2015 NORA EVENTS
FIND INFORMATION ON THE WINTER MEETING, MID-YEAR MEETING, AND NORA CONFERENCE & TRADE SHOW.

ROAD TO REFORM
AN UPDATE ON NORA’S PCB/ TSCA REFORM.

LOU HOLTZ
TO SPEAK AT THE 2015 NORA CONFERENCE & TRADE SHOW.

TOUR THE LARGEST RE-REFINERY IN THE WORLD AT THE 2015 MID-YEAR MEETING.
Building YOUR Oil and Oil Filter Collection Tanks for over 20 Years

800-291-5487 • www.par-kan.com • Silver Lake, Indiana
fax (260)352-0701 • greasesales@par-kan.com
America’s Hidden Oil Spill

Earlier this year, U.S. District Judge Carl Barbier determined that the 2010 BP Deepwater Horizon accident resulted in 134 million gallons of oil being spilled into the Gulf of Mexico.

The incident captured the attention of the nation in large part due to the environmental impact of the spill on fish, birds, shoreline and water chemistry. Up to $1 billion has been provided by BP for restoration projects. While the BP Deepwater Horizon accident is certainly tragic, it is important to put it into perspective. In 1995, the U.S. Department of Energy produced a report titled, “Assessment of Opportunities to Increase Recovery and Recycling of Waste Oil”. Based on information from Argonne National Laboratory, the American Petroleum Institute and NORA, it was estimated that 426 million gallons of used oil was improperly disposed of each year (297 million gallons by Do-It-Yourself oil changers and 129 million gallons by non-motor oil applications).

This assessment is somewhat dated. However, it does demonstrate that each year the amount of used oil that is improperly disposed of in the United States is more than three times the size of the BP Deepwater Horizon accident.

Because this occurs in small batches, little attention is paid to this topic by the media and the public. This does not diminish the damage the improperly disposed of used oil causes the environment.

NORA believes that additional research is needed to help update the numbers to truly understand the scope of the problem. NORA’s mission is to make sure every gallon of used oil is collected and responsibly recycled. Our association has nearly 400 members that actively help achieve this goal everyday. Our members that collect used oil may be found on FindARecycler.org. NORA will continue developing education programs and working with governments and interested parties to help cap America’s hidden oil spill.

MEMBERSHIP DIRECTORY CORRECTION

In the 2015 NORA Membership Directory, the email address of Jim Munnell, of Emerald Environmental, was printed incorrectly. The correct email address is as follows: jmunnell@emeraldrenews.com
How long has your company been in the industry? How/why was the company established?

Safety-Kleen began over 50 years ago and was founded to provide cleaner, safer products for the environment. In 1954, Ben Palmer invented the “Safety-Kleen” parts washer. In the early 60’s Palmer decided not to sell his machine, but rather lease it to the customer and provide services such as removing and replenishing the used solvent. In 1963, Safety-Kleen became officially incorporated and business began growing in three U.S. cities. In 1968 Safety-Kleen was sold to Chicago Rawhide which would forever change the path of our company. We purchased an old oil plant in Chicago and opened it as a recycling or “reclamation” plant which became an important tool for handling increasing volumes of used solvent generated in the Midwest. In 1972, the first Safety-Kleen allied product was launched, the oil filter. 1972 also saw another milestone, we sold our 100,000th part washer. In 1987, Safety-Kleen began our oil recovery business, which reclaimed used oil and re-refined it through our first re-refinery in Breslau, Ontario. In 2008, Safety-Kleen introduced EcoPower recycled high-quality motor oil produced from our three North American re-refineries. In December 2012, Safety-Kleen was acquired by Clean Harbors, Inc., forming the largest environmental services company in North America.

What services do you provide? What products do you provide?

Safety-Kleen is a leading provider of environmental services to commercial, industrial and automotive customers. Our services and products fall into three principal categories: Oil Solutions. We are North America’s largest collector, recycler and re-refiner of used oil. We own and operate the three largest oil re-refineries in North America, collecting and processing more than 220 million gallons of oil per year. Through a closed-loop system we are able to collect used oil and re-refine most of it into new, finished products that can be returned to the marketplace. Cleaning Solutions. We are North America’s leading provider of parts cleaning services. Safety-Kleen is the largest collector and recycler of used solvent in North America, processing 11 million gallons of cleaning solvent annually. We leverage our brand and our leading national market position in parts cleaning services to offer a complimentary line of Safety-Kleen branded products that include hand, floor and general purpose cleaners, as well as spill kits, absorbents and cleaning aerosols. Environmental Solutions. Safety-Kleen is also a leading provider of containerized waste and vacuum services, industrial waste management, Total Project Management and Compliance Services to a wide range of customers in the automotive, metalworking, manufacturing and other markets. From used oil re-refining and industrial waste services to environmental project management and advanced parts cleaning technologies, Safety-Kleen is, leading the way in responsible environmental solutions.
Where does your company provide service? Do you have operations internationally?

We operate in North America, which includes the continental United States, Puerto Rico and Canada. Our Branch Network consists of 156 service facilities, 21 terminal, 3 re-refineries (East Chicago, Breslau and Newark California) and 9 recycling centers.

Why are you a member of NORA? How does NORA help you build your business?

As a leader in our industry, Safety-Kleen has been a long time member of NORA supporting its efforts on regulatory reform and social awareness of responsible recycling. With a strong and growing membership of like-minded companies, Safety-Kleen views NORA as an invaluable resource and partner in the advancement of high industry standards and practices, and a constructive forum in which to share ideas and develop relationships.

What are the biggest challenges and opportunities you see facing the industry over the next five years?

Looking forward over the next several years, we see as significant challenges facing the industry the acceptance by the paving industry for the continued and expanded use of VTAE as an additive in the asphalt paving, and the continued efforts to reform EPA regulations regarding PCBs in used oil when identified by collectors.

We see the ever changing market in which we all operate as an exciting and dynamic environment, challenged by increased local and federal regulation, disruptive alternative energy sources (cheap NG, LPG, CNG), increased competition for frontend collections and backend use of used oil, with the often times irrational valuation swings in the overarching energy market layered on top. And within all of this, we sometimes find in the mix, unique opportunities to grow our business.

TOUR SAFETY-KLEEN DURING THE 2015 NORA MID-YEAR MEETING

For more information on touring the largest re-refinery in the world, see page 25.

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
Direct: +1 610 968 9294
matthew.gartner@xlgroup.com
xlenvironmental.com

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 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.
**INDUSTRY NEWS**

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

**Former Industrial Division of NORA Member Newalta Becomes Terrapure Environmental**

March 2, 2015 marked the first day of operations for NORA Member Terrapure Environmental (Terrapure), a new stand-alone environmental services company consisting of the former Industrial Division of Calgary-based Newalta Corporation. Newalta announced the sale of the business, which provides services to industrial sectors across Canada, to Birch Hill Equity Partners of Toronto in December 2014 and the transaction officially closed on February 27, 2015.

Headquartered in Burlington, Ontario, Terrapure employs 900 people and operates an integrated network of 33 government-regulated facilities from coast to coast. Under new ownership, the company will continue to focus on providing innovative solutions that minimize waste and maximize the recovery or recycling of valuable industrial by-products through its facility network and on customer sites.

The company’s operations include resource recovery and recycling through a used lubricating oil re-refinery in North Vancouver, British Columbia and Canada’s largest lead-acid battery recycling facility in Ville Ste-Catherine, Quebec; an engineered non-hazardous industrial waste landfill in Stoney Creek, Ontario; as well as facilities and onsite services that enhance the environmental sustainability of industry sectors that include automotive, chemical and petrochemical, manufacturing, marine, mining, municipal, pulp and paper, and transportation.

Services that Terrapure provides include: recycling and management of hazardous and non-hazardous industrial waste; wastewater treatment and recycling; water treatment pond dredging and dewatering; tank cleaning and product recovery; used oil recycling; glycol and solvent recycling; household and automotive battery recycling; soil treatment and remediation; alternate fuel blending; offshore and onshore oil and gas waste and fluids management; and emergency response and spill clean-up.

**NORA Member Synergy Hydrocarbon Recovery Announces East Coast Re-Refinery**

NORA Member Synergy Hydrocarbon Recovery LLC, an environmental services provider to the automotive industry announced the completion of its used oil re-refinery in Kingsland, Georgia.

The refinery will produce vacuum gas oil (VGO), low sulfur cutter and a vacuum tower asphalt extender. This re-refinery is strategically located along the southeastern coast of Georgia. The site provides convenient access to highway, railway and waterway transportation.

“Our approach to the Industry has always been one of forward thinking,” said CEO Elliott Paul. “The Refinery is State of the Art with the most modern environmental controls technology has to offer. This facility will provide a safe destination for over 24,000,000 gallons of used oil collected annually throughout the Southeastern United States”.

**NORA Member Clean Harbors Signs Agreement with Nuverra to Acquire Thermo Fluids for $85 Million**

On February 4, 2015, NORA Member Clean Harbors, Inc., a provider of environmental, energy and industrial services in North America, and Nuverra Environmental Solutions, Inc., a provider of full-cycle environmental solutions to energy end-markets, announced a definitive agreement has been reached, whereby Clean Harbors will acquire Nuverra’s subsidiary Thermo Fluids Inc. (TFI) for $85 million in an all-cash transaction.

The companies expect to complete the acquisition, which is subject to customary closing conditions, including, but not limited to, regulatory approval, by early March 2015.

Clean Harbors Chairman and Chief Executive Officer Alan S. McKim, said, “TFI is a leading provider of route-based environmental services, which represents an attractive acquisition opportunity that will support both components of our Safety-Kleen business. The addition
of TFI’s environmental business will perfectly complement our SK Environmental Services business, as well as drive incremental volumes into our hazardous waste disposal facilities.

“Its regionally focused business model has enabled TFI to achieve both operating scale and route density in the markets it serves,” added Mr. McKim. “At the same time, as one of the largest collectors of used motor oil in the western U.S., TFI will add approximately 50 million gallons of waste oil to Safety-Kleen’s recycling and re-refining business. We expect to effectively leverage its highly scalable platform of collection facilities, storage capabilities, rail assets and transportation fleet with our existing re-refining infrastructure.”

Mark D. Johnsrud, Nuverra’s Chairman and Chief Executive Officer, stated, “Our strategy has been to focus on our core shale environmental solutions business, and this transaction is consistent with that approach. We are pleased to monetize our TFI business to provide further support to that strategy.

