight:



## **What services do you provide?**

All Used Oil and used oil related services as well as solids, Wastewater under CWT Regulations that our process helped EPA establish the CWT Best Available Technology (BAT) for the industry. We are also a major Petroleum Reclamation, Crude Oil, Exploration and Production Process Facility for the Oil Field, Off Shore Platforms and Maritime Operations from the Port of Mobile to the Port of Houston, TX.

## **Interview with Dan Cowart, CEO Aaron Oil Company, Inc.**

**Company Founded:** 1981  
**Headquarters:** Mobile, Alabama  
**Web:** [www.aaronoil.com](http://www.aaronoil.com)

### **How long have you been with the company/industry and how did you get started?**

I have been involved in the Used Oil Recycling Industry since the late 70's and I am the founder of Aaron Oil Company, Inc. I have served in every facet of the company over the years. My greatest focus has been in the area of Research and Development, to meet the greatest challenges in not only our company, but also challenges that the industry faces as a whole.

### **Where does your company provide service?**

We provide Used Oil Collection Services across the South East U.S. and Industrial Services for major oil companies nationwide.



Aaron Oil Company CEO Dan Cowart (L) & NORA Executive Director Scott D. Parker together in Mobile, Alabama this past summer.

### **Why are you a member of NORA?**

We are one of the very early NORA Members. I was the second President after the founder John Nolan. My involvement started out because of my concerns that Used Oil would be listed as a Hazardous Waste which I believed to be the wrong direction for the industry. We were very involved in helping to develop the Used Oil Management Standards at 40 CFR 279 and we have continued to support the NORA organization over the years to make sure that the lessons learned and our experience is not lost. Today, we provide a Research and Development arm to the industry through the International Used Oil Research Institute in Washington, D.C. and now developing an educational arm for a degreed program for our industry through a major University. Helping to identify the next breakthrough technologies and to educate the next generation is becoming more and more our focus.



### **How do you see NORA helping you build your business or gain new trading partners?**

With our industry and the world changing faster than ever in the history of the world, our Trade Association has never been more important to our industry. The Annual Conferences continue to showcase new technologies and continues to provide experts to help our industry stay up to date with regulatory requirements and new process advancements.

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**Guy Miller**, Fleet Manager  
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# The Honorable Ike Skelton

1931 - 2013

*The Gentleman from Missouri*



By Chris Harris

Former Congressman Ike Skelton died on October 28, 2013 at the age of 81. A great champion of used oil recycling, Representative Skelton introduced legislation in March 1989 that transformed the debate on used oil regulation and convinced EPA to adopt sensible used oil management standards rather than list used oil as hazardous waste. Although Rep. Skelton's bill, H.R. 1593, the Used Oil Recycling Act of 1989, was not enacted into law, it gathered 132 co-sponsors and its basic directives to EPA became the basis for the used oil management standards now codified at 40 CFR Part 279. At a NORA conference in Washington, D.C. in 1990, Rep. Skelton was the keynote speaker and provided NORA members with sound advice on persuading Congress and EPA on the merits of enhancing legitimate used oil recycling.

Skelton was born in Lexington, Missouri, a rural town with extensive Civil War history. In 1928, Skelton's father met Harry S Truman, then a Jackson County judge, and the men became good friends. When he was 17, Skelton attended President Truman's 1949 inauguration. As a young man, he had hoped to attend the U.S. Military Academy at West Point, but was stricken by polio, largely lost the use of his arms and was ineligible for military service. He earned an associate of arts degree from Wentworth Military Academy and College in 1951, an A.B. in 1953 and a law degree in 1956 from the University of Missouri. He was a prosecuting attorney from 1957 until 1960 and also

a special assistant attorney general. In 1970 he was elected to the Missouri Senate, representing Lafayette County, from 1971 until 1977.

With the help of an enthusiastic endorsement from Bess Truman, President Truman's widow, Skelton was elected to the United States Congress in 1976 from Missouri's 4th congressional district. He was re-elected for 17 terms and served in Congress until 2011. A staunch advocate of veterans and America's military preparedness, he served as chairman of the House Armed Services Committee from 2007 to 2011.

Missouri Governor Jay Nixon said Skelton "embodied the true meaning of public service and will forever be remembered as a leader who left a legacy of greater prosperity and security for his district, our state and our nation."

Oil recyclers will remember Congressman Skelton as the man who explained to EPA that legitimate oil recycling requires a careful balance of implementing practical regulatory controls and encouraging the markets for used oil products.



# NORA Member Verolube Announces Plans for Two Re-refineries in Alberta & Houston

NORA Member Verolube Inc., a provider of used oil re-refining services and route based collection of used motor oil announced the development of the first two new used oil re-refineries using Verolube's patented, proprietary and certified ReGen™ re-refining process. These initial re-refineries will be located in Bowden, Alberta Canada and Houston, Texas.

"These first two re-refineries will commence Verolube's strategic growth plan for both the vertical integration of strategic used oil collection companies and the development of strategically located used oil re-refineries worldwide utilizing our patented and proprietary ReGen™ re-refining process" said Mr. Leslie Wulf, Chief Executive Officer of Verolube.

"Verolube has secured the optimal strategic and financial partners to execute its growth and development plans" said Mr. Bruce Hall, Chief Financial Officer of Verolube.

The anticipated closing for the acquisitions of used oil collection companies under contract will commence in the first quarter 2014, and the first two re-refineries are under design with construction to commence in 2014.

Verolube's ReGen™ re-refining process was created, tested, certified and patented over the past ten years. This process cre-

ates four high quality products with ninety seven percent (97%) recovery from the used oil input. In the certification process, used oil from various locations worldwide were successfully processed through the ReGen™ re-refinery process. Unique to the ReGen™ process is that approximately 50% of its finished product is Group III base lubricating oil (synthetic quality) without requiring hydrotreating.

"The ability for the Company to re-refine various grades of used oils into high quality products, especially Group III base lubricating oil without hydrotreating, gives Verolube a significant market advantage over other used oil re-refinery operations" said Mr. Wulf.

The Alberta re-refinery will have an initial throughput capacity of 15 million gallons annually which will thereafter be expanded to 30 million gallons annually throughput capacity. The Houston re-refinery will have an initial throughput capacity of 60 Million gallons annually with the ability to expand to 90 million gallons annually at a site located on the Houston ship channel.

To read the full press release, visit [noranews.org](http://noranews.org).

For more information, visit [verolube.com](http://verolube.com).



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# Safety-Kleen's Life Cycle Analysis Published

Life Cycle Carbon Footprint of Re-Refined Base Oil 81% Lower than Base Oil Derived from Virgin Stock According to Analysis Published by American Chemical Society

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NORA Member Safety-Kleen and ENVIRON International Corporation have worked together to publish a peer reviewed Life Cycle Analysis in the *ACS Sustainable Chemistry & Engineering* journal.

Previous studies have examined re-refining with a focus on the waste management phase or the collection phase and do

not allocate upstream greenhouse gases (GHG) emissions from crude oil acquisition and processing to the recovered product.

This study, however, analyzes the relative GHG reduction benefits of re-refining used motor oil by quantifying the life cycle carbon footprint associated with one gallon of re-refined base oil and contrasting that with the life cycle carbon footprint of an equivalent base oil product derived from virgin stock that is not re-refined.

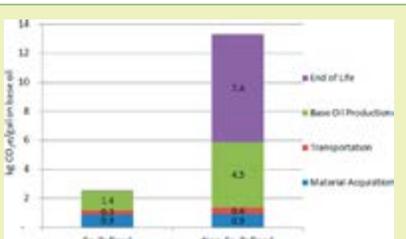
The carbon footprint analysis included the GHG emissions associated with raw material extraction and processing, transportation, manufacturing, and waste management based on Safety-Kleen Systems primary data for re-refining. Safety-Kleen Systems is the largest producer of re-refined oil in North America. All other data was derived from best available secondary sources.

