Member Spotlight:

*Future Environmental*

See page 6

*Sponsorship Lottery Deadline is August 22*

See pages 18-20 for information
California’s New
EPA Permitted Facility
with Treatment and Rail Service

Cole’s Environmental
1620 E Brundage Ln
Bakersfield, CA 93307
(661) 322-8258
info@kernwaste.com
www.kernwaste.com
Parts Cleaning and Diversification

The theme for this issue is Parts Cleaning, which is addressed in several articles.

In 1999, the National Independent Parts Cleaning Association and NORA merged because the parts cleaning and oil recycling businesses had much in common. Today, NORA has a Parts Cleaning Council that meets regularly to address important opportunities and threats facing the parts cleaning sector.

A large segment of NORA’s Supplier/Vendor Members is made up of companies that provide parts cleaning systems to our members (see the Buyers Guide on pages 40-54); many of whom will also be exhibiting in Hawaii. I would like to thank each of these companies for their continued support of the association.

NORA Members’ Solvent Drum Testing Exemption
In 1996, NORA first obtained for its members a special exemption (called an Approval) from the Department of Transportation’s HAZMAT regulations. The Approval allowed drums of solvents (up to 30 gallons) to be shipped without being subject to a “leakproofness test”—provided certain most conditions were met. Many NORA members take advantage of this NORA benefit.

If you are interested in taking advantage of this NORA benefit, please contact NORA. DOT will then conduct a “fitness review” that includes, for example, an assessment of a company’s record of accidents and enforcement actions involving hazardous materials. NORA’s DOT contact expects most companies will pass the fitness review with no problem and the Approval, specific to each company, will be promptly issued by DOT.

Ozone Transport Commission & Other Government Affairs
NORA has worked on many government affairs projects over the years to help protect and grow the parts cleaning market for our members. One recent issue NORA worked on was a model rule developed regarding solvent that is being promoted by the Ozone Transport Commission that represents 13 states. NORA was able to positively effect language in the rule that would have banned the use of solvents in parts cleaning systems without the efforts of NORA.

Diversification
Traditionally, many NORA members have offered parts cleaning service as part of their standard product offerings to their customers. This has been a great way to provide turn-key service to their customers as well as diversify their business.

Each day, NORA members service thousands of customers and there are other diversification opportunities to distribute and service customers beyond oil collection and parts cleaning. I encourage members to review the Buyers Guide on pages 40-54 for opportunities to further diversify your business. 🌟
The way I see it, if we didn’t clean parts, machinery would stop running. And if we didn’t have machines that worked, well, civilization as we know it would collapse. So, there can be no doubt that parts cleaning fluids are essential to Mankind’s continued existence.

If you spent last weekend as I did—flipping through old issues of Popular Science, you might have run across, on page 127 of the February 1919 issue, a little article about a parts cleaning device, a sprayer, that you could assemble at home. According to the article, “the apparatus for doing the spraying costs practically nothing, as the requisites consist of scraps of copper tubing and a compressed air supply…The mixture [of air and gasoline or kerosene] is discharged with sufficient force to dislodge any dirt adhering to the metal parts.” The mechanics who did not read this Popular Science article relied on the technology known as “dump the parts in a bucket of gasoline and fish them out later”—that was considered state of the art for many years.

The next major technological breakthrough came in 1954 when Ben Palmer invented the Safety-Kleen parts washer machine—the legendary “sink-on-a-drum.” Palmer’s machine was a new innovation that delivered ease of use as well as safety.

Of course, the parts cleaning industry today is very different from those old Safety-Kleen machines. Over two generations, the business has become much more complex. Today, the variables associated with parts cleaning include: (1) the type of machine, ranging from small tabletop units to large vats and spray cabinets, (2) the type of cleaning chemistry employed, including traditional solvent, high flashpoint and odorless solvent, and a range of aqueous solutions, and (3) physical processes, including agitation, spray, and manual brush cleaning. Ultrasonic cleaning is the latest technology in environmentally safe precision parts cleaning.