Based in Scottsdale, Arizona, TFI provides environmental services in 21 U.S. states through a network of 36 permitted facilities. The company operates a well-maintained fleet of trucks and rail cars in servicing more than 20,000 customers. TFI’s range of environmental services includes used oil recycling, used oil filter recycling, antifreeze products, parts washers and solvent recycling. Its industrial waste management services include vacuum services, remediation, lab pack and hazardous waste management.

**NORA Member Valicor Environmental Services Earns ISO 14001 Recertification**

NORA Member Valicor Environmental Services will use its renewed designation to give customers a continuously improved process that handles each material properly.

Valicor was the first environmental service company to achieve the ISO 14001 certification in 1998. According to David Weber, Valicor’s Environmental Manager, “This certification allows Valicor customers to know that Valicor is continually improving the process, to move as efficiently as possible, while continuing to meet the same quality standards. This distinction shows that Valicor is willing to go through rigorous processes to make sure quality record keeping is in place. In addition, this shows any opportunities for growth, so we can provide the customer with the best service possible.”

**Jebesen and CleanOil Collaborate to Produce High-Quality Recycled Lube Oil**

In support of the government’s promotion of clean energy for China, Jebesen Group and CleanOil Investment Ltd are cooperating to produce high-quality recycled base oil and lubrication oil for industrial and automotive applications. The two partners are currently building an oil refinery in Gaolan Port Economic Zone, Zhuhai. Taking advantage of CleanOil’s operational and technical expertise and patented oil re-refining technology, the new plant will recycle used lube oil to produce Group II base oil and high-quality lube oil for cars, trucks and industrial machinery. Production is expected to begin by the second half of 2015, with the plant eventually producing 20,000 tons of oil per year.

Jebesen Group will draw on its knowledge of China’s automotive aftermarket and its China-wide sales and distribution network of industrial products in the region to support the new business and meet growing demand for recycled lube oil.

**SHARE YOUR NEWS!**

If you have news you would like to share with the industry, email info@noranews.org.
How might the proposed more stringent regulations on railroad petroleum tanker cars and railroad operations impact the used oil recycling business?

In response to a number of serious railroad derailments involving railroad oil tankers carrying crude oil and other petroleum materials and products, both the US and Canadian governments have enacted and have proposed similar significant new and expensive requirements for these tankers. These US and Canadian requirements will need to be harmonized since these tankers move between them. The majority of these unfortunate derailment events involved crude oil from the Bakkan oil patch of the Dakotas and Montana, which is believed to contain more flammable materials than most crude oils. In some derailments these materials have ignited, causing serious impact on human life and the environment. Fortunately, most used oil materials and products have a flash point of over 140 degrees F; they are characterized as combustible, not flammable. However, any new requirements will likely have both direct and indirect impacts on NORA member operations.

The most notable of these derailment events happened in 2013 in the town of Lac-Megantic, Quebec, Canada, where over 60 cars derailed, resulting in explosions and fires that caused 47 fatalities and extensive damage to the town. Since then there have been several other similar derailments impacting communities and the environment in multiple states and parts of Canada.

In response to these events, the Pipeline and Hazardous Materials Safety Administration (PHMSA) proposed changes in 2013 to improve the design of rail oil tankers and railway operations. The individual railroads, the Association of American Railroads (AAR), the American Petroleum Institute (API), shippers, railcar manufacturing and leasing companies have been working with PHMSA, USDOT, and others to develop a practical solution.

This is happening while the railroads have continued to improve safety. Since 1980, train derailments have decreased by 82% overall, and since 2000 derailments have decreased by 45%. However, the number of rail tanker car shipments has increased dramatically from only 10,000 per year in 2008 to over 500,000 per year in 2014, therefore increasing the probability that crude oil will be involved in a derailment. One reason that this increase in oil shipments has occurred is because there are limited amounts of available pipelines. Another reason is that the crude oil can be shipped by rail in any direction to where the demand and value is highest, whereas pipelines are very limited in their origin and destination points.

The modifications being proposed and discussed are costly and will likely have a future impact on NORA member operations. The vast majority of the models in the tank car fleet are referred to as DOT-111s, which have been utilized for years. There are over 270,000 of these relatively thin-walled DOT-111s in service. In the derailment events, these are the cars that have typically had the material releases and fires. There are also approximately 40,000 newer and relatively safer model tankers called CPC-1232s, however, they also have had fire issues in derailments.

A probable outcome is that the existing DOT-111s will have to be significantly modified and reinforced for a cost up to $75,000 per tank car, and new ones built to the higher specifications will approach $150,000 per tank car. The new requirements could likely include a ½” steel tank shell surrounded by a thermal (ceramic) blanket, a 1/8” steel jacket around the thermal blanket, additional protection of the top and bottom valves, a reclosing pressure relief valve, and steel head shields at each end of the tanker. This design has been predicted to be at least 13 times less likely to have a release in a derailment, and may be able to provide protection from thermal tear in a fire for over 12 hours at 2000 degrees F. To be able to achieve the existing tanker conversions and build new ones will take several years and billions of dollars to accomplish. Tank car manufacturers have limited manufacturing capacities which would require years to accomplish the end result.

Most of these tankers are owned by leasing companies which in turn lease them to commodity owners. Some of these owners are moving from oil to alternative fuels, which is slowing the pace of conversion. The modifications being proposed will also have a future impact on NORA member operations. The vast majority of the models in the tank car fleet are referred to as DOT-111s, which have been utilized for years. There are over 270,000 of these relatively thin-walled DOT-111s in service. In the derailment events, these are the cars that have typically had the material releases and fires. There are also approximately 40,000 newer and relatively safer model tankers called CPC-1232s, however, they also have had fire issues in derailments.

A probable outcome is that the existing DOT-111s will have to be significantly modified and reinforced for a cost up to $75,000 per tank car, and new ones built to the higher specifications will approach $150,000 per tank car. The new requirements could likely include a ½” steel tank shell surrounded by a thermal (ceramic) blanket, a 1/8” steel jacket around the thermal blanket, additional protection of the top and bottom valves, a reclosing pressure relief valve, and steel head shields at each end of the tanker. This design has been predicted to be at least 13 times less likely to have a release in a derailment, and may be able to provide protection from thermal tear in a fire for over 12 hours at 2000 degrees F. To be able to achieve the existing tanker conversions and build new ones will take several years and billions of dollars to accomplish. Tank car manufacturers have limited manufacturing capacities which would require years to accomplish the end result.

Most of these tankers are owned by leasing companies which in turn lease them to commodity owners. Some of these owners are moving from oil to alternative fuels, which is slowing the pace of conversion. The modifications being proposed will also have a future impact on
companies such as NORA members. It is very possible that these requirements (or similar ones) will eventually be required for all petroleum materials (both flammable and combustible). The new costs will have to be passed down to the users, increasing everyone's operating costs. Also, it will be more difficult to find tankers of approved design, which could result in higher leasing costs. Those NORA members owning their own rail tanker cars may have to eventually renovate their existing ones, or scrap them and buy tankers meeting the new design specifications.

The final regulations may also include speed reductions and other operating controls for trains moving these materials. One option being considered is a 40 mph restriction on trains moving these materials; this would seriously reduce the overall capacity of the railroads. Many areas of the country are already overloaded and this would result in longer delivery times for all materials.

I cannot predict all of the possible cost and operating impacts on NORA members, however, their cost of operations will most likely increase. This is a very complex issue that NORA will continue to follow and keep the NORA members updated. Please note that this article covers only some of the options being considered.

INTERESTED IN SAFETY ISSUES INVOLVING OIL SHIPMENTS BY RAIL?

At NORA’s annual conference in Orlando, Florida, Senior NORA Consultant Jack Waggener and NORA General Counsel Christopher Harris will offer a comprehensive presentation on safety issues involving oil shipments by rail and pending legislation and regulations. Such legislation and regulations would affect shipments of used oil by rail.
The second annual NORA Environmental, Health & Safety (EH&S) Forum, held February 18, 2015 in New Orleans, attracted 50+ industry professionals.

NORA’s first Guiding Principle states that member companies make health, safety, and environmental considerations a top priority in planning for all existing and new facilities, processes, products, and services. The EH&S Forum is designed to support and expand each company’s knowledge on EH&S topics.

This year, attendees discussed safety with regards to the Department of Transportation, workers’ compensation, contractual liability, crisis management, and emergency response.

These presentations are available online exclusively to NORA Members at www.noranews.org. Visit the Members Only Resource Center and click “Past Event Resources”.

THANK YOU 2015 EH&S SPONSORS
National Chemical Supply

EB-SERIES

Finally! A cold or hot treatment product that works on all oils.

The EB-Series features the most advanced technology and produces quality oil faster while treating your water.

• Rejected loads are lost revenue •
• $H_2O$ higher than it should be means less money for your oil •

WHY NOT MAKE YOUR OIL THE BEST IT CAN BE?

CALL NOW TO SAVE MONEY AND TIME!

800-515-9938

Proudly serving over 20 NORA members who are using NCS products and achieving phenomenal results!

National Chemical Supply
6930 SW 16th St. • Plantation, FL 33317
800-515-9938 • natlchem@gmail.com • www.nationalchemicalsupply.com
Centrifuges from GEA Westfalia Separator can clean waste oil of all types. Our decanters offer the perfect solution for oil with a solids content of up to 40%. They are available in both 2-phase and 3-phase designs for efficient oil, solids and water separation. Disk separators can be used when minimal solids are present. They can also be used downstream of our decanters when further oil polishing is required. No job is too big or too small for the range of machines we offer.

Find out how to put our equipment to work in your operation. Contact Bill DeChiara at 281-465-7911 or at William.DeChiara@gea.com or visit us online at www.wsus.com.

GEA Mechanical Equipment US, Inc.  
GEA Westfalia Separator Division  
Toll-Free: 800-722-6622  •  24-Hour Technical Help: 800-509-9299  
www.gea.com
Heritage-Crystal Clean is one of the fastest-growing used oil and environmental service companies in the USA. We are a long-standing member of NORA, and we actively support the following initiatives:

- Improving the regulatory framework for managing PCB’s in used oil through the NORA TSCA Workgroup
- Working toward establishing an industry standard for Vacuum Tower Asphalt Extender and an official ASTM spec through the NORA VTAE Workgroup
- Representation of the used oil re-refining industry through the NORA Re-refining Council

We continue to invest in our business and expand our geographic service area and scope of services, and we are pleased to work with other NORA members to improve the standards and visibility of our industry.