<sup>†</sup>ENVIRON International Corporation, 303 East 17th Avenue, Suite 400, Denver, Colorado 80203, United States

<sup>‡</sup>Safety-Kleen Systems, Inc., Plano, Texas 75074, United States

**ABSTRACT:** Consumers, communities, and regulators are focusing on recycling as a method to potentially reduce environmental impacts. One such recycling approach, the re-refining of used motor oil, is purported to avoid the greenhouse gases (GHG) associated with extracting and processing crude oil, as well as the emissions associated with alternative used oil management methods. This study analyzed the relative GHG reduction benefits of re-refining used motor oil by quantifying the life cycle carbon footprint associated with one gallon of re-refined base oil and contrasting that with the life cycle carbon footprint of an equivalent product derived from virgin stock that is not re-refined. The carbon footprint analysis included the GHG emissions associated with raw material extraction and processing, transportation, manufacturing, and waste management based on Safety-Kleen Systems primary data for re-refining. Safety-Kleen Systems is the largest producer of re-refined oil in North America. All other data was derived from best available secondary sources. The analysis showed that the carbon footprint of re-refined base oil is 81% lower than virgin stock-derived base oil that is not re-refined. This difference is primarily due to differences in emissions associated with base oil production and used oil end of life between the two systems studied.

**KEYWORDS:** Green engineering, Sustainability, Life cycle carbon footprint, Recycling, Re-refined oil, Used oil management, Waste oil, Life cycle analysis



## INTRODUCTION

Throughout oil's life cycle: extraction, transport, refining, distribution, use, and disposal, there is potential for negative impacts on the environment.<sup>1</sup> Re-refining used oil into base oil (lubricant without additives) has benefits associated with both reducing the need to produce base oil from crude oil sources as well as avoiding emissions associated with used oil disposal. These potential benefits have motivated legislation such as the California Oil Recycling Enhancement Act<sup>2</sup> in the United States and the Council Directive on the disposal of used oils (75/439/EEC, amended by Directive 2008/98/EC) in Europe<sup>3</sup> that promote the re-refining of waste oil. Previous studies have utilized life cycle assessment to evaluate the environmental impacts of re-refining compared to other used oil end-of-life management methods. Boughton<sup>4</sup> reported that for global warming potential (GWP) impacts re-refining had a near 1:1 ratio to used oil distilled and then combusted for energy. Pires and Marinho<sup>5</sup> showed that re-refining resulted in a lower GWP impact than used oil combusted to produce heat or electric energy. Although these studies examine re-refining, they focus on the waste management phase and do not allocate upstream GHG emissions from crude oil acquisition and processing to the recovered product.

Life cycle cradle-to-gate inventories for lubricant oil produced from crude oil have been developed by Boustead

Consulting<sup>6</sup> and Ecoinvent.<sup>7</sup> The National Energy Technology Laboratory<sup>8</sup> developed a comprehensive baseline for the life cycle GHG emissions from petroleum products that includes specific emissions associated with raw material acquisition, transport to the refinery and fuel production.

IFEU/GEIR<sup>9</sup> conducted an assessment of five re-refinery processes compared to base oil produced from crude oil derived from German and European production data. The study showed that global warming potential was lower for all five re-refining techniques considered compared to the production of base oil in standard refineries. This study's boundaries include collection and re-refining (including no upstream burden from the initial base oil generation) compared to the production of base oil from virgin sources. The study presents the impact results on a used oil collected basis.

The study discussed in this article builds on previous studies in that it compares the comprehensive carbon footprint of continuously re-refined oil to oil that is used once and disposed on a per gallon produced basis, rather than exclusively focusing on the waste management path of the used oil or the cradle-to-gate emissions of base oil produced from crude oil. Specifically,

Received: June 17, 2013

Revised: October 21, 2013

The analysis showed that the carbon footprint of re-refined base oil is 81% lower than virgin stock-derived base oil that is not re-refined. The difference is primarily due to differences in emissions associated with base oil production and used oil end of life between the two systems studied.

In addition, the analysis also demonstrates that re-refined base oil production (including re-refinery and terminal operations) results in 69% less emissions than those associated with base oil production at a refinery.

According to the publication, "Consumers, communities, and regulators are focusing on recycling as a method to potentially reduce environmental impacts. One such recycling approach, the re-refining of used motor oil, is purported to avoid the greenhouse gases (GHG) associated with extracting and processing crude oil, as well as the emissions associated with alternative used oil management methods."

To view the piece recently published by the American Chemical Society, go to: <http://pubs.acs.org/doi/pdf/10.1021/sc400182k>

# PARTS CLEANING WITH NEW AUTOMATIC SOLVENT RECYCLING



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## BUILT-IN SOLVENT RECYCLER

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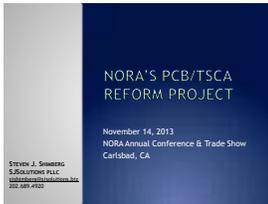
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# Conference Presentations Available for Members

The following presentations from the 2013 NORA Conference have been uploaded to the members-only section of the website. **To access these presentations, log in to the website and visit <http://www.noranews.org/default.asp?page=EventPresentations>**

## **NORA's PCB/TSCA Reform Project: The Latest Update** *By Steve Shimberg, SJSolutions PLLC*



Our PCB/TSCA reform project has been pursuing a two-track strategy – a legislative solution with Congress and an administrative solution with EPA. Recent events offer encouraging signs that our strategy is the right one and will

lead to success. Steve Shimberg lead a discussion of these recent events, the prospects for legislation, the positive reception we have received from EPA, and plans for the upcoming 12 months.

## **You Stink! A Technical Approach to Dealing with Nuisance Odors**

*By Gary Risse, P.E. & George Mathes, P.E., Trihydro Corporation*



Nuisance odors create community relation challenges, and often place unwanted regulatory scrutiny on what might be an otherwise well-managed business. Odors may be indicative of a chronic problem, and can incapacitate a business' ability

to operate within a community. This session focuses on logical methods for identifying possible odor sources at processing facilities. Presented were approaches for technical evaluation of abatement technologies, and how to avoid the pitfalls of 'snake-oil' solutions that promise broad bandwidth, but carry no performance guarantees. The value of community relations during the evaluation process, and how to proactively stay ahead of possible complaints were also discussed.

## **Commodity Price Risk Mitigation**

*By Mark Neustadt, CAIA, & Peter Richards, Fifth Third Bank*



In Oct. 1998, crude oil volatility stood at 14% and most companies who were exposed to movements in oil price were comfortable riding a few modest highs and lows. Fast forward to October 2008, Crude volatility spiked to 64.5% and many

companies were forced into bankruptcy or had to drastically change the way they conducted business in order to stay solvent. This session discussed how to identify, mitigate, and manage commodity price risk and how a company can protect themselves from another "Black Swan" – an unforeseen event that can bring market participants to their knees if they are not prepared. Does your company need to hedge? If so, what are the proper instruments to be used? All these topics were discussed in this breakout session.

## **Exploration of Different Treatment Technologies for Used Oil**



*By Louis Bertrand, Sweet Gazoil Inc.*

This session explored the comparison of re-refining and other advanced processing technologies. Specifically, each technology was compared as they relate to product, feedstock, environmental considerations and regulations, logistics, and size.

## **Effects of Changing Markets in the Asphalt Industry**

*By Jay Hansen, National Asphalt Pavement Association*



Whether you are new to the industry or a seasoned professional, a solid understanding of your target market and current economic conditions is key to your company's growth and success. NAPA's Executive Vice President, Jay Hansen, who has represented the asphalt pavement industry for 15 years, shared his insight and perspective on the current and future market conditions and the key business decisions asphalt contractors are making to compete in a challenging and competitive highway market.

