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2013, Issue 4

liquid Recycling

used oil • parts cleaning • anti-freeze • filters & absorbents • wastewater • chemicals

2014 NORA Winter Meeting

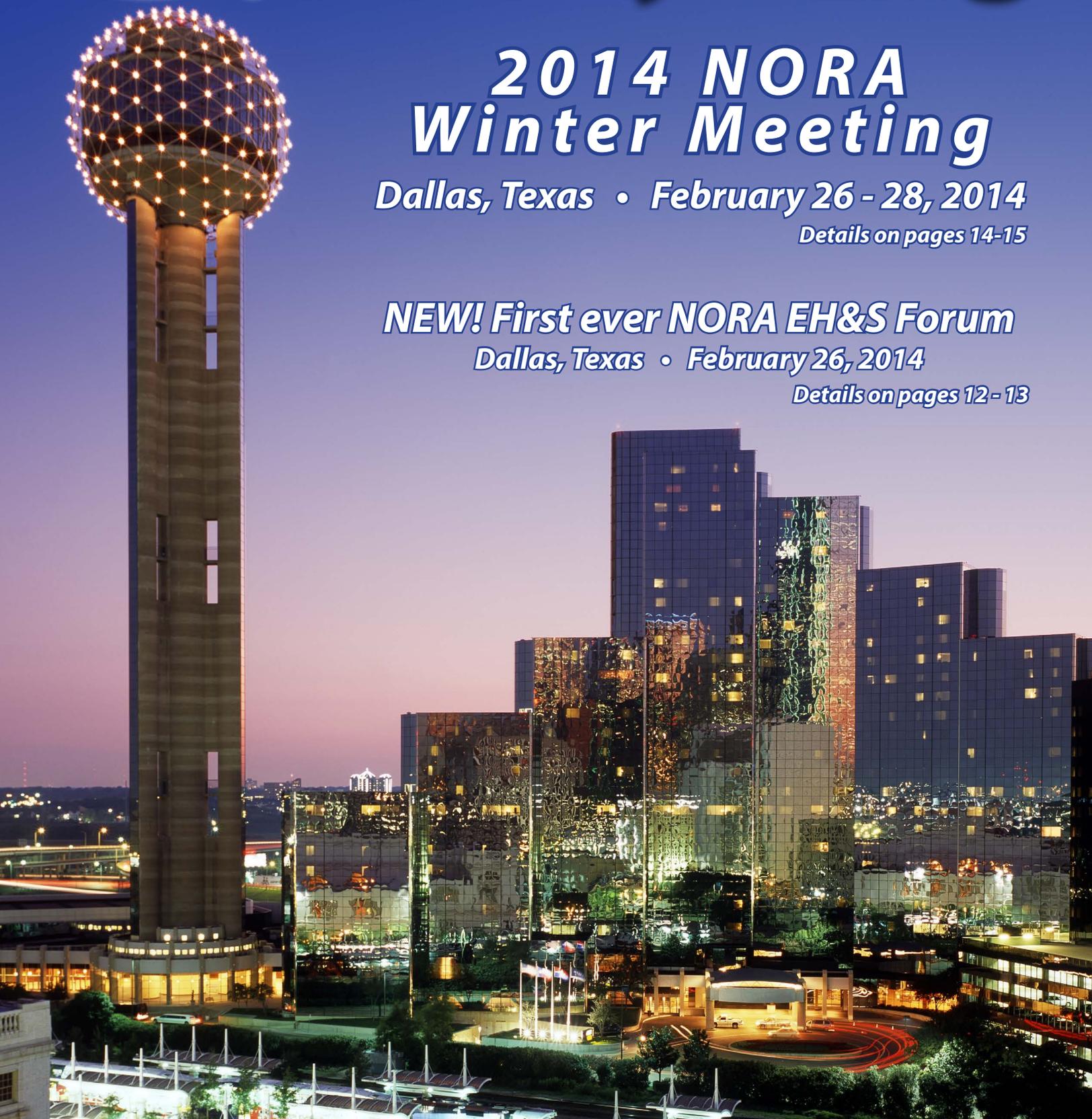
Dallas, Texas • February 26 - 28, 2014

Details on pages 14-15

NEW! First ever NORA EH&S Forum

Dallas, Texas • February 26, 2014

Details on pages 12 - 13





30 Year Anniversary

Back in 1984, the Hazardous and Solid Waste Act was passed which included serious threats to the interests of responsible used oil recycling companies. Primary among the threats was the potential that used oil would be listed as a hazardous waste. A group of industry representatives, that included Bill Ward, Bernie Synder, and Alan Gressel, met at Eastern Oil in Virginia and decided to form NORA as a trade association.

The association was committed to Management Standards for recycling used oil and strongly opposed listing used oil as a hazardous waste.

NORA was successful. Today, EPA refers to the Used Oil Management Standards as its most successful management standards program. All across this country, this industry responsibly handles hundreds of million of gallons of used oil and related materials.

NORA has grown from a handful of people to almost 400 member companies. NORA's mission remains the same today as it was in 1984: to defend the rights of NORA members to responsibly recycle used oil and related materials.

Since then, NORA successfully aided in the development of the EPA's used oil management standard and drove the modifications of the centralized wastewater treatment regulations. Today, we work to keep your business healthy by monitoring and addressing issues and legislation at the federal, state and local level and keep you informed through email NORA alerts, the liquid Recycling newsletter and at events.

The Next Thirty Years

A college football coach, who had won multiple championships, was once asked, "Which ring is your favorite?" His response was, "The next one."

NORA's membership should be proud about their past effort and accomplishments to help create a prosperous industry focused on conserving natural resources, reducing greenhouse emissions, protecting water quality and lessening dependence on foreign oil/energy.

In 2044, the challenges and opportunities will certainly be different than they were in 1984 or 2014. However, one thing that will not change - there will continue to be a need for the collection and responsible recycling of used oil and related materials.

To help prepare for the future, NORA's volunteer leaders have been busy developing new products and services to continue to enhance the value members receive. Here are some examples of what you should expect this year:

- Diversification:** In 2014, NORA will be providing ideas and information about how to grow your business in new areas, such as paint recycling opportunities.
- Connections:** A new NORA mobile app will be launched that will easily connect you and 1000 industry leaders anytime through your smartphone.
- Growth:** With new members from the US, Canada and beyond NORA will pass the 400 member mark this year, with your help.

Mahatma Gandhi once stated, "The future depends on what you do today." No one knows what this industry will look like in 2044, but NORA and its members should focus on what they can control today to succeed in the future.



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Industry News

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

Owner Resource Group, LLC Announces Acquisition Of CHEM Group Holdings, Inc.

Owner Resource Group, LLC ("ORG") announced today that it has acquired a majority interest in CHEM Group Holdings, Inc. ("CHEM Group" or the "Company")

OWNER RESOURCE GROUP

CHEM Group is a leading technology-based specialty chemical company focused on the distillation of high boiling or heat sensitive materials for the automotive/heavy duty, agricultural, industrial and petrochemicals markets. The Company provides (a) outsourced chemical re-processing/reclamation services (generally tolling) for heat transfer fluids, amines, glycol products and other tolling compounds and (b) products including antifreeze, aromatic oils/pitch, glycerin, heat transfer fluids and diesel exhaust fluid, among others.