Check out our website: www.crystal-clean.com or call us at 847-836-5670 for more information.
From February 18-20, over 200 national and international leaders from the liquid recycling industry came together in New Orleans to discuss regulatory and business issues.

During this event, NORA committees and working groups met to discuss opportunities and threats for recyclers of used oil and related materials. In addition to committee meetings, attendees heard a presentation on the direction of the oil market and had multiple opportunities for networking including the receptions and other informal gatherings.

The meeting minutes, photos, and other related materials are available for members by visiting the “Members Only Resource Center” on www.noranews.org.

WHERE IS THE OIL MARKET HEADED?
BY: JEFF KRALOWETZ, ARGUS

Jeff Kralowetz, Vice President Business Development for Argus, gave a presentation titled, “Where is the Oil Market Headed?” during lunch at the Winter Meeting. Kralowetz addressed why oil prices have collapsed and offered an informed opinion on where oil prices will likely head in 2015 and beyond.

For those who missed the presentation, it is available to NORA members on www.noranews.org in the “Members Only Resource Center.”
At the NORA Winter Meeting, participants explored many topics, including:

- Progress on NORA’s PCB/TSCA Reform Effort.
- NORA’s efforts to overturn state bans on the use of Vacuum Tower Asphalt Extenders (VTAE) – a strategy was developed to complete a NORA specification for the material.
- The status of the Ozone Transport Commission on promulgating solvent degreasing regulations.
- Opportunities on partnering with the State of Tennessee to develop research and marketing collateral for the entire country to promote responsible recycling.
- Discussion about whether element filters meet the EPA definition of a used oil filter.
- Identified new and potential facilities that will be providing advanced processing of used oil.
- Discussion on the effect of Diesel Exhaust Fluid causing ammonia/urea in spent antifreeze streams.
- Review of antifreeze ASTM standards update.
- Much more.

To review these topics in great detail, review the committee meeting minutes by visiting the Members Only Resource Center at www.noranews.org.

HIGHLIGHTS FROM THE 2015 WINTER MEETING

2015 MEMBERSHIP DIRECTORY NOW AVAILABLE

The 2015 Membership Directory was printed in February. This publication contains detailed contact information for each member company and its personnel.

If you are a NORA Member and have not yet received your copy of the Membership Directory, please email info@noranews.org.
Air Products is committed to the growth and support of the Waste Oil Refinery. We employ a technical staff that dedicates its time and extensive experience to helping customers utilize industrial gases more effectively and more efficiently. For decades, Air Products has provided hydrogen and hydrotreatment support to refiners focused on the manufacture of fuels and lubrication oils. What we have learned is directly applicable to waste oil recyclers in many ways and can be captured through various optimization ideas and adjustments to the hydrotreatment process. One way Air Products works with its customers to optimize their operations is through process audits. We have successfully completed a number of these audits within waste oil refineries. The findings were significant and included ideas and suggestions to help the waste oil refiners with the following issues:

- Optimizing hydrotreatment severity for a specific set of waste oil impurity and process conditions
- Optimizing oil-to-hydrogen ratios
- Understanding waste oil impurities and their effect on discoloration and off-spec oil
- Testing spent catalysts to determine issues that may be impeding performance and longevity

In addition to process audits, Air Products focuses on facility safety. Audit findings can enhance a refinery’s safety through tank blanketing recommendations and leak detection. As an example, one audit we conducted for a waste oil refiner detected an air leak in the hydrotreatment process. This occurrence would have resulted in an oxygen concentration buildup over time, creating a potentially explosive situation. Air Products performs these audits to provide customers recommendations to enhance the safety as well as the process performance of their refineries, thus creating a way for them to grow safely and profitably.

For more information, contact Tim Lebrecht at lebrecht@airproducts.com

Need hydrogen for recycling waste oil?

Air Products cryogenic hydrogen compressor system can give you:

- High pressure, high flow flexibility
- Lower capital expense
- Reduced operating costs through minimized vent losses
- Increased efficiency through load-following

1-610-706-4730
(mention code 5514)
The 2015 NORA Annual Conference & Trade Show will be held November 11-14, 2015 in Orlando, Florida at the Omni Orlando Resort at Championsgate. Join 400+ industry leaders for networking, business development, and education.

**TRADE SHOW - 60% SOLD!**

The NORA Trade Show will feature over 50 exhibit spaces with companies displaying the latest products and services available to the liquid recycling industry. See page 20 for the current trade show floor plan. Companies interested in exhibiting should contact Casey Parker at (703) 753-4277 or casey@noranews.org. Visit www.noranews.org for more information.

**REGISTER NOW**

Register online to attend the Conference at www.noranews.org. Register early to ensure you receive the lowest price and a room in the discounted NORA room block.

**HOTEL INFORMATION**

NORA has secured a block of hotel rooms at the Omni Orlando Resort at Championsgate for just $199/night. Most attendees will arrive on Wednesday, November 11 and leave on Saturday, November 14. Exhibitors may want to arrive on Tuesday, November 10, to allow time for exhibit set up. To reserve your room, call 1-800-THE-OMNI and mention the NORA Conference, or book online at www.noranews.org > “Events”. For more information on the hotel, visit www.noranews.org.

Please note that the only valid ways of securing a room in the NORA room block are by calling the Omni Hotel or booking through the NORA website.

---

“The Conference affords the opportunity for all of us to remove our day to day competitive hats and have beneficial face to face candid conversations that typically provide synergies between companies or in the common market place.”

Mark Giaquinta,
Noble Oil Services

“The most beneficial part was meeting my customers face to face, and learning of their current and/or most critical needs.”

Dr. Sam Delchad,
Emulsions Control, Inc.
Lou Holtz will give the keynote address at the 2015 NORA Annual Conference and Trade Show on Thursday, November 12. This premier networking and education event in the liquid recycling industry will be held in Orlando, Florida, November 11-14, 2015. Over 400 industry professionals are expected to attend, with over 50 booths featured at the trade show.

Holtz has established himself as one of the most successful college football coaches of all time. Holtz is the only coach in the history of college football to: 1) Take 6 different teams to a bowl game. 2) Win 5 bowl games with different teams. 3) To have 4 different college teams ranked in the final Top 20 poll.

Despite never inheriting a winning team, he compiled a 243-127-7 career record that ranked him third in victories among active coaches and eighth in winning percentage. His 12 career postseason bowl victories ranked him fifth on the all-time list. Holtz was recently selected for the College Football Hall of Fame, class of 2008, which places him in an elite group of just over 800 individuals in the history of football who have earned this distinction.

In April of 2012, Coach Holtz was inducted into the Cotton Bowl Hall of Fame. The Follansbee, West Virginia, native became the 27th head coach of Notre Dame following two seasons at Minnesota (1984 to 85), seven at Arkansas (1977 to 83), four at North Carolina State (1972 to 75) and three at William & Mary (1969 to 71). He spent the 1976 season as head coach of the New York Jets of the National Football League. Twenty-one of the 26 collegiate teams under his direction have earned post-season bowl invitations—and 14 have finished in the final AP top 20, eight in the top 10 (not including the 1995 finish in that category).

After his departure from Notre Dame following the 1996 season, he joined CBS Sports’ College Football Today for two seasons as a sports analyst. From there he went on to be head coach at the University of South Carolina for six seasons from 1999-2004 where he led the Gamecocks to back-to-back January 1 bowl games for the first time in the history of the school and defeated Ohio State in consecutive bowl appearances.

Currently, Holtz serves as a college football studio analyst on ESPN. He appears on ESPNEWS; ESPN College GameDay programs, SportsCenter as well as serves as an on-site analyst for college football games.

For many years Holtz has been considered among the greatest speaking legends in America today. He speaks on overcoming seemingly impossible challenges by setting your own goals and working to achieve them. He has built a reputation as a motivator, a demanding disciplinarian and someone who relishes challenges and hard work.

The Walter Camp Football Foundation, an award that is presented annually to an individual who has attained a measure of success and been a leader in his chosen profession, named Lou Holtz 1998’s Man of the Year. This is the second time Coach Holtz has been saluted by the organization named for the legendary Father of American Football. In 1977, while in Arkansas, he was named Coach of the Year. Married to Beth Barcus of East Liverpool on July 22, 1961, Holtz and his wife are the parents of four children and currently reside in Orlando, Florida.

If you would like to be considered as a speaker at the 2015 NORA Conference & Trade Show, email sparker@noranews.org

THANK YOU!

NORA wishes to thank Vertex Energy’s John Strickland, Jr., who played football for Coach Holtz at the University of South Carolina, for his assistance in helping NORA secure Coach Holtz as the keynote speaker.
RESERVE YOUR BOOTH TODAY!

The 2015 NORA Trade Show is currently 60% sold. Visit www.noranews.org for more information or call Casey Parker at (703) 753-4277 to reserve your booth.

2015 TRADE SHOW FLOOR PLAN (AS OF 4/6/15, SUBJECT TO CHANGE)

2015 CONFERENCE & TRADE SHOW TENTATIVE AGENDA

WEDNESDAY, NOVEMBER 11
10:00 AM - 2:00 PM Exhibitor Set Up
2:00 PM - 7:00 PM Conference Check-In/Registration
3:15 PM - 4:00 PM Board Member Meeting
4:00 PM - 4:30 PM New Member/Board Member Reception
4:30 PM - 8:30 PM Grand Opening Reception in Trade Show

THURSDAY, NOVEMBER 12
7:00 AM - 8:00 AM Continental Breakfast in Trade Show
8:00 AM - 9:55 AM Conference Sessions Open
9:55 AM - 10:20 AM Refreshment Break in Trade Show
10:30 AM - 11:30 AM Spouse/Guest Brunch
10:20 AM - 12:00 PM Conference Sessions
12:15 PM - 7:00 PM 24th Annual NORA Golf Tournament

FRIDAY, NOVEMBER 13
7:30 AM - 8:30 AM Continental Breakfast in Trade Show
8:30 AM - 10:00 AM Conference Sessions
10:00 AM - 11:00 AM Refreshment Break in Trade Show
11:30 AM - 12:45 PM Tear Down
11:30 AM - 12:00 AM Conference Sessions
5:00 PM - 9:00 PM NORA Closing Party

SATURDAY, NOVEMBER 14
6:00 AM - 11:00 AM NORA Annual Fishing Expedition
Vertex Energy is a leader in the collection, aggregation, recycling and processing of distressed hydrocarbon streams thereby reducing America’s reliance on foreign oil.