Whether you are new to the industry or a seasoned professional, a solid understanding of your target market and current economic conditions is key to your company's growth and success. NAPA's Executive Vice President, Jay Hansen, who has represented the asphalt pavement industry for 15 years, shared his insight and perspective on the current and future market conditions and the key business decisions asphalt contractors are making to compete in a challenging and competitive highway market.

## **Re-refining in North America: Drivers for Growth**

*by Blake Eskew, IHS Downstream Energy Research and Consulting*



The North American re-refining industry is driven by trends in lubricants markets, base oil markets, fuels markets, and the changing competitive landscape. Tight oil and gas development is changing the fundamentals of crude oil and

natural gas supply as well as fuels refinery competitiveness. Product exports are robust, but the outlook for domestic consumption is weak. This presentation addressed these and other key trends and drivers shaping the outlook for North American re-refining.

## **An Overview of the International Re-refining Industry**

*By Christian Hartmann, Puralube, Inc*

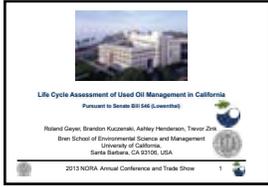


This session introduced the international perspective of the re-refining industry. Topics that will be covered include international trends, lubricant/base oil consumption, used oil volumes, re-refining plants / actual and

projects, base oil capacities, and top players.

# Conference Presentations Available for Members

## California's Multi-Year Used Oil Life Cycle Assessment is Now Complete: Hear the Results from the Lead Researcher by Roland Geyer, University of California at Santa Barbara



Senate Bill 546 requires that the California State Department of Resources Recycling and Recovery coordinate, with input from representatives of all used oil stakeholders, a comprehensive LCA of California's used lubricating and industrial

oil management process. In July 2011, University of California, Santa Barbara, started to work on the LCA, which was completed in August 2013. This presentation provided an overview of the used oil LCA work from the last 2 years including some of the insights gained and lessons learned.

## Rail Logistics

By David A. Riddell, RSI Logistics, Inc.



This session covered:

- Rail industry trends, volumes and freight rates
- Equipment – tank car availability, safety regulations

- Technology for managing rail assets and maintaining inventory visibility
- Keys to successful rail transportation programs

## Future Trends in Oil Recycling Technologies

By Dan Cowart, Aaron Oil Company Inc



The International Used Oil Research Institute (IUORI) identifies, develops, and establishes best practices and best technologies for the used oil recycling industry. Dan is currently serving the industry as the President and founder of the non-profit private

foundation that was founded in 1995. As the industry continues to mature, NORA members will seek new technologies and efficiencies in processing used oil to remain competitive. Dan provided a report of the latest activities in the area of Research, Education and recent findings of the institute that may impact current industry Trends and the way used oil is processed in the future.

**To access these presentations,  
log in to the NORA website and visit:**

**<http://www.noranews.org/default.asp?page=EventPresentations>**

## Integrated Insurance Programs for the Recycling Industry

For more than 20 years, XL Group's Environmental team has been providing integrated insurance solutions that include

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- A2 (Good) by Moody's

For more information, contact  
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Toll-free: +1 800 327 1414  
Direct: +1 610 968 9294  
[matthew.gartner@xlgroup.com](mailto:matthew.gartner@xlgroup.com)  
[xlenvironmental.com](http://xlenvironmental.com)

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Insurance



Coverages are underwritten by the following XL Group plc insurance companies: Greenwich Insurance Company, Indian Harbor Insurance Company, XL Insurance America, Inc., XL Specialty Insurance Company, and XL Insurance Company Limited—Canadian Branch. Not all of the insurers do business in all jurisdictions nor is coverage available in all jurisdictions. XL Group is the global brand used by XL Group plc's insurance subsidiaries. Information and ratings accurate as of May, 2012.

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# Sights from the 2013 Conference & Trade Show

Visit [www.noranews.org](http://www.noranews.org) to view 258 photos from the event.

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INTERNATIONAL  
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**Trade Show:** Attendees are provided information at the Partsmaster booth at the NORA Trade Show.



**Trade Show:** Increasingly, international companies are choosing to exhibit at the NORA Trade Show. Above, an attendee learns about the product offering from Fluid Solutions of Germany.



**Trade Show:** Attendees had access to 57 exhibitors at the NORA Trade Show. The exhibitors offered a variety of product and service offerings. Above, a member hears about decanters and centrifuges available from Flottweg Separation Technology.

# Sights from the 2013 Conference & Trade Show

Visit [www.noranews.org](http://www.noranews.org) to view 258 photos from the event.

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**Technical Session:** George Mathes, P.E., of Trihydro Corporation leads a break out session on logical methods to identifying possible odor sources at processing facilities and technical evaluation approaches to abatement technologies.



**Trade Show:** The JPO Absorbents booth featured a live demonstration of their product offering.



**TSCA/PCB Reform:** NORA Consultant, Steve Shimberg provided an update to the association's efforts in Washington, DC to modify TSCA and the associated regulations and guidance to assure that there are more environmentally sound, but economically feasible, options for addressing PCB contaminated used oil.

# Sights from the 2013 Conference & Trade Show

Visit [www.noranews.org](http://www.noranews.org) to view 258 photos from the event.

## Bag Sponsors



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## Spouse Brunch Sponsor



## Thursday Breakfast Sponsors



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## Candy Bowl Sponsors



## Conference Book Sponsors



**Education Sessions:** The NORA Conference featured a dozen education sessions covering the most important issues of interest to members of NORA. See pages 12-13 for a complete list of the sessions and how to download the presentations.



**Record Breaking:** NORA Executive Director Scott D. Parker welcomed the 463 attendees to the 2013 NORA Conference and Trade Show in Carlsbad, California. The number of attendees and the 57 exhibitors made this the largest NORA event yet.



**International fist bump:** The NORA Conference attracted companies from eight different countries. Above, an American member (L) taught an Australian member (R) how to 'fist bump' during the golf tournament.

# Sights from the 2013 Conference & Trade Show

Visit [www.noranews.org](http://www.noranews.org) to view 258 photos from the event.

## Closing Party Sponsors



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"Recycling For A Cleaner Environment"



**Business Development:** Small group meetings popped up throughout the 2013 NORA Conference as companies explored ways to start or expand business opportunities.



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Accelerating Performance



Worldwide Waste Management, Inc.  
Worldwide Recovery Systems, Inc.



**Closing Party:** The 2013 NORA Closing Party was a great way for attendees to culminate the networking at the event in an informal setting.



**NORA Jam Session:** Members of the association have talents beyond being liquid recycling professionals. Jim Letteney (L) of Clean Harbors Environmental Services and Larry Pacheco (R) of Summit Environmental Technologies joined the band during the NORA Closing Party to entertain the audience.



# Sights from the 2013 Conference & Trade Show

Visit [www.noranews.org](http://www.noranews.org) to view 258 photos from the event.

**Networking on the Links:** 100 golfers participated in the 22nd Annual NORA Golf Tournament that was sponsored by Dexsil.



**Networking on the Sea:** Despite choppy conditions, a group of brave members participated in the 12th Annual NORA Fishing Expedition that was sponsored by Vertex Energy.



Golf Sponsor



Golf Lunch Sponsor



Golf Hole Sponsors



Fishing Sponsor



## 2014 Membership Directory

Free Listing Updates & Advertising Deadline is January 17th

NORA will be printing the 2014 NORA Membership Directory in early 2014. This is the ultimate networking and marketing tool for NORA Members and is distributed to over 1,000 leaders in the industry.

Every member will be listed in the directory for free. Contact information for your company and all individual contacts will be listed. In addition, each member will be cross referenced to your products, services and areas served. These search tools make it easy for potential trading partners to locate one another.