CHEM Group Founder and CEO Dave Carson, who will remain in his current role, noted that the partnership between CHEM Group and ORG will further strengthen and support the long-term success of the Company, adding, "ORG has a strong record of bringing capital and resources to accelerate the growth of companies like ours."

Jon Gormin, Managing Director of Owner Resource Group added, "CHEM Group will make a great partner. The company is a leader in their industry. We're proud to partner with Dave Carson and support the management team as they continue to grow the company and serve the Company's outstanding customers."

Founded in 1979 and headquartered in Evansville, Indiana, CHEM Group creates significant value for its customers through profitable reclaiming projects and for its vendors as a stable revenue source for materials that would otherwise be disposed of in waste facilities or released to the environment. The Company operates across three plant facilities in Evansville, Indiana; Troy, Indiana; and Hot Springs, Arkansas and has few competitors with the same breadth of specialty equipment investment and know-how in its area of expertise.

The transaction closed on December 31, 2013. Terms were not disclosed. Adveq, 747 Capital and Bowside Capital participated as co-investors in the investment. Cadence Bank provided the senior financing.

Vortex Filter Recycling Seeking Buyer

The following information has been provided to NORA by Vortex Filter Recycling.

New Castle, Pennsylvania (January 9, 2014) – For Sale: Vortex Filter Recycling "World's Largest Used Oil Filter Recycler" is by far the largest, most efficient used oil filter transportation and processing company, with the largest gross margins but lacks the sales and volume to be profitable. We are seeking a company with filter volume and skilled sales force to solve our marketing problem and to capitalize on our 48% margins.

Specifications and accomplishments:

Vortex Patented "Mega Crusher" turns filters into a solid extrusion that does not drip oil at 31,500 drums/mo., 1 per minute.

At capacity historicals scale to 3,000,000 gal./yr. oil, \$11,870,000/yr. sales, \$4,300,000 EBITDA/yr., 48% gross profit and 36% EBITDA margins.



Worlds Largest Oil Filter Recycler

85% annual growth from 2002 to Oct. 2008 placing in the INC 5000 fastest growing companies 3 years in a row. On 10-2008 The Great Recession hit us reversing the growth from 58% capacity to only 15% and with steel scrap hovering at 4.5 year lows we are very stressed and a real value buy.

We uniquely transport filters from across US and Canada by rail to the Pittsburgh area, the highest steel scrap market. The increase in scrap value pays the rail freight making us the only competitive filter recycler coast to coast.

We use unique drum dumpers at your route truck dock to fill 5 and 8 yard hoppers that easily fill semi vans, flats, and our bulk filter railcars for the most efficient transportation. Hoppers nest like paper cups enabling 6 truckloads worth of empties to re-

Addition of new technology potential will produce additional \$10 million/yr.

We had phenomenal 25% to

Industry News

turn in 1 truck load so that 5 of 6 loads are 1 way freight. www.YouTube.com "Vortex Recycling Hopper System".

We cut frt. & handling costs by 45% to 85% over roll-offs and drums. We transport 1200 miles by rail for less than our competition can truck 100 miles.

Mega Crusher squeezes an extra gallon of oil per drum of filters with no sludge or waste streams generating the highest scrap and oil value per drum.

Filter recycling is a growth market with state filter landfill ban laws accelerating and with steel scrap value on the rise.

All employees and current business will be kept available for retention to the best of our ability supplying an operating business. Owner, Don Kleine will be available for an employment contract to assist in the transition and operation and further development of our pyrolysis of the compacted filters as he is now running Vortex. He is very motivated to see Vortex flourish.

We offer great territorial expansion + spare real estate and new building space serves from the top of the mountains to the south and east and Lake Erie to the north and east across OH linked by rail to your current facilities. Concrete oil containment for 126,000 gallons. View us on www.Googleearth.com 61 Riverpark Dr., New Castle PA 16101. It is the North property with rail in one end and out the other.

Buyer will receive ownership of about \$8,700,000 in purchased assets: approx. 3 acre property in New Castle, PA ideal for amassing and processing other oil and waste, new building, overhead cranes, new scales, all railroad improvements and 20.5 years of development. The majority of the assets are not the Mega Crusher but rather filter transportation and handling equipment including 22 bulk filter railcars and real estate. We are considering all bids.

Vortex will be the simple economical solution to all of your filter problems NOW and way into the future.

Contact Don Kleine at DonK@VortexRecycling.com for offering Memoranda 619-579-9958 or 724-333-4847 cell anytime.

liquid Recycling

Universal Lubricants Opens Baton Rouge Distribution Facility

NORA Member Universal Lubricants, LLC, has opened a 12,000-square-foot distribution center in Baton Rouge, Louisiana. The center will serve Universal Lubricants' customers in Louisiana and Mississippi, distributing branded and proprietary lubricants, which include the Universal and Eco Ultra brands.



Weatherford®

Engineered Chemistry®

Comprehensive Chemical Solutions

Weatherford manufactures specialized chemicals for the used oil and wastewater markets.

Used oil demulsification. 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.

Industrial wastewater treatment. Our products provide a comprehensive approach to oily water treatment and include oil-in-water demulsifiers, coagulants, flocculants, sludge thickeners and flotation aids.

Antifreeze recycling. Antifreeze that is kept separate from waste oils can be easily treated and recycled into a virgin-like product with the aid of our chemical process that pretreats used antifreeze before it is blended with virgin ethylene glycol or redistilled.

Hydrogen-sulfide (H₂S) scavengers. Our patented, environmentally friendly technology safely and effectively removes dangerous H₂S and mercaptans in liquid and vapor phases.

Industrial cleaners and solvents. Our full line of heavy-duty, nonflammable, liquid cleaners provide excellent penetration and soil-lifting properties for all hard surfaces. Our products are nonhazardous and biodegradable.

Metalworking fluids. Our proprietary soluble oil-rolling lubricants and synthetic aqueous coolants used in the metalworking industry are uniquely formulated to address a host of applications.

For information on our engineered solutions, call 1.812.858.3147 or email bryan.gray@weatherford.com.



Member Spotlight:



MAKING THE WEST A GREENER PLACE

**Interview with
Guy Tomlinson, Chief Operating Officer
Little Dipper Holdings**

Headquarters: Lloydminster, Alberta
Web: www.littledipper.ab.ca
NORA Member Since: 2006

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

I started with Little Dipper in 2007, I belonged to a group that purchased Little Dipper with the goals of building a used oil re-refinery. The re-refinery plans never came through so in 2009 we started to grow Little Dipper as a service company, since then we have been able to increase our used oil collection from 10,000,000 litres annually (2,600,000 gallons) to 18,850,000 litres in 2013 (4,988,000 gallons). My primary focus has been to grow the company's market share, customer base over the years as well as dealing with the issues faced with rapid growth.