Our focus is on creating value through a variety of strategies and technologies that facilitate the re-refining of used oil and off specification commercial chemical products into higher value commodities.

Contact us at:

866-660-8156

Stock ticker – VTNR

Member Since 2001
2015 NORA MID-YEAR MEETING
JUNE 17-19, 2015 | PALMER HOUSE HILTON HOTEL | CHICAGO, ILLINOIS

WHY ATTEND?
Attending NORA Meetings enhances your company’s network and knowledge base. Committee meetings allow attendees to customize their experience and attend sessions specific to information pertinent to their area of business. With small and large companies joining together for one common goal, the value companies receive by attending these meetings is second to none.

REGISTER NOW
Register online at www.noranews.org or use the form on page 23. Register early to ensure you receive the lowest price and are not excluded from the discounted NORA room block.

SPONSOR THE EVENT
Many sponsorship and advertising opportunities are available for the 2015 Mid-Year Meeting. For as little as $150, you can support your industry as well as promote your company. For more information, visit www.noranews.org. Contact Casey Parker at casey@noranews.org or (703) 753-4277 to reserve your sponsorship today.

See page 24 for details and reserve your sponsorship on page 23.

HOTEL INFORMATION
NORA has secured a block of hotel rooms at the Palmer House Hilton for just $205/night. Most attendees will arrive on Wednesday, June 17 and leave on Friday, June 19. To reserve your room, visit www.noranews.org > “Events” or call (312) 726-7500 (Mention code “NOR”). For more information on the hotel, visit www.noranews.org.
**2015 NORA MID-YEAR MEETING REGISTRATION**

Complete one form for each person. Payment info only needed on one form. Online registration available at www.noranews.org > Events.

### Contact Info

<table>
<thead>
<tr>
<th>Name</th>
<th>Badge First Name</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Company</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Address</th>
<th>City</th>
<th>State</th>
<th>Zip</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Phone</th>
<th>Email</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Registration

**EVENT**

<table>
<thead>
<tr>
<th>Mid-Year Meeting</th>
<th>MEMBER PRICE</th>
<th>NON-MEMBER PRICE</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$225/person</td>
<td>$25/person</td>
</tr>
<tr>
<td>OPTIONAL: Safety-Kleen Tour of East Chicago, IN Re-Refinery</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Is this your first time attending a NORA Meeting?  
☐ Yes  ☐ No

### SPONSORSHIPS

<table>
<thead>
<tr>
<th>Sold</th>
<th>Event</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Opening Reception</td>
<td>$2750</td>
<td></td>
</tr>
<tr>
<td>Lanyard Sponsor*</td>
<td>$1300</td>
<td></td>
</tr>
<tr>
<td>Key Card Sponsor*</td>
<td>$1300</td>
<td></td>
</tr>
<tr>
<td>A/V Sponsor*</td>
<td>$1000</td>
<td></td>
</tr>
<tr>
<td>Notebook Sponsor*</td>
<td>$1000</td>
<td></td>
</tr>
<tr>
<td>Premier Sponsor</td>
<td>$750</td>
<td></td>
</tr>
</tbody>
</table>

*Includes 6' table top display.*

<table>
<thead>
<tr>
<th>Sold</th>
<th>Event</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lunch Sponsor</td>
<td>$700</td>
<td></td>
</tr>
<tr>
<td>Happy Hour Sponsor</td>
<td>$625</td>
<td></td>
</tr>
<tr>
<td>Charging Station Sponsor</td>
<td>$525</td>
<td></td>
</tr>
<tr>
<td>Breakfast Sponsor</td>
<td>$250</td>
<td></td>
</tr>
<tr>
<td>Candy Bowl Sponsor</td>
<td>$175</td>
<td></td>
</tr>
</tbody>
</table>

### EVENT BOOK ADVERTISING

<table>
<thead>
<tr>
<th>Event</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Back Cover Full Page Ad*</td>
<td>$1050</td>
</tr>
<tr>
<td>Inside Front Cover Full Page Color Ad*</td>
<td>$750</td>
</tr>
<tr>
<td>Inside Back Cover Full Page Color Ad*</td>
<td>$725</td>
</tr>
<tr>
<td>Full Page Color Ad</td>
<td>$550</td>
</tr>
<tr>
<td>Full Page B&amp;W Ad</td>
<td>$390</td>
</tr>
<tr>
<td>Half Page Color Ad</td>
<td>$390</td>
</tr>
<tr>
<td>Half Page B&amp;W Ad</td>
<td>$225</td>
</tr>
<tr>
<td>1/3 Page Horizontal Color Ad</td>
<td>$300</td>
</tr>
<tr>
<td>1/3 Page Horizontal B&amp;W</td>
<td>$200</td>
</tr>
<tr>
<td>Color Logo in Company Index</td>
<td>$150</td>
</tr>
</tbody>
</table>

*These items are all offered via lottery. Email casey@noranews.org by April 17 to enter the lottery. For more information about sponsorships & advertising, go to www.noranews.org > Sponsorships.

### Payment Options

**Total Amount Due $___________**

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

<table>
<thead>
<tr>
<th>Name on Card</th>
<th>Signature</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Card Number</th>
<th>Exp. Date</th>
<th>Security Code</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Billing Street Number &amp; Zip (if different than above)</th>
<th>Email to send receipt (if different than above)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Submit Your Registration

**Credit Card Only:** Email casey@noranews.org or fax 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

### Book Your Hotel Room Now

**Palmer House A Hilton Hotel**

Room Rate: $205 single/double
Call (312) 726-7500 and mention code “NOR” by May 26, 2015 to book at the discounted rate. Be aware that rooms may sell out early.
2015 NORA MID-YEAR MEETING
SPONSORSHIP AND ADVERTISING OPPORTUNITIES

Gain exposure for your company at this premier event in the liquid recycling industry. All members, even those not attending the meeting, may sponsor and advertise. For just a small contribution, you can support your industry and promote your business. All sponsors will be thanked on the NORA website with a link to your company’s website, in Liquid Recycling magazine which is distributed to 2,000 industry leaders, in the committee book which is distributed at the event and posted on the NORA website, and on signage at the event. Contact casey@noranews.org with any questions.

SPONSORSHIPS

**LANYARD SPONSOR**  *Only one available*  **$1300**
Your company logo will be printed on the lanyard handed to all attendees. Offered via lottery.

**KEY CARD SPONSOR**  *Only one available*  **$1300**
Your company logo and message will be printed on all room key cards given to attendees staying at Palmer House A Hilton Hotel. Offered via lottery.

**NOTEBOOK SPONSOR**  *Only one available*  **$1200**
Your logo will be on the notebook placed at each seat at the beginning of the Mid-Year Meeting on Thursday, June 18. Offered via lottery.

**AUDIO/VISUAL SPONSOR**  *Only one available*  **$1000**
Your logo will be prominently displayed when the ‘splash screen’ is displayed in the main meeting room. This sponsorship includes a free full page black and white ad in the committee book (a $390 value). Offered via lottery.

**PREMIER SPONSOR**  **$750**
Premier sponsors have the opportunity to use a 6’ table near the NORA registration desk to display company information and literature for the duration of the meetings on Thursday, June 18 and are allowed up to 60 seconds to address the entire group at the beginning of the meeting on Thursday. Your company logo will be printed on the front cover of the committee book, and on a large sign inside the meeting room. This also includes a full page black and white ad printed in the committee book ($390 value). Please note that meeting space allows for materials to be displayed only on a 6’ table. Tables are assigned on a first-come first-served basis on the day of the event.

**LUNCH SPONSOR**  **$700**
Your company logo will be prominently displayed during lunch on Thursday, June 18. Your company logo will appear on all Mid-Year Meeting agendas. You may address the entire group before lunch for up to 60 seconds. Only six available.

**HAPPY HOUR SPONSOR**  **$625**
Your company logo will be prominently displayed during happy hour on Thursday, June 18. Your company logo will be printed on each drink ticket. Your company will receive extra drink tickets for the event. Your company logo will appear on all Mid-Year Meeting agendas.

**CHARGING STATION SPONSOR**  **$525**
Your company logo will be prominently displayed near a charging station near the NORA registration desk to supply power for mobile devices.

**BREAKFAST SPONSOR**  **$250**
Your company logo will be displayed during breakfast on Thursday, June 18. Your company logo will appear on all Mid-Year Meeting schedules.

**CANDY BOWL SPONSOR**  **$175**
Your company logo will be displayed next to the candy bowl at registration on Wednesday, June 17 and on Thursday, June 18.

**EVENT BOOK ADVERTISING**

**BACK COVER AD**  *Only one available*  **$1050**
Ad is 8.5” by 11”.

**INSIDE FRONT COVER AD**  *Only one available*  **$750**
Ad is 8.5” by 11”.

**INSIDE BACK COVER AD**  *Only one available*  **$725**
Ad is 8.5” by 11”.

**FULL PAGE COLOR AD**  **$550**
Ad is 7.5” by 10”.

**FULL PAGE BLACK AND WHITE AD**  **$390**
Ad is 7.5” by 10”.

**HALF PAGE COLOR AD**  **$390**
Ad is 7.5” by 5”.

**HALF PAGE BLACK AND WHITE AD**  **$225**
Ad is 7.5” by 5”.

**1/3 PAGE HORIZONTAL COLOR AD**  **$300**
Ad is 7.5” by 3.5”.

**1/3 PAGE HORIZONTAL BLACK & WHITE AD**  **$200**
Ad is 7.5” by 3.5”.

**COLOR LOGO BY COMPANY INDEX**  **$150**
Logo is 1/2” high

* These items are offered via lottery. Email casey@noranews.org by April 23 to enter the lottery.
Participants at the 2015 NORA Mid-Year Meeting will have the unique opportunity to tour the largest base oil re-refinery in the world on June 17th.

NORA member Safety-Kleen has generously agreed to host a plant tour at the beginning of NORA’s Mid-Year Meeting. The facility is 22 miles from the hotel.

Please note that a $25 additional registration fee is required to add this plant tour to help offset the costs of the bus transportation that will be provided (see page 23).

Safety-Kleen’s facility in East Chicago, Indiana is the largest base oil re-refinery in the world. The facility began operating in 1991 and has annual throughput of about 120 million gallons of used oil. In addition, the facility has on-site blending capabilities.