In early January 2014, a packet will be sent to the primary contact for every member to provide updates and changes for the free listing. The deadline to return listing updates to NORA is January 17th.

### ADVERTISING DEADLINE IS JANUARY 17th

The NORA Membership Directory is the 'yellow pages' for the industry and is used by members throughout the year.

Starting at just \$120, you can have your ad or logo in the most utilized desktop networking tool in the liquid recycling industry. Maximize your exposure! NORA can even design your ad for free. Every member should advertise or have their logo as part of their free listing!

If you would like to have an advertisement in the 2014 NORA Membership Directory, return the enclosed form to the NORA office by January 17, 2014.

5000 non-member - Free for members

**2014 Membership Directory**

"The Ultimate Networking Tool for the Liquid Recycling Industry!"

**Defending the Rights of NORA Members to Responsibly Recycle Used Oil and Related Materials.**

- Conserving renewable resources.
- Reducing greenhouse gas emissions.
- Protecting water quality.
- Lessening dependence on foreign oil/energy.



# NORA Elected Leadership for 2014

In October, the annual election for the NORA Board of Directors was held. The elected Board for 2014 is listed to the right. NORA is seeking volunteer leaders to serve in a variety of committee roles for 2014. If interested, email [sparker@noranews.org](mailto:sparker@noranews.org).



Current NORA President Brandon Velek (R) of Intergulf Corp. hands over the presidential gavel to NORA's 2014 President Bill Hinton (L) of Valicor Environmental Services during the Opening Session of the 2013 NORA Conference & Trade Show.

## 2014 NORA Executive Committee President

Bill Hinton, Valicor Environmental Services, LLC

## Executive Vice President

Chris Bergstrom, NOCO Energy Corp

## Vice President

Roy Schumacher, Schumacher Consulting, LLC

## Vice President Finance

Don A. Littlefield, Tradebe Environmental Services

## Past President

Brandon Velek, Intergulf Corp.

## 2014 NORA Board of Directors

Dan Cowart, Aaron Oil Company Inc.\*\*

Kaemerz Dotiwala, Q Environmental, Inc.

Matt Gartner, XL Insurance\*\*

Ed Genovese, Industrial Advisors, LLC

Rich Kalin, Noble Oil Services Inc.

Jim Munnell, Emerald Services Inc\*

Todd Sheets, Par-Kan Company

Ted Sinclair, Thermo Fluids Inc.\*

John Strickland, Vertex Energy Inc

Jim Tefft, Heritage - Crystal Clean, LLC

\* newly elected to the NORA Board of Directors

\*\* re-elected to the NORA Board of Directors



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### Today's Most Cost-Effective Technology for Glycol Recovery

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

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

For more information call William Dempsey at 402-297-2643, email [william.dempsey@thermoenergy.com](mailto:william.dempsey@thermoenergy.com), or visit our web site at [www.thermoenergy.com](http://www.thermoenergy.com).

# Industry News

For additional information on these news items, visit [www.noranews.org/news](http://www.noranews.org/news).

## Heritage-Crystal Clean, Inc. Acquires Certain Assets of RS Used Oil Services, Inc.



Heritage-Crystal Clean, Inc., a leading provider of parts cleaning, used oil re-refining, and hazardous and non-hazardous waste services primarily focused on small and mid-sized customers,

announced the signing of an asset purchase agreement to acquire certain assets of RS Used Oil Services Inc., a subsidiary of Universal Lubricants LLC.

The acquired business includes service routes covering Indiana, Ohio, Wisconsin and portions of Illinois. The Company expects the transaction will result in additional used oil collection volume of approximately 8 million gallons per year. The used oil collection volume from this transaction will serve as an important source of supply for the Company's used oil re-refinery in Indianapolis, Indiana.

Mr. Joseph Chalhoub, Founder, President, and Chief Executive Officer of Heritage-Crystal Clean, Inc. commented: "We are very pleased to be adding the RS Used Oil Services personnel, in the selected area, to our team and their assets to our organization. We expect this acquisition will allow us to improve the overall efficiency of our used oil collection fleet and move us closer to our long term goal of collecting enough used oil to supply 100% of the feedstock required by our re-refinery."

Chalhoub added: "With this acquisition, we expect to add approximately 3,800 new customers. The new used oil collection routes should fit nicely into our existing branch infrastructure and provide us the opportunity to offer additional value, beyond used oil collection, to these customers."

## FCC Environmental Expects 2nd Quarter of 2014 Groundbreaking for Used Oil Recycling Facility



FCC Environmental, a recognized leading service provider of waste oil collection and processing,

has announced that it is on track to break ground on its Baltimore-based used motor oil recycling facility in the second quarter of 2014, according to Ken Cherry, executive vice president and general manager.

The Baltimore recycling facility is expected to process approximately 40 million gallons of used motor oil annually. The \$50 million state-of-the-art facility will be located on an under-utilized brownfield site in the City of Baltimore.

The Maryland Department of the Environment recently issued the facility an air permit to construct. The company plans to start construction in the first months of 2014 and commence operations in the second quarter of 2015.

"The environmental systems associated with the recycling facility will be comprised of the best technology available, as one would expect, to control the air emissions" said Cherry "We believe these emission controls will become the model for future similar plants."

The technology to be utilized will include dehydration, distillation, thin film evaporation, hydro treatment and fractionation.

The Group II and II+ base oil produced at the Baltimore location will be sold and transported off-site via trucks and rail to be processed into passenger car motor oils, heavy duty diesel engine oils, transmission fluids and other lubricating products that meet or exceed industry standards and specifications. The finished product will be returned to its original state, once the additive packages are blended offsite, for use as crankcase oil for both automotive and truck use, enhancing the sustainability aspect of FCC Environmental's existing used oil collection efforts.

## EPA Eases Position on Solvent Wipes

In November of 2003, the EPA proposed modified regulations for solvent-contaminated wipes. After a revised risk assessment on October 27, 2009, the final rule was recently published in July of 2013. This new rule conditionally excludes solvent-contaminated wipes from hazardous waste regulations provided that businesses clean or dispose of them properly.

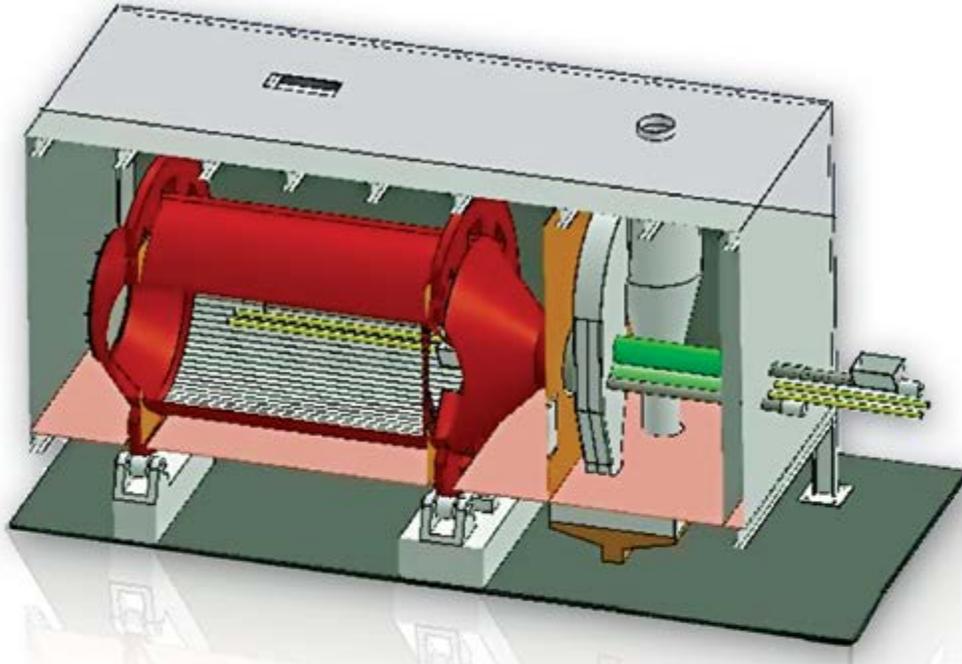
## Bulgaria's Prista Recycling Building Used Motor Oil Plant Near Kiev

On October 23, 2013, it was announced that Prista Recycling, a division of Bulgaria's Prista Oil, has begun building a used oil plant in the town of Borodianka. The plant will be built with technology from NORA Member Sequoia Energy & Environment and will include two modules with combined capacity of 80,000 tons of oil per year.