In 1971, Gary Minkin developed a water-based parts washer for cleaning automotive parts and other machinery. The Minkin breakthrough used the force of hydraulic impact pressure to significantly enhance the degreasing power of the aqueous parts washer. Mr. Minkin has never denied that he may have glanced at the February 1919 issue of Popular Science.

For aqueous systems, temperature is also a variable. It has been estimated by experts that, in general, a 10 to 15°F rise in temperature increases the chemical reaction of the parts washing detergent by 100 percent.

Add to these options, various choices for different service frequencies as well as the option to either purchase or lease the equipment and the complexity of modern parts cleaning becomes apparent.

One obvious conclusion is that today’s parts cleaning service provider needs more varieties of degreasing chemistry, more machine models, and more tanks, drums, and inventory than ever before. This makes parts washing a highly capital-intensive business. Service providers who only offer one machine model, or one type of chemistry, are generally unable to satisfy a broad customer base. And considering that this is a route-based business, if a service provider cannot service many customers, they end up with a rather thin route—driving lots of miles between customers. This result is inherently inefficient and expensive.

Another business reality is that crude oil costs more today than in 1954—and parts cleaning solvents are made from crude oil, so their cost has gone up too. Firms that recycle used solvent have an economic advantage compared to those that have to discard the dirty solvent and purchase new chemistry for each service. But systems to safely recycle solvent are not cheap, and this too adds to the capital requirement for this business.

These issues reflect a trend. The parts cleaning business continues to get more complicated, as new machine designs and new cleaning chemistries are developed to meet the needs of specialized groups. On the horizon are new aqueous machine designs, some of which cost more than $5,000 each. We see this trend continuing, as service providers continue to develop superior cleaning solutions for their customers. This will have the added benefit of helping to assure Mankind’s continued existence.

*This article was compiled by Chris Harris, NORA General Counsel
HAZ~MAT’s Flash Fractional Vacuum Distillation Systems are specifically designed to purify antifreeze and industrial source glycols in accordance with ASTM specifications. A variety of configurations are available. Single and Double stage systems can be used in various combinations to increase production capacity.

SINGLE STAGE SYSTEM PROVIDES SIMPLE “FLASH VACUUM DISTILLATION” FOR PRODUCTION OF PRE-MIXED ANTIFREEZE BLENDS.

TWO STAGE SYSTEMS UTILIZE A SECOND COLUMN WITH INTERNAL PACKING DESIGNED TO ALLOW RISING GLYCOL VAPOR TO UNDERGO A SERIES OF VAPORIZATION AND CONDENSATION STEPS TO FURTHER ENRICH THE GLYCOL VAPOR.

For more information, contact Bill Dempsey at 402-297-2643 or email bill@hazmatnc.com.
How long has your company been in the industry? What have been the major milestones in the growth of your business?

In May 2016 Future Environmental celebrated its 20th year in business. It has been a whirlwind of growth but Steve Lempera, President of Future can still remember when he custom built his first two trucks. The year was 1995, Steve and one other truck headed out early in the morning. It was business as usual since he has been in the petroleum industry since 1979. His goal was to have a total of 8 trucks, but within the first 5 years his vision had grown. He added two more route trucks, purchased his first semi tanker, a vacuum truck, and a box truck. Quickly realizing he had out grown his 2 bay industrial rental garage Steve founded our corporate office also in Mokena, Illinois.

Future has achieved many mentionable milestones from starting oil filter recycling in the Midwest, purchasing smaller companies and integrating them into our successful collection company, as well as building our fleet to over 450 pieces of equipment. But most impressive is the development of our Industrial division. We are proud to be one of the few full service environmental companies servicing the entire Midwest area. We pride ourselves on our meticulously kept equipment, our commitment to our customers needs as well as the quality of our workmanship. All of our employees are required to go through extensive training, back ground testing and we are pre-audited through several different companies such as ISNetworld, NCMS and Browz to name a few.