Where does your company provide service?

We currently have a fleet of 25 trucks on the road on a daily basis servicing all of Alberta and Saskatchewan.

What services do you provide?

We provide collection of Used Oil, Used oil filters and Used oil Containers.

Why are you a member of NORA?

As the Canadian Oil Recycling Market is different than the American Market, being a member of NORA has helped us stay in touch with the changes that are faced by American

companies so that we can also prepare for them if they have not already come our way. As the Western Canadian Market is facing significant regulatory changes lately it has been great to see NORA become the voice that will represent collectors in our markets.

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

I have been coming to NORA since 2008 which has led to our company developing many long term business relationships over the years which have been a large part of our recent growth.

What role do you see NORA providing to current and future Canadian NORA members?

I believe in the near future more and more Canadian companies will begin using NORA as the representative for the Canadian Market place as American Companies do to jointly tackle issues facing the marketplace. As our market place becomes more and more competitive I also believe more Canadian Companies will also start taking advantage of the business opportunities NORA can provide to them.



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Where Innovation Flows



CC20 Eccentric Disc Truck Pump



Stationary Eccentric Disc Pump

"The **CC20** pumped over 886,000 gallons in a 6 month period and was still pumping without a leak. I'm extremely satisfied with the performance and reliability of this **Mouvex®** pump."

Guy Miller, Fleet Manager
Universal Lubricants, Wichita, KS, USA

- Strong suction, self-priming capabilities to clear tanks, lines
- Minimal maintenance for low life-cycle costs
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Tank Blanketing to Control Safety, Quality and Emissions for Waste Oil Recyclers

by Bridget Nyland, Air Products & Chemicals

Blanketing is the process of applying a gas to the vapor space of a container or vessel in order to control its composition to prevent fires, explosions, product quality degradation or odor pollution. It's a simple process, widely used in the chemical and refining industries. However, at some manufacturing plants, there is a false sense of security and a general belief that "it can't happen here." Consequently, inerting and blanketing are often overlooked during safety reviews, manufacturing turnarounds or upgrade projects. The lack of blanketing or inadequate blanketing of flammable products has resulted in serious fires and explosions. When Air Products had the opportunity to talk to NORA members at the NORA annual meeting, we found that many waste oil recyclers were not blanketing their processes and could highly benefit from the practice for safety control.

A fire requires three elements: fuel, oxygen, and an ignition source. Removing any one of these three elements from the environment eliminates the possibility of fire. The headspace of a storage tank contains a mixture of air and the vapor of the flammable material being stored. The mixture of vapor and air may ignite and burn if the vapor mixture is within the material's flammability limits and an ignition source is present. Even if storage tanks are electrically grounded to reduce the probability of ignition, static charges can develop within the system or within the material itself and act as an ignition source. Since it is practically impossible to completely eliminate sources of static charge, and the fuel cannot be eliminated because it is the material being stored, oxygen is the only leg of the fire triangle that can be controlled.

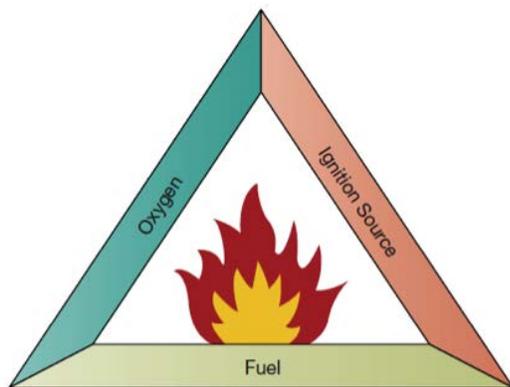


Figure 1: The fire triangle depicts the three elements needed for a fire: fuel, an ignition source and oxygen.

Inert gas blanketing is used to control the oxygen leg of the fire triangle (Figure 1). It can be implemented during production, storage, transportation and final packaging and can be used in a wide variety of containers ranging in size from storage tanks with capacities of millions of gallons to quart-size or smaller bottles. Nitrogen is the most commonly used gas for blanketing because it is inert, widely available and relatively inexpensive on virtually any scale.

Every material is defined by a specific flammable envelope (See table below). Blanketing replaces enough oxygen to operate below the lower flammability limit (LFL) for a given material. These levels can be found in NFPA 69 or on a material's MSDS. Some properties for common flammable materials in waste oil recycling are listed below.

Material	LFL (O2 Vol)
Diesel ⁴	0.4%
Asphalt ³	0.9%
Base Oil ¹	1%
Vacuum Gas Oil ²	0.6%

Note: Measured at 199F.

While fire and explosion prevention is a primary reason for nitrogen blanketing, there are other reasons to consider implementing a blanketing system. Removing oxygen from a container reduces the possibility of oil oxidation thereby improving shelf life and oil quality. Nitrogen blanketing can also be used to reduce and mitigate odor emissions from vessels, improving overall odor pollution and community relations.

When considering a new blanketing design or an upgrade to an existing installation, the first factor to consider is the type of vessel. This will determine whether blanketing is needed and if so, the appropriate means of control. The most common type of tank is the fixed roof tank. When flammable or sensitive materials are stored in fixed-roof tanks, nitrogen blanketing is highly recommended.

There are three methods commonly used for nitrogen control: continuous purge, pressure control and concentration control. Continuous purge is a simple method but uses large amounts of nitrogen and can be a drain on the plant's air emission control systems. Pressure-control systems are employed for sealed tanks which hold pressure and can reduce the amount of nitrogen required for blanketing by controlling the tank's head space pressure with nitrogen. Concentration control is

suitable for unsealed tanks, which cannot hold pressure. It is very efficient because it uses an oxygen analyzer to measure the oxygen concentration in the headspace and add nitrogen only added when it is needed. Each method is available in wide range of prices and complexity depending on a plant's operation.

Nitrogen supply options include delivered liquid nitrogen stored in bulk or microbulk tanks or dewars, as well as delivered gaseous nitrogen stored in large tubes, cylinder banks or cylinders. In addition, nitrogen can be generated onsite by a cryogenic plant or by a pressure-swing adsorption (PSA) or membrane units. The choice of delivery method depends on the application's requirements for purity, usage pattern, volume, portability, footprint and local power cost. For each installation, the nitrogen provider can assist waste oil recyclers by analyzing the system and recommending the appropriate control and supply system.

In conclusion, nitrogen blanketing offers significant benefits to waste oil recyclers in terms of product quality, odor pollution control and process safety, and when implemented properly, pays dividends in terms of efficiency, effectiveness and cost.

Extracted and Adapted from Chemical Engineering Progress, "Nitrogen: A Security Blanket for the Chemical Industry", 2011.

Sources

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Air Products & Chemicals is a NORA member.

To contact the author, email NYLANDBE@airproducts.com or call 610-481-3934.



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2014 Liquid Recycling Magazine Advertising

Brand Your Business with an Ad in Liquid Recycling!