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Used and waste oils experts

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USED AND WASTE OILS  
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This transforms used oil, waste oils, marpol and asphalt flux into diesel. It is simple, reliable and truly efficient. One of 5 innovations under international patent applications.

### International Engineering Services

Our engineers have extensive experience in crude refining and heavy oil upgrading. For the past 20 years, they specialized in used and waste oil technologies. Their engineering work provides high quality, innovative, client and market oriented solutions:

- 1- Diagnostics:** Finding ways to improve your operations and margins
- 2- New plant design:**
- 3- Enhance performance of existing plants:**
  - a. Reduce equipment fouling
  - b. Treat more types of feedstock (not just ULOs)
  - c. Increase the quality and quantity of valuable products
  - d. Stabilize and make products meeting specifications without expensive hydrotreating.

#### For Inquiries

www.sweetgazoil.com  
LouisBertrand@sweetgazoil.com  
1-514-502-5098

#### Patent Applications

Anti-Fouling distillation (PCT/CA2013/050111)  
Fouling resistant cracking (PCT/CA2011/050207,  
PCT/CA2013/050091, PCT/CA2013/050092)  
Stabilizing/desulphurizing (PCT/CA2011/050117)



# NORA Supplier/Vendor Directory

NORA Supplier/Vendor Members in good standing as of 11/27/2013. Companies in **bold** have an ad in this newsletter

## 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  
dkroutil@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.

## AFES, Inc.

417-773-2347  
jhowland@afescorp.com  
At AFES we are about providing solutions. Unique solutions to the challenges found in the oil recycling and alternative fuels industry.

## Air Products & Chemicals

610-481-8388  
lebrecht@airproducts.com  
Oil filtration, purification and waste stream re-refining.

## Allen Filters, Inc.

417-865-2844  
cfauzett@allenfiltersinc.com  
Oil filtration, purification and waste stream re-refining.

## Amchem Inc.

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

## American Testing Technologies

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

## AMSPEC

713-330-1000  
neboold@aol.com  
Est.1986, an industry leader providing inspection and lab services in accordance with API

and ASTM standards. U.S. Customs/IFIA approved. Located throughout the N.E., US Gulf and West Coasts, with global affiliates to service our international clients.

## Anchor Drilling Fluids

405-603-2920  
bhallett@anchorusa.com  
www.anchorusa.com

## Arthur J. Gallagher Risk Management Services, Inc.

617-306-7606  
Michael\_Long@ajg.com  
We are a leading national provider of risk management services such as: Environmental Risk Identification and Analysis, Risk Mitigation, Corporate Insurance Program Design, Contract Review, Claims and Litigation Support and Surety.

## ATEK Access Technologies

763-553-7700  
mmurray@atekproducts.com  
TankScan is a technology leader in wireless level monitoring solutions for light industrial liquid tanks. TankScan data is used to optimize delivery routes, enhance customer service, and provide global inventory management

## Automotive Fluid Recycling

904-2221174  
rustyp@autofluidrecycling.com  
Reclamation of auto fluids

## Bedford Industries, Inc

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

## Blend Tech, Inc

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

## Bright Technologies a Division of Sebright Products, Inc.

800-253-0532  
alex@sebrightproducts.com  
Bright Technologies a division of Sebright Products, Inc., manufactures Oil Filter recycling equipment along with other recycling

equipment for dewatering and solidification of wet materials. Such as belt filter presses, conveyor, extruders, densifiers.

## Brown Gibbons Lang & Company, LLC

216-920-6634  
ekaplan@bglco.com  
Investment Banking Firm

## Brown Industrial Inc

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

## Build-All Corporation

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

## Camgian Microsystems

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

## Catalyst Trading Co, LTD

713-926-6078  
rgarcia@resalecatalyst.com  
Hydrotreating Fresh Catalyst, Regen Catalyst, Pre-Sulfided Catalyst, Silica & Phosphorus materials, Reactor topplings, Ceramic support products, screening, recycled ceramic support, High Alumina support, re-packaging, and aquisition of spent catalysts.

## Charlesbank

212-903-1880  
lhuang@charlesbank.com  
Investment firm

## ChemChamp North America Corp.

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

## Chemical Engineering Partners

949-757-7555  
joshua.park@ceptechnology.com  
Chemical Engineering Partners

(CEP) provides used oil re-refining design and technology to clients worldwide. CEP is a leading provider of Hydrotreating design and the exclusive licensor of this proven state of the art technology.

## Citamora Processes Inc.

305-725-2805  
gmarquez@citamora.com  
Citamora develops innovative solutions to recycle used oils into high quality fuels, lubricants and other products. We deploy easy to use, low cost technologies to maximize process yields & product quality, generating a strong return on investment.

## Clear Computing, Inc.

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

## Cradon Energy, Ltd.

713-521-1777  
jsc@cradon.com  
Buy, sell and trade petroleum products.

## Crystal Flash Materials Solutions

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

## Cuda Aqueous Parts Washers

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

## Cummins Filtration

615-366-9843  
sarah.j.clark@cummins.com  
Manufacturer of Filters.



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NORA Supplier/Vendor Members in good standing as of 11/27/2013. Companies in **bold** have an ad in this newsletter



## DesertMicro

904-247-4285  
barryg@desertmicro.net  
DesertMicro provides management software for oil waste, recovery and recycled industry. PetrolManager provides detailed history, extensive billing options, container tracking, lab results, profiling, routing and dispatching.

## Dexsil Corporation

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

## Dober

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

## Dolphin Centrifuge

248-5222573  
sales@dolphincentrifuge.com  
Centrifuge based Used Oil Recovery Systems

## Dragon Products

228-596-0361  
gerry.gordon@modernusa.com  
Manufacturer of Vacuum Trucks and Trailers (code and non-code) roll off hoists and trailers, roll off boxes and de-watering boxes, Frac Tanks, dump trailers and centrifugal pumps, steel insulated. Transportation trailers.

## EconoHeat Inc.

800-255-1363  
sales@econoheat.com  
Waste Oil Burning Equipment

## Ecosorb International Inc.

713-413-1173  
lsvoboda@ecosorb.com  
Environmentally Friendly Absorbents

## Emulsions Control Inc

619-656-8899  
drsam.delchad@emulsionsonline.com  
Demulsifiers for waste oil and antifreeze, clarifiers for oily wastewater,

polymers, consulting/training services.

## EnergyLogic

615-471-5221  
dnewburry@energylogic.com  
EnergyLogic manufactures and sells used oil furnaces and boilers, less than 500,000 Btu/hour in size.

## Enevo, Inc.

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

## Environmental Express, Inc.

843-881-6560  
nanciec@envexp.com

## Environmental Resource Associates

508-428-6282  
eragortze@comcast.net  
Exclusive representative of Oil Eater Cleaner Degreaser and full line of Absorbent Products including our new line of Natural Absorbents for NORA members. Products include: degreasers, cleansers, truck wash, aqueous parts washers, absorbent pads and more.