2015 MID-YEAR MEETING
TENTATIVE AGENDA

WEDNESDAY, JUNE 17

12:00 PM - 3:00 PM  OPTIONAL: Safety-Kleen Tour
3:15 PM - 4:15 PM  Board of Directors Meeting
4:00 PM - 7:30 PM  Registration
4:15 PM - 5:40 PM  Welcome Session for New Attendees and New Members Special Presentation: Market Update
5:45 PM - 7:45 PM  Opening Reception

THURSDAY, JUNE 18

7:45 AM - 9:00 AM  Registration/Check-In
7:30 AM - 7:15 PM  Display Tables Available for Premier Sponsors
8:00 AM  Continental Breakfast
8:00 AM - 10:05 AM  Committee Meetings
10:05 AM - 10:45 AM  Break
10:45 AM - 11:45 AM  Committee Meetings
11:45 AM - 1:30 PM  Lunch With Speaker: Market Update #2
1:30 PM - 3:00 PM  Committee Meetings
3:00 PM - 3:40 PM  Break
3:40 PM - 5:40 PM  Used Oil Recycling Council/Government Affairs Committee
5:45 PM - 7:15 PM  NORA Happy Hour Reception

FRIDAY, JUNE 19

8:00 AM - 9:00 AM  Past Presidents Committee
9:00 AM - 12:30 PM  Board of Directors Meeting
An Update On NORA’s PCB/TSCA Reform Project

Congress is, once again, arguing about whether and how to reform TSCA. While Congress dithers and fails to act, NORA members continue to grapple with the problem of PCBs showing up in used oil and wastewater.

Despite the safeguards and procedures that most members have in place to protect against PCB contamination, stuff happens. And when it does, current EPA rules and regulations force us into an unnecessary, wasteful and costly nightmare. Too often, even when PCB concentrations are below 50 ppm, EPA’s anti-dilution rule makes all of the contaminated oil or water unusable. We lose the value of our product and we have to pay someone else to destroy it.

But there is good news to report: Last year, NORA shifted the Project’s focus from Congress to EPA. Despite EPA’s reputation for being unreasonable and “anti-business”, the Agency staff has shown a real understanding of our problems and a sincere interest in working with us to solve them. That is very good news for the entire industry.

EPA has agreed to work with us this year to deal with the anti-dilution rule problem by creating a conditional exemption for NORA members who choose to adopt what we are calling “Best Management Practices for Prevention of PCB Contamination”. A committee of NORA members developed the proposed management practices and we are working to have EPA accept them. The exemption would provide new options for the management of PCB contaminated material and, as a general rule, allow use of the material in its “as found” PCB concentration.

We are also making progress with EPA to address the problem that current regulations create unnecessary barriers to the use of re-refining and other alternatives to thermal destruction to deal with PCB contamination.

With perseverance and creativity, the PCB/TSCA Reform Project has been breaking new ground and building a path forward. The wheels of government move slower than we would like but the good news is that they are moving – and they are moving in the right direction.

To keep the NORA PCB/TSCA Reform Project on track to solve these problems, we need continued support from NORA Members. With a relatively modest investment in the Project today, you should see significant dividends and avoided costs tomorrow.
HAS YOUR COMPANY CONTRIBUTED TO THE 2015 PCB/TSCA REFORM PROJECT?

NORA TO MATCH THE FIRST $30,000 IN DONATIONS

When taking on an initiative as important and challenging for the industry as PCB/TSCA Reform, it is imperative to retain a top law firm. NORA has done that by retaining the services of Steve Shimberg.

NORA thanks past contributors to this reform project. The anticipated budget to properly fund this project in 2015 will be $100,000. NORA’s annual budget does not support this type of project.

NORA needs your help. The association is asking for all members to participate in this effort to fully fund this vital project.

DOUBLE YOUR DONATION

The NORA Board of Directors has authorized a $30,000 match program for 2015 for the PCB/TSCA Reform Project.

This means that the association will match dollar for dollar each of the first $30,000 of contributions. This will help get us to 60% of our goal.

If you would like to make a contribution to the 2015 NORA PCB/TSCA Reform project, contact sparker@noranews.org or call 703-753-4277. Alternatively, a donation mailing will be sent in the next few weeks.

24 HOUR EMERGENCY SPILL RESPONSE
1-800-242-5818 in Mass.
1-800-622-6365 outside Mass.
1-800-899-1038 Waste Oil Removal
www.cynenv.com

ENVIRONMENTAL SERVICES
- HAZARDOUS WASTE MANAGEMENT
- ENVIRONMENTAL CONSTRUCTION INCLUDING SERVICE STATION INSTALLATIONS
- SITE REMEDIATION (INCLUDING LICENSED SITE PROFESSIONAL [MA 309 CMR 2.00] SERVICES)
- 24/7/365 EMERGENCY RESPONSE
- LABORATORY SERVICES
- PCB CLEAN-UP, TRANSPORTATION AND DISPOSAL
- LAB PACK SERVICES
- INDUSTRIAL MAINTENANCE

AUTOMOTIVE SUPPORT SERVICES
- WASTE SERVICES
- GAS TRAP AND SEPARATOR CLEANING
- PARTS WASHERS
- ANTIFREEZE REMOVAL
- OIL FILTER RECYCLING
- ABSORBENT PAD RECYCLING & SALES
- BULK ANTIFREEZE & WINDSHIELD WASHER FLUID SALES

207-872-9699
207-872-9699

DOVER, NH
603-749-4969

LIQUID RECYCLING
PAGE 27
North America is experiencing a boom in crude oil supply, primarily due to growing production in the Canadian oil sands and the recent expansion of shale oil production from the Bakken fields in North Dakota and Montana as well as the Eagle Ford and Permian Basins in Texas. Taken together, these new supplies are fundamentally changing the U.S. oil supply-demand balance. The United States now meets 66% of its crude oil demand from production in North America, displacing imports from overseas and positioning the United States to have excess oil and refined products supplies in some regions.

The rapid expansion of North American oil production has led to significant challenges in transporting crudes efficiently and safely to domestic markets—principally refineries—using the nation’s legacy pipeline infrastructure. In the face of continued uncertainty about the prospects for additional pipeline capacity, and as a quicker, more flexible alternative to new pipeline projects, North American crude oil producers are increasingly turning to rail as a means of transporting crude supplies to U.S. markets. Railroads are more willing to enter into shorter-term contracts with shippers than pipelines, offering more flexibility in a volatile oil market. According to rail industry officials, U.S. freight railroads delivered 435,560 carloads of crude oil in 2013 (roughly equivalent to 300 million barrels), compared to 9,500 carloads in 2008. In the first half of 2014, 258,541 carloads of crude oil were delivered. Crude imports by rail from Canada have increased more than 20-fold since 2011. The amount of oil transported by rail may also be influenced by a tight market for U.S.-built tankers. However, if recent oil price declines persist and the price falls below the level at which Bakken producers can cover their costs, some production could be shut in, potentially reducing the volume of oil carried by rail.

While oil by rail has demonstrated benefits with respect to the efficient movement of oil from producing regions to market hubs, it has also raised significant concerns about transportation safety and potential impacts to the environment. The most recent data available indicate that railroads consistently spill less crude oil per ton-mile transported than other modes of land transportation. Nonetheless, safety and environmental concerns have been underscored by a series of major accidents across North America involving crude oil transportation by rail—including a catastrophic fire that caused numerous fatalities and destroyed much of Lac Mégantic, Quebec, in 2013. Following that event, the U.S. Department of Transportation issued a safety alert warning that the type of crude oil being transported from the Bakken region may be more flammable than traditional heavy crude oil.

Legislation introduced in Congress following the Lac Mégantic disaster would require railroads to have at least two crew members aboard all trains. In addition, policy makers are proposing regulatory changes involving tank car design, prevention of derailments, and selection of preferred routes for transporting oil by rail. Congress may evaluate these changes in the reauthorization of the Rail Safety Improvement Act of 2008 (P.L. 110-432).

America has become “energy independent”—but at what cost? According to the Congressional Research Service, U.S. freight railroads delivered 435,560 carloads of crude oil in 2013 (roughly equivalent to 300 million barrels), compared to 9,500 carloads in 2008. In the first half of 2014, 258,541 carloads of crude oil were delivered. That tremendous increase in rail traffic coincides with more accidents and, inevitably, more calls for more stringent safety regulations. While new regulations will undoubtedly focus on the more flammable crude oil from the Bakken region, the shipment by rail of all petroleum products (including used oil) will be affected. The irony of this situation is obvious: with more oil flooding the energy market, the price of oil plummets, and the money available for implementing expensive new safety requirements evaporates.
Lac Mégantic, Quebec
On July 5, 2013, 63 tank cars of crude oil derailed, resulting in 47 fatalities and 2,000 people evacuated. The initial determination was that the crude oil released was more volatile than expected.

Gainford, Alberta
On October 19, 2013, nine tank cars of propane and four tank cars of crude oil derailed. About 100 residents were evacuated. Three of the propane cars burned, but the tank cars carrying oil were pushed away and did not burn. No one was injured or killed.

Aliceville, Alabama
On November 8, 2013, a train hauling 90 cars of crude oil from North Dakota to a refinery near Mobile, AL, derailed near Aliceville, AL. Thirty tank cars derailed and some dozen of these burned. No one was injured or killed.

Casselton, North Dakota
On December 30, 2013, a railway train hauling 106 tank cars of crude oil struck a westbound train that shortly before had derailed onto the track. Some 34 cars from both trains derailed, including 20 cars carrying crude, which exploded and burned for over 24 hours. About 1,400 residents were evacuated but no injuries were reported.

Plaster Rock, New Brunswick
On January 7, 2014, 17 cars hauling crude oil and propane derailed. Five tank cars carrying crude oil caught fire and exploded. About 45 homes were evacuated but no injuries were reported.

Philadelphia, Pennsylvania
On January 20, 2014, 7 cars of a 101-car CSX train, including 6 carrying crude oil, derailed on a bridge over the Schuylkill River. No injuries and no leakage were reported, but press photographs showed two cars, one a tanker, leaning over the river.

Vandergrift, Pennsylvania
On February 13, 2014, 21 tank cars derailed outside Pittsburgh. Nineteen of the cars were carrying crude oil, and four of them released product. There was no fire or injuries.

Lynchburg, Virginia
On April 30, 2014, 15 cars in a crude oil train derailed in the downtown area. Three cars caught fire, and some derailed into a river. The immediate area was evacuated. No injuries were reported.

March and April 2013
There were two derailments of Canadian Pacific trains, one in western Minnesota and the other in Ontario, Canada; less than a tank car of oil leaked in each derailment and neither incident caused a fire.