NORA Magazine will be produced 4 times in 2014 with a distribution of 2,000 Industry Leaders.

Liquid Recycling is the official magazine of NORA, An Association of Responsible Recyclers. It is a full-color quarterly publication that includes industry and association information of interest to those in the business of recycling used oil and related materials.

It is the only publication being mailed to all known companies in the used oil recycling industry.

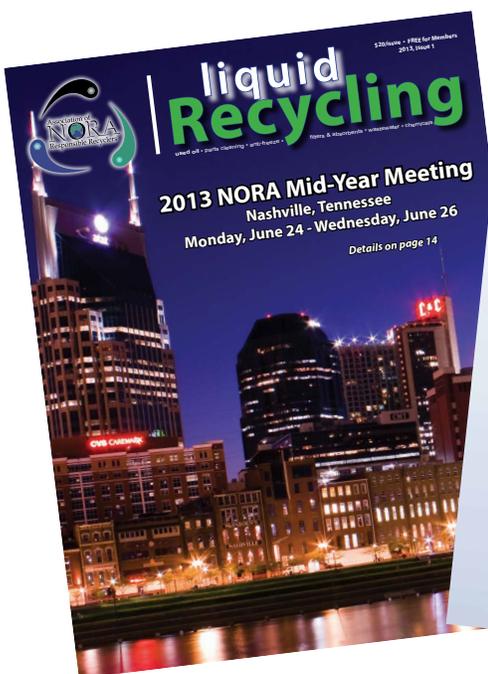
For as little as \$200, you can promote your business in the Liquid Recycling magazine, mailed to over 2,000 leaders in every sector of the liquid recycling industry, including collectors, multiple service providers, processors, marketers, transporters, parts cleaners, chemical recyclers, filter recyclers, supplier/vendors and more.

Liquid Recycling is primarily distributed in the United States and Canada, however the international distribution is growing.

For member convenience, PDF digital copies of the magazine are also posted on the NORA website. Your advertisement will appear in this digital copy as well as the printed version.

Liquid Recycling is the most cost effective way to market your product or service to the entire liquid recycling industry (member and non-member).

For more information about advertising in the 2014 Liquid Recycling magazine, contact Scott Parker at sparker@noranews.org or 703-753-4277.



Other Advertising Opportunities in 2014

NORA Offers multiple opportunities and various avenues for Branding your Business.

NORA eNews

Advertise your company to over 2,000 industry leaders in the NORA eNews, published every other week. This online publication is emailed to every sector of the liquid recycling industry, including collectors, multi-service providers, processors, marketers, transporters, parts cleaners, chemical recyclers, filter recyclers, supplier/vendors and more.

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

Similar to the Newsletter, your NORA eNews ad will always be visible to members and non-members in the NORA eNews archive at www.noranews.org/?page=NORAEnewsArchive

NORA Website

Build your brand and gain maximum exposure with NORA's newest advertising opportunity at www.noranews.org! The association's website receives an average of 3,600 visits, 2,700 unique visitors and over 11,000 page views per month from a targeted audience of businesses within the industry.

Advertise your company on the large rotating banner of the association's homepage. In addition, all web advertisers receive an added value of a complimentary sidebar ad that is visible on all webpages.

Up to 3 companies may advertise in this space per month. Space is available on a first come, first served basis.

Event Books

Meeting books are produced three times per year and presented to attendees of the NORA Winter Meeting, NORA Mid-Year Meeting, and the NORA Annual Recycling Conference & Trade Show.

These are professionally produced books distributed to all attendees and new members throughout the year.

Members who receive these books retain them for future reference as they contain valuable information such as attendee contact information, industry resource documents, past meeting minutes and more.

**Need help with design? NORA will design any of the above ads for you for FREE!
Annual volume advertising discounts are available.**



THERMOENERGY™

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
- Concentrated glycols for higher resale value
- 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, or visit our web site at www.thermoenergy.com.

First Annual NORA EH&S Forum

Registration Now Available - Attend as a Stand-alone Event or Add to Your 2014 NORA Winter Meeting Registration.

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

2014 NORA 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.

Safety Research Consultants, Inc. has a strong management team, each having their roots in law enforcement and commercial vehicle enforcement and inspections. This is part of what makes SRC a unique organization, unlike any training company in the commercial trucking and commercial driving industry.

NORA Member XL Insurance uses SRC for a significant portion of their defensive driver training program as well as their facility safety program. The session will focus on discussions involv-

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

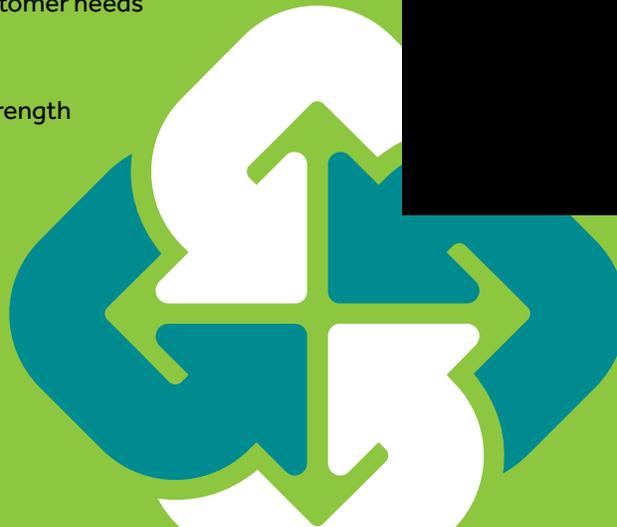
- Property & Casualty coverage
- Pollution coverage, tailored to customer needs
- Specialized risk control and claims management services

You also benefit from our financial strength and stability:

- A (Excellent) by A.M. Best
- A (Strong) by Standard & Poor's
- A2 (Good) by Moody's

For more information, contact **Matt Gartner**, AVP, Environmental
Toll-free: +1 800 327 1414
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matthew.gartner@xlgroup.com
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XL Group
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.

XL and MAKE YOUR WORLD GO are trademarks of XL Group plc companies

ing but not limited to driver issues, fleet safety and managing around the impact of the CSA rules.

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

Presented by Ryland Box

Senior Claims Consultant, XLE Property and Casualty Group

Ryland Box is a claims consultant in the XL Environmental claims department for XL Insurance Company. Ryland is responsible for handling a wide array of commercial auto and commercial general liability losses throughout the United States. He has over 16 years of experience in the insurance claims industry, including prior claims positions with ACE USA and AIG. Ryland holds a Bachelor's degree in Communications from Cheyney University of Pennsylvania and holds a Senior Claims Law Associate designation.

Controlling Environmental Claim Costs and Meeting Regulatory Approval

Presented by Marlin Zechman

CHMM, ARM

Marlin Zechman is the Manager of Environmental Technical Group with Environmental Claims unit and XL OnCall - spill response management program. Marlin has presented many times at both the XL roundtable and numerous trade associations. Marlin has been with XL for over 18 years. He has managed the unit that has consulted on over 10,000 environmental spills and releases for both XL insureds and outside firms. Marlin will be presenting a program regarding spill handling.