## Envitech Inc.

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

## Fifth Third Bank

303-524-3515  
mark.neustadt@53.com  
Financial Commodity Sales

## Flottweg Separation Technology, Inc.

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

## Fountain Industries

800-328-3594  
bdea@fountainindustries.com  
Industrial equipment for parts cleaning.

## GEA Westfalia Separator

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

## General Combustion Corp

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

## Gulf City Body & Trailer Works, Inc.

251-438-5521  
bgritter@gulfcity.com  
Complete sales and repair facility for trailers and truck equipment.

## H2P Wireless Solutions

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

## Hartz Insurance

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

## Hill Manufacturing Co.

864-616-6849  
paghill1@yahoo.com  
Manufacturer of almost 5,000 products for chemical maintenance including demulsifiers, water treatment chemicals, flocculants, "Green" cleansers, enzymes, deodorants, and thousands more.

## HOH Corporation

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

## Houlihan Lokey

212-497-4275  
s sergeant@hl.com  
Investment bank providing range of advisory services: M&A; debt/equity financing, valuation,

restructuring. Environmental Services industry deals include sale of Siemens HS to FCC Environmental, Thermo Fluids to Heckmann and Safety-Kleen to Clean Harbors.

## Husky Corporation

636-825-7200  
dwieda@husky.com  
Husky Corporation serves the lube and industrial market with oil filter crushers, tank monitors & gauges, and overfill alarms & accessories.

## Hydrodec of North America, LLC

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

## IHS Global Inc.

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

## InCon Process Systems - GIG Karasek GmbH

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

## Innovative Energy Solutions (IES)

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

## International Treatment Chemicals, LLC

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



# NORA Supplier/Vendor Directory

NORA Supplier/Vendor Members in good standing as of 11/27/2013. Companies in **bold** have an ad in this newsletter

## JPO Absorbents

877-483-7575

jpocompanies@gmail.com

Develop and market absorbents (Ultra Blend and MOP).

## Justin Davis Enterprises, Inc.

850-973-6648

justin@jdehaul.com

Bulk transport

## Keteca USA, Inc.

602-278-7789

mromero@ketecausa.com

Offers alternatives to dangerous cleaning chemicals & high performance cleaning solutions with low V.O.C. emissions. Industrial parts & pressure washing, cnc sump & machine, offshore & land production tank & vessel, rig and frac tank cleaning solutions.

## LABCAL SERVICES INC. dba LCS

281-474-1334

jscholes@lcs-llc.com

LabCal Services is a full-service, independent, analytical laboratory specializing in petroleum, petrochemical, environmental, water, soil, and bio fuels. We offer a complete battery of standard test methods, from gravities to the most complex methods.

## Lamb Fuels, Inc

678-525-6889

cynthia@lambfuels.com

We buy recovered reusable fuels.

## Lhoist North America

704-277-2389

dan.klamfoth@lhoist.com

## Lone Wolf Development Company LLC

217-280-0959

johnson.eric.69@gmail.com

Fuel Buyer

## MCC Chemicals, Inc.

713-360 4885

michael.saleeby@mccchemicals.com

Demulsifiers, Corrosion/scale/Paraffin/Wax/Asphaltene Inhibitors, Flow Improvers, PPD, H2S/Iron Oxide/Oxygen Scavengers, Degreasers, absorbants, Drilling Fluids, Chemical Dosing Skids, Portable chemical laboratories, Produced Water Filtration Units

## Mouvex

616-248-9218

scott.jackson@blackmer.com

Mouvex®, part of Pump Solutions Group (PSG®) Oakbrook Terrace, IL, USA, is a global provider of pumps for the transfer of liquids. The CC20 eccentric disc pump is designed for the Used Oil Market.

## MultiTherm LLC

610-408-8361

medie@multitherm.com

Leading supplier of Heat Transfer Fluids and System Cleaners. Within a temperature range of -15Å° F to 660Å° F, MultiTherm can successfully and economically accommodate a customer's heating or cooling requirements.

## National Chemical Supply Corp

800-515-9938

natlchem@gmail.com

Manufacturer of the new, EB-series of oil demulsifiers that treat oil and water at the same time.

## National Petroleum Products Co.

974-490-3839

info@nppc-qatar.com

Processing of used oil.

## Newport Steel Inc. Oil Filter Processing Equipment

803-789-3194

newportsteel@truvista.net

Non Shearing Oil Filter Processing Equipment

## NPS Corporation

920-983-2242

prudzinski@npscpcorp.com

Spill control

## Oilmen's Truck Tanks Inc.

864-573-7400

jfaris@oilmens.com

Truck mounted tanks and trailers for waste oil recovery. All major brands of trucks available. Equipment for transportation and bulk storage sites. Certified R Stama facility for wreck repair and remounts.

## Onken Inc

309-562-7271

dhull@onkens.net

Oil tanks, used oil tanks

## Owner Resource Group

512-505-4119

msprinkle@orgroup.com

Owner Resource Group is a private investment firm founded to bring

superior outcomes to small and medium-sized businesses. We make investments that enable business owners to pursue their objectives and accelerate the growth of their companies.

## Par-Kan Company

260-352-2141

tsheets@par-kan.com

Par-Kan offers Leakproof Steel Containers for storage of disposable oils and filters. Containers are available in various sizes with poly lids, fork pockets and caster frames.

## Paratherm

610-941-4900

rritz@paratherm.com

Heat Transfer Fluids and System Related Engineering Services.

## Partsmaster Division of NCH

972-438-0157

curt.selby@nch.com

Torrent from Partsmaster is the next wave in parts cleaning. Torrent is revolutionary by using water, heat and pressure to clean fast. Partsmaster provides MRO applications and solutions for industry and the military.

## PC Scale Technologies

610-932-4006

yasi@pcscale.com

PC Scale offers innovative software solutions for the liquid waste and recycling industry. Our truck scale software coupled with our route management solution provide a comprehensive system for liquid recycling companies.

## PESCO-BEAM Environmental

540-206-2788

luke@pescobeam.com

Over 18 years in quality used oil recovery. Custom designed and built, complete turnkey, skid mounted, affordable systems with clay filtration, solvent extraction and hydrotreating lube polishing options. Engineered to meet your specific product goals.

## Piper Jaffray & Co

612-303-6264

matthew.m.sznewajs@pj.com

## Pivot Point Capital

415-343-7077

raj@pivotpointcap.com

## Porocel International

281-469-0500

tmchugh@porocel.com

Fresh and regenerated hydrotreating catalysts; silica/phosphorus adsorption grading materials; hydrotreating catalyst presulfurization for quick and easy startups; inert support balls; acquisition and reclamation of spent hydrotreating catalyst.

## Praxair, Inc.

203-837-2378

walter\_renz@praxair.com

Praxair 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.

## Quest Recycling Services, LLC

214-914-7369

briand@questrecycling.com

Consulting and management of waste and recyclable materials for automotive, industrial, and restaurant clients. National service provider for used oil filters, scrap tires, industrial cleaning, e-waste, organics, and cooking oil/rendering.

## Radian Chemicals LLC

281-610-6908

jspain@radianchemicals.com

## Recovery Oil Services, LLC

702-734-7052

ronf@recoveryoilservices.com

Brokerage - Oil

## Redragon Oil & Gas Systems International Inc.

519-756-8890

prakash@redragon.ca

Redragon offers turnkey solutions for oil recyclers with our Wipe Film Evaporation, Clay Polishing, Transformer Oil Regeneration, High Vacuum Degasification and PCB Dechlorination systems. Our financing options permit reduced upfront capital costs.