INTERESTED IN SAFETY ISSUES INVOLVING OIL SHIPMENTS BY RAIL?

At NORA’s annual conference in Orlando, Florida, Senior NORA Consultant Jack Waggener and NORA General Counsel Christopher Harris will offer a comprehensive presentation on safety issues involving oil shipments by rail and pending legislation and regulations. Such legislation and regulations would affect shipments of used oil by rail.
QUESTION:
When business competitors meet in the same room are they conspiring to violate the Nation’s antitrust laws?

ANSWER:
NO! It’s a totally legitimate meeting of a trade association.

That should be the correct answer. The trouble is... Temptation (with a capital T). It is tempting to think of ways to avoid the slings and arrows and minefields of hard-fought free market competition. This is especially true when the price of energy commodities hits record lows. It would be so much easier all around to have a friendly gentleman's agreement to:

• Divide the sales territory
• Put a lid on the prices of feedstock
• Establish a united front on prices when dealing with burner customers

And so on. Yes, it would be so much easier BUT also highly illegal. And the civil penalties, criminal fines and prison time would be so annoying. That is why NORA is placing such a great emphasis on reminding its members to observe the rules and not loiter in the red light district. It may get tiresome at NORA meetings to have these reminders constantly repeated. It may seem ridiculous to have NORA issue wallet size antitrust reminder cards to all members. However, Temptation needs to be confronted. NORA has a crucial obligation to prevent its meetings from becoming incubators of ideas to dampen competition.

Equally important, there is, hopefully, a value that extends beyond NORA's conferences. These tiresome antitrust reminders are intended to educate NORA's members about America's antitrust laws and the importance of not crossing the line at any time.

Any questions concerning anti-trust laws should be directed to NORA’s General Counsel, Christopher Harris. He can be reached at (406) 586-9902.
n its effort to promote a healthy and expanding market for Vacuum Tower Asphalt Extender ("VTAE") products, NORA continues to make steady progress on several fronts. The most important task at the moment is the development of VTAE specifications for both pavement and roofing applications. These detailed specifications, available on NORA’s website, address requirements such as viscosity, flashpoint and solubility. The specifications were developed by NORA’s VTAE Working Group chaired by Ellie Bruce and Greg Ray.

A chart detailing the main components of the specification is included to the right. Full specification language is available at www.noranews.org.

NORA’s Board of Directors will approve a final version of the specifications after receiving and reviewing comments from companies and industry organizations involved in asphalt roofing materials or asphalt paving.

Working with the American Society for Testing and Materials ("ASTM"), NORA has previously been involved in developing product specifications such as Recycled Fuel Oil and Recycled Antifreeze. This time, in light of the need for a consensus on product quality criteria in the near future, NORA has decided to adopt the VTAE specifications and then seek the adoption of identical or very similar specification by ASTM. It is well known that the methodical evaluation and review process by ASTM committees can take a significant amount of time.

According to Scott Parker, NORA Executive Director, “Once it was agreed that the VTAE product specifications would be an important goal for our industry, the work on developing the specifications proceeded without delay. The specifications we have proposed are the result of a great deal of experience, expertise and thoughtful cooperation.”
In late May of 1937 a physician in South Royalton, Vermont purchased a stylish new 1937 LaSalle Sport Coupe.

The car he selected was the lowest priced LaSalle which was advertised with a base price of $995 and was one of 5,801 similar models manufactured.

General Motors created LaSalle as a “companion” car to Cadillac to fill a price gap that existed between Cadillac and Buick. The life of the LaSalle brand lasted 14 model years, from 1927 to 1940.

LaSalle offered ten colors in 1937 including:

- Admiral Blue
- Ricardo Maroon
- Douglas Green
- Peruvian Gray
- Briarcliff Blue
- Springdale Green Metallic
- Golden Beige Metallic
- Rockledge Gray
- Santaupe Metallic

This LaSalle left the factory wearing a somber coat of black. Today the paint is somewhat faded and weather worn but remains serviceable.

Through the years of World War II the LaSalle served its original owner well. The gasoline ration stamp which was required to buy gasoline at that time, remains affixed to the back of the rear view mirror.

Eventually the car was taken out of service and sold until Randy Denchfield found it – almost in his own backyard.

Denchfield has long admired the graceful styling of all LaSalles. A neighbor told him about the “old car” nearby and Denchfield went to investigate.

The LaSalle was exactly the type of vehicle that appeals to Denchfield, an unrestored, mostly original condition sport coupe with the upholstery that was installed at the factory almost eight decades ago. Even the rubber on the “floating” running boards is original although showing signs of wear.

Of the 32,005 LaSalles manufactured in that model year only 5,801 were sport coupes. This LaSalle was not for sale but a persistent and persuasive Denchfield convinced the owner that the car would be in good hands.

An agreement was worked out and the transaction took place in 2012. Other than a brake system master cylinder that was replaced in the summer of 2014 the LaSalle has been relatively trouble free. “I love it,” Denchfield says, “It’s a fun car to drive.”

During the 14 years that LaSalles were made 1937 was the most productive year. It was also the last year with a floor shift to control the three speed manual transmission.

“The floor shift is a real pleasure,” Denchfield says.

Behind the front seat are a pair of opera seats that fold down from the sides of the car to boost passenger capacity.
Behind the tall, slender LaSalle grille is the powerful 322-cubic-inch L-head V-8 engine crowned with a two-float carburetor that was designed to prevent fuel starvation in sharp turns.

The engine develops 125 horsepower and is identical to the engine in the LaSalle convertible that was chosen as the pace car for the 1937 Indianapolis 500 mile motor race. The speedometer can register speeds up to 110 miles per hour.

Riding on 7.00 x 16-inch tires supporting a 124-inch wheelbase on a fully independent suspension, the LaSalle has a turning radius of 20 feet.
WAREHOUSING CHEMICALS: A SAFETY CHECKLIST

Ensuring employee safety and proper chemical storage in your warehouse has a number of important bottom line benefits. These include avoiding costly fines by complying with regulations and preventing accidents that could affect the health and safety of employees and the community. To help you ensure employee safety and proper chemical storage in your warehouse, here are some key areas to examine:

LOADING DOCKS

- Yellow line delineate end of dock
- Dock plates are designed for the load
- Dock plates have non-skid surfaces
- Proper lighting
- No storage of hazardous materials on loading dock
- No open drains in area or the ability to close drains
- Spill kit on dock
- No jumping from the dock
- Ladders and steps meet OSHA standards
- No debris
- Vehicles are chocked before loading/unloading
- Signs stating vehicles must be chocked

EMERGENCY SYSTEMS

- Exits are properly signed and illuminated
- Emergency lighting is periodically tested
- No smoking signs throughout warehouse
- Controlling ignition sources
- Sprinkler systems are compatible with the materials, configurations, and quantities being stored
- Sprinkler systems are inspected and tested at least annually by a qualified contractor
- Fire and security alarms are periodically tested
- Fire extinguishers are mounted, charged, inspected, and unblocked
- Fire hoses are periodically inspected
- Evacuation plans are posted
- Written emergency response plan
- Written spill contingency plan
- Employee training on fire extinguishing, spill response and evacuation procedures
- Site inspection by local fire department
- Emergency and spill response drills with employees and outside agencies at least annually
- Designated on-site emergency response personnel
- Contract with outside emergency response agency/company
MATERIAL STORAGE

- Materials stored according to hazard class
- Floor plans showing designated material storage areas
- Storage container is compatible with the commodity stored
- Secondary containment
- Floor drains sealed near liquid materials or leading to blind sump or treatment system
- Pallets visually inspected for damage
- Drums/containers stacked on pallets no more than three high
- Storage racks are labeled with weight limit
- Storage racks for flammable chemicals are equipped with in-rack sprinklers
- Containers are labeled with contents and hazard warnings
- Secure containers with shrink wrap or banding
- Rows and racks spaced to allow adequate space for equipment movement and emergency response
- Compressed gases secured and stored according to compatibility
- Storage tanks are properly labeled and provided with secondary containment

HAZARDOUS WASTE

- Containers are labeled per RCRA requirements
- Wastes are compatible with each other
- Containers are closed at all times if not in use
- Secondary containment is provided for the storage area
- Containers are periodically inspected for corrosion, leaks and damage

EMPLOYEE TRAINING

- Written job procedures
- Initial safety training for new employees
- Periodic safety meetings
- Training on proper use and maintenance of PPE
- Hazard communication training
- Availability of MSDS for all hazardous materials in warehouse
- Training for subcontractors

The information contained herein is intended for informational purposes only and does not constitute legal advice. For legal advice, seek the services of a competent attorney. Any descriptions of insurance provisions are general overviews only. "XL Insurance" is the global brand used by XL Group plc’s (NYSE: XL) insurance companies. Coverages underwritten by Greenwich Insurance Company, Indian Harbor Insurance Company, XL Insurance America, Inc., XL Specialty Insurance Company and XL Insurance Company Limited—Canadian Branch. Coverages not available in all jurisdictions.
How is your company connected to the industry?

Ecosorb International Inc. is a manufacturer of K-Sorb® absorbents which are manufactured from natural recycled materials enhanced for superior absorption to minimize the amount of waste produced while allowing for economical and environmentally friendly disposal.

There are several NORA members already utilizing our products. We say “Thank You” to our fine NORA customers.

What products/services does Ecosorb provide to the industry?

Our product line consists of K-Sorb® Universal Particulate, Ecofiber®, K-Sorb® Hydrophobic Particulate and Fiber. These products offer a solution for spill control, sludge stabilization, liquid waste solidification and oil filtration.

Our products offer excellent absorption and lower disposal costs. We also produce Oasis Hydro Mulch, which is utilized for “green” erosion control.

What value do you find in NORA membership?

We are newbies with NORA, but are very excited about what the future will bring.

The staff goes above and beyond to assist us. Our ads in the membership directory and Winter Meeting Committee Book have already been successful in securing inquires about our products.

Our participation in the 2015 Winter Meeting in New Orleans provided an opportunity to network face to face with our current customers and potential customers. We were very happy to be able to sponsor the lanyard for the 2015 Winter Meeting as well.

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

The benefits of the NORA family are endless. NORA allows us to reach potential customers with paper ads, banners, meetings and member referrals. The educational value of their meetings has proved advantageous in our day to day business.

We believe that if we can draw potential customers to our website (www.ecosorb.com) or to contact us (larry@ecosorb.com), we can fill the needs they seek from absorbents. Already NORA members are enjoying benefits from our products.
How do your products assist NORA members to diversify their revenue streams?