What services/products do you provide?

Our primary service is the collection and recycling of used oil along with the collection of used antifreeze and oil filter recycling. We are an OSRO Emergency Response company on call 24 hours/365 days a year.
Future’s Oil Division currently runs 32 oil collection trucks, 35 semis, four 12,000 gal Michigan tankers, and 9 box trucks that also pick up non-hazardous drums and service parts washers. Our Vac Division is made up of 11 vacuum trucks, 5 semi-vac tankers, and 2 semi hyvac combo units. The Industrial Division has an array of specialty equipment that includes Super Sucker trucks, Turbo Vacs, Hydro-Excavating trucks for day lighting utilities, tank spinners, high pressure water blasters for cleaning, door sheet cutters, excavators, dozers, state of the art filtration units, and vapor scrubbers.

All of our divisions work seamlessly together to provide our customers with the best one stop full solution to their environmental needs knowing that we work within all federal guidelines. One example is our ability to provide the equipment and team of trained professionals to clean some of the largest crude oil tanks, as well as respond to crude oil spill cleanup on land and water.

Where does your company provide service?
Future Environmental has offices and services customers in Illinois, Indiana, Wisconsin, Michigan, Ohio, Iowa, Kentucky, Missouri, Oklahoma.

We have worked alongside many pipeline companies all around Illinois as far out as North Dakota, to Texas, and through Ohio.

Why are you a NORA member? How do you see NORA helping you build your business?
I have been an active member with NORA for over 18 years. NORA is an influential way to network within our industry and establish relationships across the country. Jim Tietz, our Vice President or I try to attend all of the meetings as we know we can count on NORA to provide us with the most up to date regulations to help keep us compliant in our industry.

What are the biggest challenges and opportunities you see facing the industry over the next five years?
One of the biggest challenges industry-wide that we all have been facing is the volatility of the oil market. It has become harder to establish a pattern or direction of the market. It has proven difficult to maintain outlets for moving product because of the constantly changing landscape of the economy, the oil market, and the stricter regulations. Being able to stay on top of all business aspects including newly imposed regulations by the government and trucking industry make it a challenge to keep a business profitable.
Don Littlefield of Tradebe Environmental Services Retiring

Don Littlefield earlier this year, retired from the industry where he was most recently responsible for Corporate Sales with NORA member Tradebe Environmental Services.

Littlefield served in a variety of leadership positions for the association, including as NORA’s President in 1998 and as the Treasurer throughout most of the 2000’s. He is a recipient NORA’s John J. Nolan Award, which recognizes members whose service has gone above and beyond expectations. In 2014, Littlefield received an award, now called the Don Littlefield Award, that recognized his many years of voluntary service to the industry.

California Considering Changes to Used Oil Regulations

In July, CalRecycle announced that it was accepting comments over a 15-day period regarding changes to their Used Oil Regulations. As of the publication of this magazine, NORA is in the process of reviewing the changes and contacting NORA members affected. A detailed report will be issued in the next issue. Contact NORA if you need links to the proposed changes.

NORA Space Heater Study Debated

During NORA’s Mid-Year meeting in Boston, a NORA managed study related to health and safety issues and marketing claims regarding space heaters was proposed. The proposal was approved by the Used Oil Council, but was not ultimately approved by the NORA Board of Directors.

US Bill Introduced related to Re-refining

On April 15, 2016, Congresswoman Susan Brooks of Indiana introduced into the U.S. House of Representatives a bill (H.R. 4958) to direct the Secretary of Energy to review and update a report on the energy and environmental benefits of the re-refining of used lubricating oil. It also seeks to increase the responsible collection of used oil and to promote sustainable reuse of used oil by Federal agencies. As of the publication of this magazine, four members of Congress have signed on to H.R. 4958.