What Your Company Needs to Know and Do about the MSD to SDS Changeover

Presented by Gary Risse, P.E. & George Mathes

Trihydro Corporation

Gary Risse, P.E. is a Senior Engineer with Trihydro Corporation. He has over 27 years of experience in the environmental field. He served in numerous consulting and industry capacities that involved chemical handling and MSDS evaluation. His experience in regulatory negotiations, environmental construction, and regulatory compliance provide a solid background for the session. Mr. Risse currently works for Trihydro Corporation as a Senior Engineer and serves as the Company's primary liaison with NORA.

George Mathes is a Vice President with Trihydro Corporation. He has been practicing engineering in the environmental field for over 17 years. His engineering expertise includes the design and construction of in-situ and ex-situ soil/groundwater remediation systems, design of solid and hazardous waste landfills, design and implementation of soil/groundwater/vapor quality assessment programs, and strategic support for large-scale environmental due diligence programs. Mr. Mathes' compliance experience frequently includes MSDS considerations.

Preparation of a Safety Director for Deposition and Trial

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

Lorance & Thompson has a team of experienced attorneys who bring a unique expertise to bear on the multitude of issues facing the transportation industry. Whether in the boardroom or courtroom, their firm has a dedicated group of attorneys and specialists who can guide you through a maze of complex issues. They assist their clients in defending catastrophic personal injury cases, cargo claims, as well as business law, regulations, statutes, and insurance. Lorance & Thompson attorneys have extensive transportation litigation experience and have long been involved in the representation of trucking companies and their insurance carriers. Additionally, they actively represent carriers in all modes of transportation; such as inter-modal, NVOCC, air, surface, rail, ocean small package and expedited, as well as, warehouse and third-party logistics companies.

To register for this event, use the enclosed form. Registration for this event is just \$99/person for members.

NORA EH&S Forum 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



2014 NORA Winter Meeting

Registration & Sponsorships Now Available

Over 200 industry leaders are expected to attend the 2014 NORA Winter Meeting, held February 26-28, 2014 in Dallas, Texas at the Hyatt Regency Dallas at Reunion Tower.

The NORA Winter Meeting is an excellent opportunity for NORA members to network, advertise, and discuss news and issues related to the liquid recycling industry.

The tentative agenda can be viewed on the following page. More information about the 2014 NORA Winter Meeting can be found at www.noranews.org/?page=2014WinterMtgInfo

Register

Registration is now available for the 2014 NORA Winter Meeting. Registration is \$225 per Member and \$900 for non-Members and includes all meeting materials and food events. You may register using the included registration form or you can register conveniently online at www.noranews.org

Sponsorships

All members are invited to be a sponsor to help make this an amazing event. For just a small contribution, you can support your business and your industry. 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 basis.

Advertising

Advertising in the printed 2014 Winter Meeting Book is also available. The Winter Meeting Book is a professionally produced book distributed to all attendees and new members through-out the year. Members who receive this book retain it

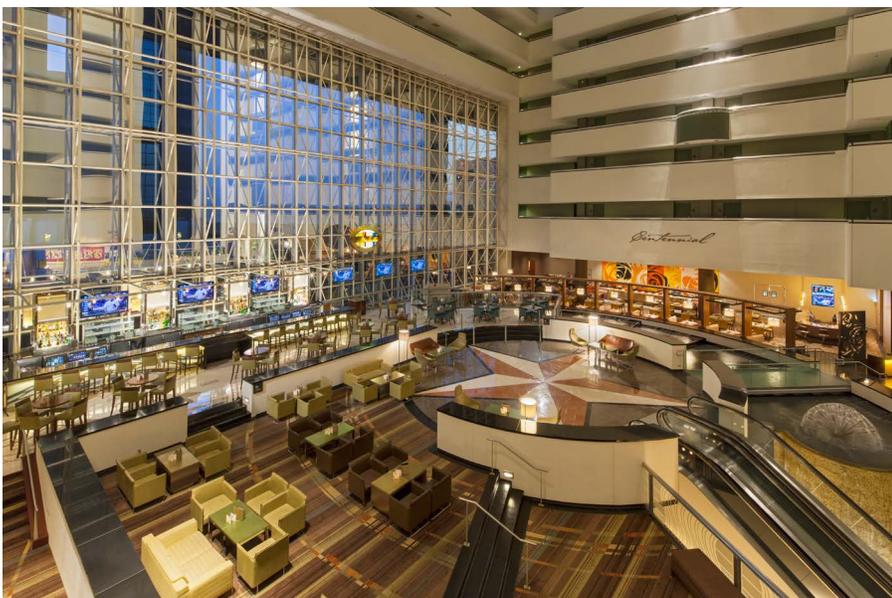


for future reference as it contains valuable information such as attendee contact information, industry resource documents, past meeting minutes and more. NORA will design your ad for free.

You may sign up for sponsorships and advertising using the included event registration form or by using the online store at www.noranews.org.

Room Reservations

Hotel rooms are available for NORA members at the Hyatt Regency Dallas at the discounted rate of \$199 per night. You may make reservations by calling 888-421-1442 and mentioning the NORA Winter Meeting. You may also make your reservations online at www.noranews.org/2014WinterHotel



Please make your reservations by February 12, 2014; please be aware that the room block may sell out before this date.

Only the above link and the Hyatt phone-in reservations are valid means of securing a hotel room in the NORA room block. No outside agency has authorization from NORA to book rooms for the NORA Winter Meeting. NORA cannot guarantee the authenticity of reservations booked outside this website or Hyatt phone-in reservations.

For additional questions about the 2014 NORA Winter Meeting, contact Casey Parker at casey@noranews.org or 703-753-4277.



2014 NORA Winter Meeting

February 26, 2014 - February 28, 2014 • Hyatt Regency Dallas
Dallas, Texas
Agenda

February 26th Wednesday - NORA's First EH&S Forum (Register for this day separately)

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

February 26th Wednesday - Beginning of 2014 NORA Winter Meeting

4:00 pm - 5:15 pm	Board of Directors Meeting
4:30 pm - 6:00 pm	Registration
5:30 pm - 6:00 pm	New Member & Board Member Reception
6:00 pm - 8:00 pm	Opening Reception

sponsored by:

XL Group
Insurance



February 27th Thursday

7:30 am - 9:00 am	Registration
8:00 am	Continental Breakfast
	Sponsorships Available!
8:00 am - 8:20 am	Pre-Meeting with Committee Chairs and Vice Chairs
8:30 am - 9:00 am	Welcome
9:00 am - 9:40 am	Wastewater Working Group
9:00 am - 9:40 am	Distilled Fuels Working Group
9:40 am - 10:05 am	Government Affairs Subcommittee on Research
9:40 am - 10:05 am	Guiding Principles Committee
10:05 am - 10:45 am	Break
10:45 am - 11:45 am	Filter/Absorbents Recycling Working Group
10:45 am - 11:45 am	Membership & Marketing Committee
11:45 am - 1:30 pm	Lunch with Speaker
	Sponsorships Available!
1:30 pm - 2:20 pm	Re-Refining Council
1:30 pm - 2:20 pm	Parts Cleaning Council
2:20 pm - 3:00 pm	Antifreeze Working Group
2:20 pm - 3:00 pm	Conference Committee
3:00 pm - 3:40 pm	Coffee Break
3:40 pm - 5:40 pm	Used Oil Recycling Council/Government Affairs Committee
5:45 pm - 7:15 pm	NORA Happy Hour
	Sponsorships Available!