Mother Earth is a precious commodity and the environment is an issue on the forefront today when considering future generations. We are driven to provide absorbents that are produced from recycled materials and offer environmentally friendly disposal options that are economical as well.

NORA members can save up to 75% on their disposal costs, while limiting the effect on the environment.

“There are several NORA members already utilizing our products. We say “Thank You” to our fine NORA customers.”
<table>
<thead>
<tr>
<th>Company</th>
<th>Contact Information</th>
<th>Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>A. E. Rosica &amp; Co.</td>
<td><a href="mailto:brosica@aerosica.com">brosica@aerosica.com</a></td>
<td>Investment Banking</td>
</tr>
<tr>
<td>Accurate Energy</td>
<td><a href="mailto:paul@accurate-energy.com">paul@accurate-energy.com</a></td>
<td>Provides recycled fuel oil products, environmental services, and creative market approaches for customers who require exceptional service and value.</td>
</tr>
<tr>
<td>Air Products &amp; Chemicals</td>
<td><a href="mailto:lebrectd@airproducts.com">lebrectd@airproducts.com</a></td>
<td>Hydrogen production and services, atmospheric gases, nitrogen, oxygen, argon, and technology to enable customers to become more productive, energy efficient and sustainable.</td>
</tr>
<tr>
<td>Amchem Inc.</td>
<td><a href="mailto:craig@amcheminc.com">craig@amcheminc.com</a></td>
<td>Chemical Distribution</td>
</tr>
<tr>
<td>American Testing Technologies</td>
<td><a href="mailto:stacyl@american-testingtech.com">stacyl@american-testingtech.com</a></td>
<td>Provides a full range of analytical services to petroleum suppliers and users.</td>
</tr>
<tr>
<td>Argus Media</td>
<td><a href="mailto:chloe.bazille@argusmedia.com">chloe.bazille@argusmedia.com</a></td>
<td>Provides weekly base oils spot prices, posted prices, and market analysis for all the key markets globally as well as valuable price analytics information on base oil premiums to VGO, crude, and gasoil.</td>
</tr>
<tr>
<td>ATEK Access Technologies</td>
<td><a href="mailto:mmurray@atekcompanies.com">mmurray@atekcompanies.com</a></td>
<td>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.</td>
</tr>
<tr>
<td>Automotive Fluid Recycling, LLC</td>
<td><a href="mailto:rustyp@autofluidrecycling.com">rustyp@autofluidrecycling.com</a></td>
<td>Reclamation of auto fluids to include oil; gasoline; antifreeze.</td>
</tr>
<tr>
<td>Baheth Research &amp; Dev Labs, Ltd</td>
<td><a href="mailto:m.a.baaheth@baahethresearch.com">m.a.baaheth@baahethresearch.com</a></td>
<td>Scientific Research/Chemical Analytical Testing.</td>
</tr>
<tr>
<td>BASE Engineering Inc.</td>
<td><a href="mailto:a.hale@baseng.com">a.hale@baseng.com</a></td>
<td>Radio Remote Controls for Industrial Tanks</td>
</tr>
<tr>
<td>Bedford Industries, Inc.</td>
<td><a href="mailto:david@bedfordindustries.com">david@bedfordindustries.com</a></td>
<td>Manufacture a full line of oil filter crushers, drum crushers, and oil filter balers.</td>
</tr>
<tr>
<td>Blend Tech, Inc</td>
<td><a href="mailto:kughn@blendedtech.biz">kughn@blendedtech.biz</a></td>
<td>Antifreeze inhibitor sales, chemical sales, antifreeze fortifiers, technical support, laboratory testing and analysis. Seminar training for fluids, including antifreeze. Antifreeze recycling consulting.</td>
</tr>
<tr>
<td>Bright Technologies a Division of Sebright Products, Inc.</td>
<td><a href="mailto:alex@sebrightproducts.com">alex@sebrightproducts.com</a></td>
<td>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.</td>
</tr>
<tr>
<td>Brown Gibbons Lang &amp; Company, LLC</td>
<td><a href="mailto:ekaplan@bglc.com">ekaplan@bglc.com</a></td>
<td>Investment Banking Firm</td>
</tr>
</tbody>
</table>
Brown Industrial Inc
craig@brownindustrial.com
(937) 693-3838
Technology leading custom designers & manufacturers of trailers & truck bodies for the rendering, oil filter recovery & recycling industries.

Build-All Corporation
rberg@build-all.com
(800) 558-2148
Manufacturer of parts washers and degreasing equipment.

Catalyst Trading Co, LTD
rgarcia@resalecatalyst.com
(713) 926-6078
Hydrotreating Fresh Catalyst, Regen Catalyst, Pre-Sulfided Catalyst, Silica & Phosphorus materials, Reactor toppings, Ceramic support products, screening, recycled ceramic support, High Alumina support, repackaging, and acquisition of spent catalysts.

ChemChamp North America Corp.
alex.richert@chemchamp.com
(613) 594-3337
Recycling parts cleaner, attachable recyclers to solvent recyclers and paint gun cleaning equipment.

Chemical Engineering Partners
harrison.phillips@ceptechnology.com
(949) 440-8317
Chemical Engineering partners (CEP) provides used oil re-refining design and technology to clients worldwide. CEP is a global leader in licensing state of the art re-refining technology and hydrotreating processes, with over 10 plants operating worldwide.

Citamora Processes Inc.
gmarquez@citamora.com
(305) 725-2805
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.

Cradon Energy, Ltd.
jsc@cradon.com
(713) 521-1777
Buy, sell and trade petroleum products.

Crystal Flash Materials Solutions
daveg@crystalflash.com
(800) 875-4851
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
lisa.mcarthur@karcherna.com
(888) 319-0882
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
katherine.norton@cummins.com
(615) 366-9755
Manufacturer of Filters.

DesertMicro
barryg@desertmicro.net
(904) 247-4285
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
ckopylec@dexsil.com
(203) 288-3509
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
dkelley@dobergroung.com
(773) 343-7537
Full service chemical manufacturer specializing in antifreeze additives, oil treatment, wastewater treatment, boiler water treatment, and cooling water treatment.

Dolphin Centrifuge
sales@dolphincentrifuge.com
(248) 522-2573
Dolphin Centrifuge specializes in Centrifuge based Oil Recovery Systems. Our systems are primarily built around New & Reconditioned Alfa Laval Centrifuges. Complete modules include Hi-Speed Disc Centrifuges, Automatic PLC Controls, Feed Pumps, Heaters etc.

EconoHeat Inc.
sales@econoheat.com
(800) 255-1363
Waste Oil Burning Equipment
Ecosorb International Inc.
lsoboda@ecosorb.com
(713) 413-1173
Environmentally Friendly Absorbents

Emulsions Control Inc
drsam.delchad@emulsionsonline.com
(619) 656-8899
Demulsifiers for waste oil and antifreeze, clarifiers for oily wastewater, polymers, consulting/training services.

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

Enevo, Inc.
markku.lento@enevo.com
(202) 813-2213
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 Resource Associates
eragortze@comcast.net
(508) 428-6282
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.
abartocci@envitechinc.com
(619) 223-9925
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.

Flottweg Separation Technology, Inc.
esweeney@flottweg.net
(203) 838-6120
Decanter, Tricanter, and Separator Centrifuges for oil, water, solids separation.

Fluid Solutions GmbH
k.mohme@fluid-solutions.de
(49) 40 534307-0
We are a professional engineering & plant supplier for lube oil/grease production/waste oil re-refining technology. With high standard plasma tube reactor, we offer a perfect recycling process from waste oil to base oil & elimination of PCB contamination.

Fountain Industries LLC
bdea@ftnllc.com
(800) 328-3594
Fountain Industries LLC is proud to be an industry leading US manufacturer with complete product coverage of aqueous and solvent type parts washers in all capacities including spray cabinets and other speciality products.

GEA Westfalia Separator
william.dechiara@gea.com
(281) 465-7900
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
mhoward@gencor.com
(407) 290-6000
Manufacturer of the HY-WAY brand thermal fluid heaters and pre-heaters for recycled oil. Jacketed piping, pumps, tanks, & burners for processing industries, terminals & recycled oil as well as other products.

Geophia, LLC
peter.gilmore54@gmail.com
(704) 502-8287
Absorption materials.

GTI
sgephart@gti-e.com
(973) 630-0990

Hill Manufacturing Co.
alan@hillmfg.com
(404) 522-8364
Manufacturer of almost 5,000 products for chemical maintenance including demulsifiers, water treatment chemicals, flocculants, “Green” cleansers, enzymes, deodorants, and thousands more.

Houlihan Lokey
ssergeant@hl.com
(212) 497-4275
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

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

Hydrodec of North America, LLC

michael.pitcher@hydrodec.com
(330) 454-8202 x102
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.

blake.eskew@ihs.com
(303) 790-0600
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

rscully@ips-gigk.com
(630) 305-8556
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 Resource Management

jason.versey@the-irm.com
(843) 376-2384
Buyer of distressed petroleum byproducts, co-products, surplus petrochemicals. We find value in materials that many consider a waste such as tank crude bottoms, heavy oils, PCB impacted fuel or oils, sludge, spent glycols and more.

International Treatment Chemicals, LLC

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

J. Smith Lanier & Co.

mfox@jsmithlanier.com
(229) 883-2424
Insurance/Risk Management Services

Jaxon Filtration

james@jaxonfiltration.com
(706) 675-3996
Filtration Equipment, Media, Custom Elements

Keteca USA, Inc.

kparks@ketecausa.com
(602) 278-7789
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.

KeyBanc Capital Markets, Inc.

rmacdonald@key.com
(216) 689-4445
Financial advisory

Kline & Company, Inc.

ian.moncrieff@klinegroup.com
(973) 615-3680

LABCAL SERVICES INC.

jscholes@lcs-llc.com
(281) 474-1334
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

cynthia@lambfuels.com
(678) 525-6889

LCI Corporation

jhorton@lcicorp.com
(704) 398-7844
Thin-film evaporation and short path distillation.

Lone Wolf Development Company LLC

johnson.eric.69@gmail.com
(217) 280-0959
Fuel Buyer
Weatherford Engineered Chemistry is now a part of Lubrizol

We offer chemical solutions for:
- Used oil demulsification
- Industrial wastewater treatment
- Antifreeze recycling
- Hydrogen-sulfide (H₂S) scavengers
- Industrial cleaners and solvents
- Metalworking fluids

For information on Lubrizol’s engineered solutions, call Bryan Gray at 812-499-8408 or visit www.lubrizol.com.