## RiverRoad Waste Solutions

732-275-3400

john.ayvas@riverroadwaste.com



# NORA Supplier/Vendor Directory

NORA Supplier/Vendor Members in good standing as of 11/27/2013. Companies in **bold** have an ad in this newsletter



## Rivore

800-248-1250  
john@rivore.com  
Rivore melts filters in its furnaces throughout the nation and accepts crushed oil filters by rail or truck.

## RSI Logistics, Inc.

517-908-3650  
driddell@rsilogistics.com  
RSI makes rail shipping simpler, more efficient and more cost-effective. Products & Services: Rail Logistics Services, Rail Transportation Management Software, and Bulk Terminal Operations.

## Schumacher Consulting, LLC

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

## Scope Marketing, Inc.

760-728-6095  
scopemarketing@roadrunner.com  
Metalworking fluids, cutting oils, industrial lubricants.

## Sequoia Energy & Environment

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

## SESCO

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

## SmartBin

800-274-8143  
alan@smartbin.com  
SmartBin remote tank fill level solutions enable our clients to optimize the collection, protection and utilisation of their assets. Our advanced, reliable and robust sensors have been especially developed to work in various

types of containers used within the liquid waste industry. Combined with SmartBin web portals, a truly powerful cost saving solution is delivered.

## StayGreen Oil

866-725-4053 ext 700  
marketing@staygreenoil.com  
Used Oil Marketplace

## Summit Environmental Technologies

615-794-9437  
lpachecoset@aol.com  
Full service QAQC environmental laboratory. Emphasis and experience with liquid recycling and environmental service industries. Nelac and AZLA ISO certifications.

## Sweet Gazoil Inc.

579-721-1690  
louisbertrand10@gmail.com  
Processes for treatment of used/waste oils.

## SystemOne Technologies Inc.

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

## TCI of Alabama, LLC

205-338-9997  
jackson1794@bellsouth.net  
TCI recycles mineral oil by removing PCBs to <2 ppm from used and obsolete electrical equipment.

## TCM Fuel's Recycling Inc.

815-650-3493  
tcanchor@att.net  
Trader/Broker-Oil/Antifreeze Chemicals

## The Meadows Group

713-647-9878 ext 106  
david@themeadowsgroup.com  
Chemical distributor with an emphasis on wide spec and byproduct solvents.

## The Penray Companies

800-323-6329  
saroyan@penray.com  
Antifreeze Inhibitors

## ThermoEnergy Corp

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

## Titan Logix Corp.

780-462-4085  
ellenh@titanlogix.com  
liquid level gauges for mobile tanks

## Trihydro Corporation

307-745-7474  
gmathes@trihydro.com  
Trihydro is a full service engineering and environmental consulting firm who assists NORA members with environmental due diligence, assessment/remediation, and compliance.

## Truck Works Inc.

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

## Turn-Key Environmental

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

## Uni-ram Corporation

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

## URS Corporation

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

## Utility Consultants

972-386-6780  
thomas@ucaatexas.com  
Energy tax consulting

## VeruTEK Technologies

860-242-9800 x307  
dsocci@verutek.com  
VeruTEK's demulsifiers are non-hazardous, non-corrosive and deliver: Increased yield in the oil phase; Increased water content; Improves quality of the separated water phase; Rapid and sharp separation at lower temperatures; Decreased treatment times.

## Viant Capital

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

## Viswa Lab

713-842-1985  
operations@viswalab.com  
Testing lab

## Weatherford

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

## Werts Welding & Tank Service, Inc.

618-254-6967  
bruce@wertswelding.com

## XL Insurance

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

## Zurich

610-727-5634  
steven.goebner@zurichna.com  
Zurich's Environmental unit helps businesses navigate the ever-changing world of environmental risk. Zurich provides easy-to-understand environmental insurance solutions that can be customized to help meet customers' needs for today and the future.

# Classic Used Oil Generators

by Vern Parker

## 1911 Model T Ford Touring Car

The Ford Motor Company, as we know it today, began in 1903. Several models were tried in the first few years until the famous, reliable, simple to operate and affordable Model T was introduced late in 1908.

For 19 years Ford produced the Model T in numbers of about 15 million. One of those 1911 Model T Ford Touring Cars eventually ended up in the hands of a Model T aficionado. Nearby lived a young boy who was infatuated with the old Ford.

That young boy, Kevin Shields, now of Rockledge, Florida, recalls that his mentor would only let him polish the painted parts of the car. The brass parts were off limits.

As the years went by young Shields grew to be a man and became well acquainted with the 1911 Model T Ford. He learned that the front tires were 30x3-inch models with NONSKID lettering providing the tread pattern.

Because only the rear wheels were equipped with brakes the rear tires were wider. Those wheels were 30.3.5 inches wide. Both front and rear tires are mount-

ed on the red, 12-spoke wooden wheels.

The 102-year-old Ford delivers 20 horsepower complements of a single barrel Holley side-draft carburetor. The carburetor can be adjusted via a lever on the dashboard.

There are no brake lights but the taillight and the cowl lights are really just kerosene lanterns. The headlights, however, are illuminated via carbide acetylene gas provided from a brass canister mounted on the left running board.

Four brass spokes secure the wooden steering wheel to the steering column which also is where the spark advance and hand throttle are located.

As a youth Shields remembers riding in the passenger seat of the 1911 Model T in 1964 with its distinctive squeeze-bulb horn.

Now, all these years later, after his mentor's death, Shields was able in 1990 to



quire the old Ford. Because of where it was parked, he says, there was no paint on the right side of the vehicle. Shields then began what turned into a three-year restoration project.

The early Model T Fords had no front doors but this one is equipped with four side curtains. The flap with the back plastic window can be rolled up. The two-piece flat glass windshield in a brass frame has no wipers.

Three foot pedals to make the Model T function are from the the left: Clutch – Reverse – Brake.

In an emergency if you want to stop fast, step on all three pedals at once.

As Shields was restoring the Model T that he used to ride in as a child, he had the seats reupholstered in Greer, S.C.

The white pinstriping that contrasts with the red body work and black fenders was applied at a shop in Charlotte, N.C.

There are no rear doors on the touring car nor are there any bumpers. The gasoline gauge that Shields displays, is a wooden stick with graduated markings. Inserting the stick into the gasoline tank accurately measures the amount of fuel remaining in the tank.

Life was simpler 102 years ago.



# 17 New Members Join NORA

NORA's membership has grown to 375 members; 17 companies have joined NORA since October 10, 2013. NORA relies heavily on word of mouth marketing. **Please refer NORA to your peers and suppliers.**

Company .....	Contact.....	Location .....	Phone .....
AFES, Inc. ....	John Howland .....	Simpsonville, South Carolina.....	417-773-2347
Analytical Services, Inc. ....	Wyn Jones.....	Norcross, Georgia .....	770-734-4200
Avante Techniko S.A. ....	Heliodoro Guayara .....	Funza, Cundinamarca, Colombia	
Enevo, Inc. ....	Markku Lento .....	Leesburg, Virginia .....	202-813-2213
Environmental Express, Inc.....	Nancie Copeland.....	Charleston, South Carolina .....	843-881-6560
Fluid Solutions GmbH.....	Werner Moeller .....	Norderstedt, Germany .....	+49 40 534307-220
Gulf City Body & Trailer Works, Inc.....	Barry Gritter.....	Mobile, Alabama .....	251-438-5521
Kern Oil Filter Recycling .....	Dave Alvarez.....	Delano, California .....	661-324-0199
Key Petroleum, LLC .....	Nicholas Dunbar.....	Houston, Texas.....	281-356-1358
Lhoist North America.....	Dan Klamfoth .....	Charlotte, North Carolina.....	704-277-2389
Lone Wolf Development Company LLC .....	Eric Johnson.....	Auburn, Illinois.....	217-280-0959
MCC Chemicals, Inc.....	Michael Saleeby.....	Houston, Texas.....	713-360 4885
Prochem International BV .....	Mark Ploegmakers .....	Almere, Netherlands.....	31 36-538-9309
RiverRoad Waste Solutions .....	John Ayvas.....	Tinton Falls, New Jersey.....	732-275-3400
Steve Kerdoon .....	Steve Kerdoon.....	Rancho Palos Verdes, California	
Titan Logix Corp.....	Ellen Howell .....	Edmonton, Alberta, Canada .....	780-462-4085
US Lubricant.....	Jose Fernandez .....	Miami, Florida .....	305-477-7338