February 28th Friday

8:00 am - 9:00 am	Past Presidents Committee
9:00 am - 9:30 am	Breakfast for Board & Past Presidents
9:30 am - 12:30 pm	Board of Directors Meeting

Save the Date: 2014 NORA Mid-Year Meeting

The 2014 Mid-Year Meeting will be held June 18 - 20 at the historic Pfister Hotel, in downtown Milwaukee, Wisconsin.

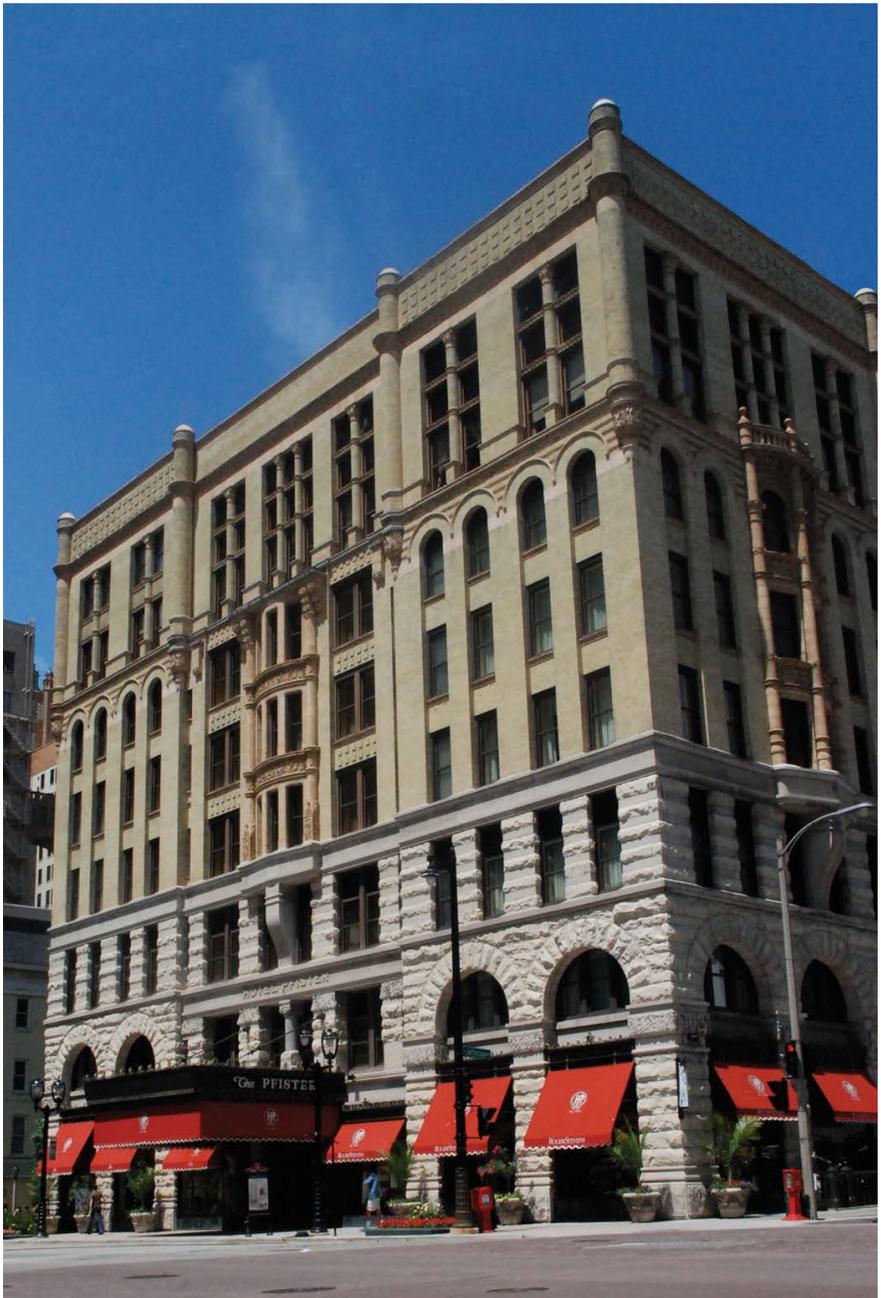
The 2014 NORA Mid-Year Meeting will be held at the Pfister Hotel in Milwaukee, Wisconsin. Two-hundred industry leaders are expected at the 2014 NORA Mid-Year Meeting to network with peers and explore the latest issues, opportunities and threats related to companies that responsibly recycle used oil and related materials. Registration, sponsorship and room reservation information will be available in March of 2014. Hotel rooms are available for NORA members at The Pfister Hotel at the discounted NORA rate of \$189 per night.

For more information about the 2014 NORA Mid-Year Meeting, contact Casey Parker at casey@noranews.org or 703-753-4277.

About The Pfister Hotel

The Pfister Hotel, built in 1893 has been the premier downtown Milwaukee hotel for over a century, and continues to celebrate a tradition of gracious service and impeccable style. From the moment you arrive, you'll notice the extraordinary architecture, and a welcoming ambiance marked by a priceless Victorian art collection which rivals that of any hotel in the world.

The Pfister Hotel in Milwaukee has received accolades as being the best of downtown Milwaukee hotels since it opened. The Pfister has a AAA Four-Diamond Award and membership in two of the industry's leading organizations: Historic Hotels of America and Preferred Hotels & Resorts Worldwide. Trip Advisor has rated the hotel in the Top 25 Luxury hotels in the United States.



Three blocks from the shores of Lake Michigan, The Pfister Hotel overlooks downtown Milwaukee's east side and is moments from exciting attractions including the Milwaukee Art Museum and the Summerfest grounds, which host an unparalleled calendar of events. Museums, theater, shopping, nightlife and many dining options are found within walking distance.

2014 Membership Directory

In late February, 2014, NORA will be releasing its 2014 Membership Directory, the ultimate networking tool for the liquid recycling industry. Over 1,000 copies will be distributed to industry leaders.

The annual publication provides valuable information on all of NORA's nearly 400 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 2014 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 provided.

All member companies will receive copies of the 2014 Membership Directory.

If you are interested in becoming a NORA member to receive your copy of the NORA Membership Directory, contact NORA at 703-753-4277 or sparker@noranews.org.



5600 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.



Oilmen's Waste Oil Truck with Safety Rails.

Pneumatically operated Safety Rails can be raised and lowered by the operator from the ground. Rails are tied into the air brakes and will lower when brakes are released.