Lubrizol
bryan.gray@lubrizol.com
(812) 499-8408
Demulsifiers for used oil treatment, wastewater treatment chemicals, metal precipitants, industrial cleaners, antifreeze recycling chemicals, hydrogen sulfide & mercaptan scavengers, and consulting.

MCC Chemicals, Inc.
david.ciavarra@mccchemicals.com
(713) 360-4885
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

The Meadows Group
will@themeadowsgroup.com
(713) 647-9878
Chemical distributor with an emphasis on wide spec and byproduct solvents.

Mouvex
scott.jackson@psgdover.com
(616) 248-9218
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
medie@multitherm.com
(610) 408-8361
Leading supplier of Heat Transfer Fluids and System Cleaners. Within a temperature range of -15°F to 660°F, MultiTherm can successfully and economically accommodate a customer’s heating or cooling requirements.

National Chemical Supply Corp
natlchem@gmail.com
(800) 515-9938
Manufacturer of the new, EB-series of oil demulsifiers that treat oil and water at the same time.

National Petroleum Products Co.
info@nppc-qatar.com
(974) 490-3839
Processing of used oil.
Newport Steel Inc. Oil Filter Processing Equipment
newportsteel@truvista.net
(803) 789-3194
Non Shearing Oil Filter Processing Equipment

Oilmen’s Truck Tanks Inc.
jfaris@oilmens.com
(864) 573-7400
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.

Owner Resource Group
msprinkle@orgroup.com
(512) 505-4119
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
tsheets@par-kan.com
(260) 352-2141
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
rritz@paratherm.com
(610) 941-4900
Heat Transfer Fluids and System Related Engineering Services.

A Reliable, Leak-Free Pump for Used Oil Transfer

“The CC20 pumped over 1.4 million gallons in a 10-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
• Handles varying viscosities and particulate levels
• Flow rates to 88 gpm and pump speeds to 500 rpm

Contact your authorized Mouvex distributor today, or email contact@mouvex.com

Mouvex is supported by the following Master Distributors:

United States
Werts Welding & Tank Service, Inc.
+1 800-851-4452
werts@wertswelding.com

Canada
Commercial Truck Equipment Co.
+1 877-915-9140
www.comtruck.ca

Stationary Eccentric Disc Pump
CC20 Eccentric Disc Truck Pump

Where Innovation Flows
Leak-Free Pump for Used Oil Transfer

Strong suction, self-priming capabilities to clear tanks, lines
Minimal maintenance for low life-cycle costs
Handles varying viscosities and particulate levels
Flow rates to 88 gpm and pump speeds to 500 rpm
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.

**PESCO-BEAM Environmental Solutions Inc.**
luke@pescobeam.com
(540) 206-2788
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.

**Polar Environmental Service Corporation**
bobc@polarcompanies.com
(248) 546-6100

**Porocel International**
tmchugh@porocel.com
(281) 469-0500
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.

**Precision Petroleum, Labs Inc.**
DanielZPPL@att.net
(713) 680-9425
Petroleum and Environmental Testing Lab

**Process Dynamics**
jon.skeds@processdyn.com
(479) 527-3905
Hydrotreating technology.

**PRTI, Inc.**
info@prti.us.com
(919) 809-5440
PRTI offers a patented system for tires pyrolysis. This system of handling tires will break down the tires into four elements; oil, carbon ash, steel and a syn-gas. The syn-gas will be used as a fuel for combustion in a generator to produce energy.

**Quantum Analytics**
bharris@LQA.com
(650) 312-0900
Instrument Distributor- Financial Services

**Quest Recycling Services, LLC**
briand@questrecycling.com
(214) 914-7369

**Radian Chemicals LLC**
jspain@radianchemicals.com
(281) 610-6908
Management of spent solvents for beneficial reuse and/or treatment for recycle or disposition. Spent caustics, glycols, aminet, polyols, methanols, etc.

**Ranger Lubricants Group, LLC**
georgeelise@gmail.com
(303) 725-8580

**Redragon Oil & Gas Systems International Inc.**
prakash@redragon.ca
(519) 756-8890
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**
gregg.matthews@riverroadwaste.com
(732) 275-3400

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

**Robert Mangiapane**
rangiapiane@gmail.com
(734) 341-7245
Environmental Strategist
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)
RSI Logistics, Inc.
dridell@rsilogistics.com
(517) 908-3650
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
Roy@oilbizconsulting.com
(602) 524-2944
Consulting Services, including strategic planning, mergers & acquisitions, market research, marketing, website development and sales training.

Scope Marketing, Inc.
steves@scopemarketinginc.com
(760) 728-6095
Scope Marketing specializes in locating buyers and sellers for a wide range of virgin, re-refined, synthetic oils and other petrochemicals.

Senn Dunn Insurance a Marsh & McLennan Agency Company
sshepherd@senndunn.com
(336) 346-1347
Senn Dunn’s Environmental Group works with large & mid-sized companies across the United States to provide: Insurance & Risk Management Solutions, Licensed Professional Geologists/Engineers on staff, Lower Total Cost of Risk, Industry Specific Claim Advocates.

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

SESCO
jstout@sesco-inc.com
(260) 422-1671
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
brendan@smartbin.com
(353) (1) 890-2633
SmartBin powers intelligent, more agile & cost-efficient collection operations with the latest fill-level sensor technology and route planning software. It’s smart, it’s simple...... it’s the future for Waste Oil & Liquid collectors.

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

Sweet Gazoil Inc.
louisbertrand10@gmail.com
(579) 721-1690
Engineering solutions tailored to meet your used and waste oil needs: Improve your current operations or design complete plants. Unique hybrid process that can treat used oils, waste oils and asphalt flux, and make only environmentally friendly products.

SystemOne Technologies Inc.
mansur.paul@systemonetechonlogies.com
(305) 593-8015
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.

Tensile Capital Management
vivros@tensilecapital.com
(415) 830-8176
Investment Management

Titan Logix Corp.
jenniferdm@titanlogix.com
(780) 462-4085
Titan Logix Corp Guided Wave Radar gauges provide accurate, reliable level measurement in mobile tanks. The UsedOil-Stik is designed especially for used oil transportation. Ground level display of liquid level keeps the driver off the top of the tank.

Transcourt
rphananich@transcourt.com
(905) 338-5744
Tank Trailer leasing and financial solutions

Trihydro Corporation
grisse@trihydro.com
(678) 320-0493
Trihydro is an engineering and environmental firm offering due diligence; air & wastewater design/ops; multimedia permitting, compliance audits; soil & groundwater assessment/remediation services to NORA member industries.

Truck Works Inc.
mmaddux@truckworksinc.com
(602) 233-3713
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.
Your UMO and Asphalt Flux Recycling Specialists.

Ultragen is a leader in Used Motor Oil (UMO) Processing, with 20 years of EPCM experience and over 25 projects completed on two continents. Designs can be tailored for either VGO, MGO, or Base Oil production. We have offices in North America and France. Ultragen can develop process flow diagrams, heat and material balances, plant layouts and detailed cost estimates timely and competitively. The company’s specialty is turnkey projects, including commissioning, start-up and follow-up support.

Ultragen is the exclusive world licensor of a new proven Asphalt Flux Recycling technology which will reduce the asphalt content to zero and replace this with Base Oil (VGO) and LFO products.

Services Available:
- Process Design/Detailed Engineering
- Procurement
- Construction Support/Management
- Commissioning & Start-up
- Available formats: ISBL alone, ISBL & OSBL
- Turnkey Projects
- Skid Units

Partial Client List:
Safety Kleen, Omega Refining, Evergreen Oil, DK Industries, FCC Environmental, Clean Harbors, Vertex Energy & others

Experience with the following Packages:
- Axens
- Topsoe
- Shell
- In house Catalyst Selection
- CEP
- Asphalt Flux Recycling

www.ultragen.com • UMO Manager: Steve Surveyer • 450-650-0770 • steve.surveyer@ultragen.com
FindARecycler.org is the only online directory providing immediate access to companies in the liquid recycling industry. Partnerships with state agencies and related trade organizations, search engine optimization, and over 20 domains direct online traffic to this comprehensive database.

All NORA recycling members have a FREE basic listing. Upgrade to an Enhanced Listings for only $400/year to maximize your exposure to those seeking your service. Contact info@noranews.org or 703-753-4277 to get listed today.

JOIN THESE COMPANIES WITH ENHANCED LISTINGS

- Advanced Waste Services Inc.
- Akron Canton Waste Oil Company Inc
- Avista Oil
- Jebro Inc
- Noble Oil Services Inc.
- ORI Environmental
- Western Oil Inc
RESPONSIBLE OIL FILTER RECYCLING

- Licensed Used Oil Filter Transporter
- Licensed Used Oil Filter Transfer Facility
- Licensed Used Oil Filter Processor
- Used Oil Filter End User – End Use Certificate Provided

We buy Oil Filters for recycling.

To meet all of your casting needs, US Foundry has a complete product line including:

- Manhole Rings & Covers
- Cast Iron & Steel Grating
- Municipal & Utility Castings
- Inlet Frames & Grates
- Trench Grating
- Tree Grates
- Valve Boxes
- Airport Products
- Hatches
- Aluminum & Steel Fabrication

For more information contact us at:

Brian Martin
Materials Manager
Tel: 305-885-0301  Cell: 786-402-3018
bmartin@usfoundry.com

Customer Service:
800-432-9709
sales@usfoundry.com

8351 N.W. 93 Street (DeBogory Drive)  Medley, FL 33166

Scan the QR Code using your smart phone to find out more about US Foundry.

www.usfoundry.com
The Tools of the Trade for Used Oil Testing

Clor-D-Tect 1000®
TOTAL CHLORINE IN USED OIL
YES/NO AT 1000 PPM

Clor-D-Tect Q4000®
QUANTITATIVE TEST FOR CHLORINE IN USED OIL
RANGE: 200-4000 PPM

HydroSCOUT®
WATER IN OIL ANALYSIS

- US EPA SW-846 Method 9077
- ASTM Method D-5384
- Fast, easy to use on-site
- Results in 5 minutes

- US EPA SW-846, Method 9001
- Quantify total % water
- Range 0-100%
- Easy to use - results in 3 minutes

 Dexsil
One Hamden Park Drive, Hamden, CT 06517

CALL 203.288.3509
WWW.DEXSIL.COM