## Industry Calendar

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

**National Automotive Dealers Association Convention**  
January 24-27, 2014 • New Orleans, Louisiana  
[www.nada.org](http://www.nada.org)

**NORA Winter Meeting**  
February 26-28, 2014 • Dallas, Texas  
[www.noranews.org](http://www.noranews.org)

**National Asphalt Pavement Association Annual Meeting**  
February 2-5, 2014 • Boca Raton, Florida  
[www.asphaltpavement.org](http://www.asphaltpavement.org)

**Automotive Oil Change Association IFLEX**  
March 10-12, 2014 • New Orleans, Louisiana  
[www.aoca.org](http://www.aoca.org)

**NORA's First Annual Environmental Health & Safety Forum**  
February 26, 2014 • Dallas, Texas  
[www.noranews.org](http://www.noranews.org)

**NORA Mid-Year Meeting**  
June 18-20, 2014 • Milwaukee, Wisconsin  
[www.noranews.org](http://www.noranews.org)

## 2014 NORA Winter Meeting

February 26 - 28, 2014  
Hyatt Regency Dallas at Reunion Tower  
Dallas, Texas



## Register Today!

The 2014 NORA Winter Meeting will be held February 26-28, 2014, at the Hyatt Regency Dallas at Reunion Tower in Dallas, Texas.

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

### Register

A Winter Meeting Registration form is enclosed with this newsletter. You may also register on-line at [www.noranews.org](http://www.noranews.org).

### Hotel Information

NORA has secured a block of hotel rooms for attendees at the discounted rate of \$199/night at the Hyatt Regency Dallas. Call for reservations at 888-421-1442 and mention the NORA Winter Meeting or use the following link: <https://aws.passkey.com/event/10728750/owner/5208/landing>. Please make your reservations by 2/12/2014. Rate includes complimentary wireless internet in guest rooms.

Additional Information about the event will be distributed soon.

# 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](http://www.dexsil.com)



# 2014 NORA Membership Directory Advertising Order Form

4 easy steps to take advantage of the most unique and valuable marketing opportunity in the liquid recycling industry.



## 1. Contact Info

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ Email: \_\_\_\_\_

## 2. Place Your Order

Quantity	Item	Member
<b>SOLD</b>	Back Cover color ad in the NORA Membership Directory (Only 1 avail.)*	<del>\$2400</del>
<b>SOLD</b>	Inside Cover color ad in the NORA Membership Directory (Only 2 avail.)*	<del>\$1320</del>
_____	Full page color ad in the NORA Membership Directory (7-1/4" x 9-7/8")	\$820
_____	Full page B&W ad in the NORA Membership Directory (7-1/4" x 9-7/8")	\$620
_____	1/2 page Color ad in the NORA Membership Directory (7-1/4" x 5")	\$545
_____	1/2 page B&W ad in the NORA Membership Directory (7-1/4" x 5")	\$370
_____	1/4 page B&W ad in the NORA Membership Directory (3-1/4" x 4-1/2")	\$225
_____	Business card B&W ad in the NORA Membership Directory (3-1/4" x 2")	\$165
_____	Logo Color (1 inch high) above listing in the Directory (1" high)	\$225
_____	Logo B&W (1 inch high) above listing in the Directory (1" high)	\$120

- Use our same ad from last year's directory.
- I will submit advertising artwork by 1/24/2014. Preferred file format is Adobe Acrobat PDF.
- I would like NORA to design my ad for me.

## 3. Payment Information

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) \_\_\_\_\_

## 4. Submit Your Order Today

**Credit Card Only:**

**Fax to NORA at 703-753-2445**

**Check or Credit Card:**

Mail to 7250 Heritage Village Plaza, Suite 201, Gainesville, VA 20155

**Questions:**

Call 703-753-4277 or email sparker@noranews.org

Dallas, Texas • February 26-28, 2014

# 2014 NORA Winter Meeting Registration



## Contact Info

Please use one form per attendee.

Name \_\_\_\_\_ Badge First Name \_\_\_\_\_

Company \_\_\_\_\_ Title \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_ Email \_\_\_\_\_

## Registration

This registration form may be used to register for the NORA Winter Meeting, the NORA EH&S Forum, or both events.

- |  | Member Rate        | Non-Member Rate |
|--|--------------------|-----------------|
| <input type="checkbox"/> Winter Meeting Attendee ..... | \$225/person ..... | \$900/person    |
| <input type="checkbox"/> EH&S Forum Attendee .....     | \$99/person .....  | \$500/person    |

## Sponsorships / Advertising

- |  |                   |   |        |
|--|-------------------|---|--------|
| <del>SOLD</del> Opening Reception .....                              | <del>\$2750</del> | <input type="checkbox"/> Back Cover Full Page Ad in Event Book* ....  | \$1000 |
| <input type="checkbox"/> Lanyard Sponsor* .....                      | \$1250            | <input type="checkbox"/> Inside Front Cover Full Page Color Ad* ..... | \$720  |
| <input type="checkbox"/> Key Card Sponsor* .....                     | \$1250            | <input type="checkbox"/> Inside Back Cover Full Page Color Ad* .....  | \$680  |
| <input type="checkbox"/> Premier Sponsor (includes tabletop display) | \$750             | <input type="checkbox"/> Full page color ad in Event Book.....        | \$525  |
| <input type="checkbox"/> Lunch Sponsor (Only six available) .....    | \$700             | <input type="checkbox"/> Full page B&W ad in Event Book.....          | \$370  |
| <input type="checkbox"/> Happy Hour Sponsor.....                     | \$600             | <input type="checkbox"/> 1/2 page color ad in Event Book.....         | \$370  |
| <input type="checkbox"/> EH&S Sponsor .....                          | \$500             | <input type="checkbox"/> 1/2 page B&W ad in Event Book.....           | \$210  |
| <input type="checkbox"/> Breakfast Sponsor .....                     | \$250             |   |        |
| <input type="checkbox"/> Candy Bowl Sponsor .....                    | \$170             |   |        |

\* The lanyard sponsorship, key card sponsorship, back cover ad, inside front cover ad, and inside back cover ad are all offered via lottery. Email casey@noranews.org by January 10 to enter the lottery. For more information about sponsorships & advertising, go to www.noranews.org

## Payment Options

Total Amount Due \$ \_\_\_\_\_ All payments are in US Dollars, drawn on US Bank, and are due prior to the start of the event.

- 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

- Credit Card Only:** Fax to NORA at 703-753-2445  
**Check or Credit Card:** Mail to 7250 Heritage Village Plaza, Suite 201  
 Gainesville, VA 20155  
**Questions:** Call 703-753-4277 or email casey@noranews.org  
**Note:** Most attendees will arrive on February 26 and depart on Feb 28. If you are planning to attend the EH&S Forum, you should plan to arrive on February 25. **Registration Cancellations** through January 24 will receive a 50% registration refund. Registration is not refundable for cancellations after January 24.

**Book Your Hotel Room NOW!**  
 Hyatt Regency Dallas  
 300 Reunion Blvd, Dallas, Texas 75207  
**NORA Room Rate \$199/night**  
 Book your room by Feb 12  
 Call 888-421-1442 and mention the NORA Winter Meeting or book online at  
 www.noranews.org/2014WinterHotel