Oilmen's Truck Tanks

stands ready to help you with all of your Waste Oil needs.



Visit our website to see a video of our **Safety Railing System** in action.



Oilmen's Truck Tanks

800-859-8265

www.trucktanks.com

2014 NORA Annual Recycling Conference & Trade Show to be Held in Puerto Rico

The El Conquistador Resort will be the site of the liquid recycling industry's premier networking & education event, November 5-8, 2014.



NORA, An Association of Responsible Recyclers has announced the location and dates for the 2014 Annual Recycling Conference & Trade Show. The Conference will be held at the El Conquistador Resort in Fajardo, Puerto Rico, November 5-8, 2014.

The 2014 NORA Conference & Trade Show is expected to have over 50 exhibitors and over 450 attendees. This premier event also features over a dozen educational sessions and many networking opportunities.

"The 2013 NORA Conference & Trade Show in Carlsbad, California, was our largest and most successful to date," said Casey Parker, NORA Associate Director. "For 2014, we are excited to host the Conference & Trade Show at the El Conquistador, the premier resort destination on the island of Puerto Rico. The resort's conference center is the largest, most comprehensive meeting space in the Caribbean and will

spaciously accommodate the educational sessions and trade show. The resort is a perfect destination for NORA members to network and grow their businesses."

The Commonwealth of Puerto Rico is a U.S. territory; no passports are needed for travel by U.S. citizens. The room rate for NORA Conference attendees is \$189 per night plus a reduced nightly resort fee of \$15.

The El Conquistador Resort is a four-diamond resort sitting atop a 300-foot cliff on the Northeast corner of the island of Puerto Rico and has spectacular views of both the Atlantic and the Caribbean.

In addition to the resort, Palomino Island, a 100-acre private island, is available exclusively to resort guests via an 8-minute ride on a high-speed luxury catamaran. The island has white sand beaches, snorkeling, water sports, horseback riding, windsurfing and a casual waterfront café. For additional information on the resort, go to www.elconresort.com.

Registration and exhibit information will be distributed in February.

If you are interested in exhibiting at this year's Conference at the El Conquistador resort, please contact Casey Parker at casey@noranews.org or 703-753-4277.



The El Conquistador Resort in Fajardo, Puerto Rico, has spectacular views of both the Atlantic and the Caribbean.



Supplier/ Vendor Spotlight



Interview with Gary Risse, P.E., Senior Engineer Trihydro Corporation

Web: www.trihydro.com

How is your company connected to the industry?

Trihydro is a national company providing environmental support services to several NORA member industries. In addition, we are a key supplier of environmental and engineering services to multiple companies in the oil refining, re-refining, midstream/upstream and petrochemical sectors; including oil & gas production, pipeline distribution, terminals/storage, and chemical manufacturing/distribution.



Gary Risse, P.E. and other representatives from Trihydro have participated as presenters at multiple NORA events. In the photo above, Gary addressed the attendees at the 2013 NORA Mid-Year Meeting in Nashville. Gary Risse and George Mathes will be presenters at the first NORA Environmental Health and Safety Forum. For more information, see pages 12 & 13.

What services does Trihydro Corporation provide to the industry?

Trihydro's services include transactional due diligence support, soil and groundwater assessment and remediation services, air permitting and compliance support, and a variety of operational support services such as auditing, SPCC Plan preparation, SWPP Plan preparation, and Health & Safety assistance. We also provide engineering support for emergency response activities.

What value do you find in NORA membership?

NORA membership has provided Trihydro a valuable platform to meet industry partners, and understand current issues that may impact business. NORA events also facilitate opportunities to meet with several of our current clients, and identify potential areas where our services may help member industries remain focused on their core businesses.

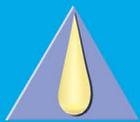
What other ways does NORA membership help Trihydro expand business opportunities?

Participation in NORA has exposed Trihydro to a large number of companies and businesses. Our NORA activities have resulted in several new opportunities and clients, has helped our staff better understand the industry, and has made us more effective at developing timely and cost effective solutions for our clients.

How do you see the new NORA EH&S program providing value to members?

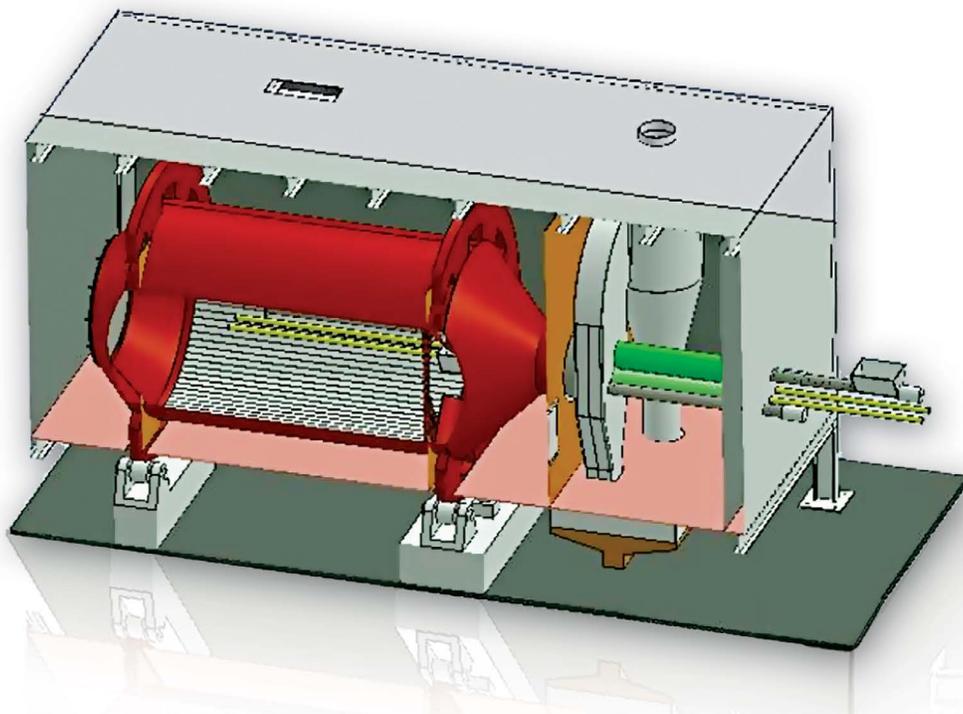
The oil collection and recycling business has been around for many years, and has slowly transitioned from mostly "mom & pop" pumpers to larger corporate entities that regularly interact with several regulatory agencies. As companies grow, and regulatory attention increases, EH&S support for industry also needs to grow.

NORA member industries must now have extensive EH&S programs that address DOT requirements, OSHA requirements, and a plethora of environmental regulations such as RCRA, CERCLA, and TSCA. The new EH&S program allows targeted training and support that gets our membership working from a common environmental platform. More importantly, it increases overall awareness and reduces the chance for adverse environmental impacts and injuries.



SWEET GAZOIL™
Used and waste oils experts

**ECOLOGICALLY TURNING
USED AND WASTE OILS
INTO GOLD**



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 12/31/2013. 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

lebrectd@airproducts.com

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

nebocoltd@aol.com

Est.1986, an industry leader providing inspection and lab services in accordance with API and ASTM standards. U.S. Customs/IFIA approved. Located throughout the N.E., US Gulf and West Coasts,

with global affiliates to service our international clients.

Anchor Drilling Fluids

405-603-2920

bhallett@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

904-222-1174

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, conveyors, 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.

Capital Community Bank

801-369-6669

jgaufin@gmail.com

Catalyst Trading Co, LTD

713-926-6078

rgarcia@resalecatalyst.com

Hydrotreating Fresh Catalyst, Regen Catalyst, Pre-Sulfided Catalyst, Silica & Phosphorus materials, Reactor toppings, Ceramic support products, screening, recycled ceramic support, High Alumina support, re-packaging, and acquisition 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 on-line 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.

DesertMicro

904-247-4285

baryg@desertmicro.net



NORA Supplier/Vendor Directory

NORA Supplier/Vendor Members in good standing as of 12/31/2013. Companies in **bold** have an ad in this newsletter



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.

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.

Fluid Solutions GmbH

+49 40 534307-220

k.mohme@fluid-solutions.de

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, trans-action 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

sseargeant@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.

J. Smith Lanier & Co.

229-883-2424

mfox@jsmithlanier.com

Insurance/Risk Management Services



NORA Supplier/Vendor Directory

NORA Supplier/Vendor Members in good standing as of 12/31/2013. 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/scalant/Paraffin/Wax/Asphaltene Inhibitors, Flow Improvers, PPD, H2S/Iron Oxide/Oxygen Scavengers, Degreasers, absorbents, 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@npscorp.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@pjc.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.



NORA Supplier/Vendor Directory

NORA Supplier/Vendor Members in good standing as of 12/31/2013. Companies in **bold** have an ad in this newsletter



RiverRoad Waste Solutions
732-275-3400
john.ayvas@riverroadwaste.com

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 clients to opti-

mize the collection, protection and utilisation of assets. Advanced, reliable and robust sensors have been developed to work in various types of containers used within the industry.

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

Summit Environmental Technologies
615-794-9437
lpachecose@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_waggene@urscorp.com
Environmental engineering consultant - water, air, solid waste, used oil. URS has over 300 offices around the world.

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

1951 Chevrolet Styleline DeLuxe Convertible

When Baltimore Orioles fans left the stadium in 1951 they only had to walk a couple of blocks to find Frederick Cascio's Sinclair service station. Usually parked beside the station was his brand new 1951 Chevrolet Styleline Deluxe convertible.

The service station owner had just purchased the thistle gray convertible at the Anderson Chevrolet dealership in Baltimore. The original window sticker shows accessories that include:

AM radio	\$84.95
Heater/defroster	\$69.95
Fender guards.....	\$36.50
Oil filter.....	\$18.50
Chrome wheel rings	\$11.65
Windshield washer.....	\$10.45
Hood ornament	\$8.50
3-mirror package	\$4.65
Junction block	\$3.00
Tool kit.....	\$2.50
Gas door guard.....	\$1.85

\$2,258.15 was the price he paid for the car minus the \$1,208 that he was allowed on his 1949 Chevrolet trade in. His son Fred, now says that he remembers riding in the back seat of the car.

Upon the death of his parents the question arose as to what to do with the well worn Chevrolet.

The second generation of Cascios stepped up and it was determined that a half brother in Florida was to take the Chevrolet in the summer of 1982.

There the car underwent a cosmetic restoration before he moved, with the car, to Lake Charles, La. While there the car was sent to Texas for a professional, frame off, restoration.

In 1998 the better than new convertible was returned to Louisiana where it earned numerous "Best in Show" awards at various antique car shows.



Sixty-two years after it was first sold as a new car another son became the new owner when the 16.5-foot-long Chevrolet was trucked back to Maryland.

The semi-truck delivering the car could not negotiate the residential streets of Catonsville, Md., so the car was off loaded in a nearby parking lot.

From there Fred, a son of the original owner drove it to his home. On that trip, he says, "I felt mom and dad's presence in the back seat."

Records show that 20,172 of the 3,380-pound models were manufactured. Under the hood of each one of them was a 216.5-cubic-inch, in-line, six-cylinder valve-in-head engine developing 92 horsepower propelling the car on its 15-inch wheels.

When the car was restored in Texas it was repainted in the original thistle gray with a red leather interior with contrasting gray side panels and red carpeting. The black convertible top has a plastic rear window. The original owner's son says the hydraulically-operated top still operates fine going down but needs a little help going up.

He also recalls his father insisting on a manual three-speed transmission while dismissing the relatively new two-speed automatic Powerglide as junk. Power-

glide equipped cars produced slightly more horsepower to compensate for power lost in the transmission.

A single downdraft Rochester carburetor draws fuel from the 16-gallon gasoline tank. A total of 5.5-quarts of oil keep the engine happy and 15 quarts of coolant keep it cool.

Before the third generation of Cascios, Lee, takes possession of the family heirloom, the representative of the second generation, Fred, admits that once while seated in the drivers seat behind the 100 mile per hour speedometer, "I've had it up to 55 miles per hour."



5 New Members Join NORA

NORA's membership has grown to 386 members; 5 companies have joined NORA since December 2, 2013. NORA relies heavily on word of mouth marketing. **Please refer NORA to your peers and suppliers.**

Company	Contact	Location	Phone
Burnham Green Oil, Inc.	Mary Burnham	Dallas, Texas	214-599-8300
J. Smith Lanier & Co.	Matthew M. Fox	Albany, Georgia	229-883-2424
Menchem Co.	Kevin Ford	Houston, Texas	712-428-5288
Petro-Tech Environmental, LLC	Penny Stelly	Houston, Texas	713-926-9988
PRS Group, Inc.	Jay Johnson	Tacoma, Washington	253-383-4175

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

National Asphalt Pavement Association Annual Meeting

February 2-5, 2014 • Boca Raton, Florida
www.asphaltpavement.org

NORA's First Annual Environmental Health & Safety Forum

February 26, 2014 • Dallas, Texas
www.noranews.org

NORA Winter Meeting

February 26-28, 2014 • Dallas, Texas
www.noranews.org

Automotive Oil Change Association IFLEX

March 10-12, 2014 • New Orleans, Louisiana
www.aoca.org

2014 International Petrochemical Conference

March 30 - April 1, 2014 • San Antonio, Texas
www.npra.org

ILMA Management Forum

April 10-12, 2014 • Aventura, Florida
www.irma.org

NORA Mid-Year Meeting

June 18-20, 2014 • Milwaukee, Wisconsin
www.noranews.org

ILMA Annual Meeting

October 18-21, 2014 • Indian Wells, California
www.irma.org

NORA Annual Conference & Trade Show

November 5-7, 2014 • Puerto Rico
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

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