NORA Member PRTI Acquires Holocene Technologies

NORA Member Product Recovery Technology International (PRTI), which offers a patented system for tire pyrolysis to break tires into oil, carbon ash, steel and a syn-gas, recently announced the acquisition of Holocene Technologies. Holocene Technologies is a leader in the analysis, design, manufacture, and cloud-based monitoring of thermal energy systems, with a decades-long leadership position in the solar thermal industry. PRTI is the technology company researching and launching demanufacturing for the energy industry.

Jason A Williams, President and CEO of PRTI said, “We are excited to bring in Holocene Technologies as a partner in our growth, and development. Holocene Technologies skill in thermal management, system controls, and computerized process operations fits well with our main purpose and will serve us in the future as we continue to expand our research and operations. This announcement coincides with the successful completion of our recent fundraising round and confirms that the growth of our business is on track.

Glen Steinfeldt of Halron Lubricants Inc. Announces Retirement

After 23 years of working in the used oil industry, Glen Steinfeldt of NORA Member Halron Lubricants, Inc. retired on June 30th.

Steinfeldt was a strong supporter of NORA and frequently worked on communicating the value of membership to non-members to help build the organization. In addition, he was active in numerous NORA committees that addressed issues of concern to the industry.

In a note to NORA, he recently noted, “You and your staff will always be in my heart for all the good times at the NORA meetings.”

NORA congratulates Glen on a great career and all of his service to the industry.
Brown Gibbons Lang & Company (BGL) Given Institutional Awards

NORA Member Brown Gibbons Lang & Company (BGL) announced that they have received three industry awards for their transactional achievements: “Best U.S. Industrial Transaction Practice”, “Best U.S. Middle Market Investment Bank” and “Corporate/Strategic Acquisition of the Year”.

NAPA Reports Rebound

After years of declining or stagnant growth, the National Asphalt Pavement Association (NAPA) reports a rebound in the tons of asphalt produced in the U.S. In 2015, the industry had a nearly 6% growth rate to get back to levels last seen in 2010. On December 4, 2015, the Fixing America’s Surface Transportation Act was signed into law, which includes $281 billion for highways and road projects. NORA anticipates that this legislation, the first long-term highway bill since 1998, may stimulate demand for Recycled Fuel Oil in certain markets, particularly where natural gas is not as competitive.

UAE Group to Build Oil Recycling Plant in Romania

The United Arab Emirates’ Chemie-Tech DMCC group is set to invest US$63 million in a plant for Romania that will recycle oil used in the automotive industry.

The group will borrow US$17 million (15 million Euros) from the European Bank for Reconstruction and Development to finance part of the investment. The project is also aimed at creating a national network for collecting the used oil, which will be processed in the new unit. The plant will have the capacity to recycle 73,000 tons of used oil per year and is claimed to be the first such factory not only in Romania, but also across the whole of Eastern Europe.

Chemie-Tech DMCC has built a similar factory in the Emirates and is planning to construct another one in South Africa.

SHARE YOUR NEWS WITH THE INDUSTRY!

If you have news you would like to share with the industry, email info@noranews.org

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Will the Volume of Off-Spec Used Oil Decrease in the Future?

To try to predict the answer to this question, you have to look at the history of off-spec used oil, the sources, the characteristics, actions by the US EPA, and more. For several reasons, my prediction is that the volume and sources of it will significantly decrease over the next 10 to 15 years.

First, most of us know that used oil is characterized as off-spec when the following constituents exceed the indicated concentrations below:

<table>
<thead>
<tr>
<th>Constituent</th>
<th>Concentration (ppm)</th>
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<tbody>
<tr>
<td>Total Halogens</td>
<td>4,000</td>
</tr>
<tr>
<td>Lead</td>
<td>100</td>
</tr>
<tr>
<td>Chromium</td>
<td>10</td>
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<tr>
<td>Arsenic</td>
<td>5</td>
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<tr>
<td>Cadmium</td>
<td>2</td>
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</table>

Today, the vast majority of off-spec used oil is the result of elevated total halogens (chlorine) above 4,000 ppm. It is relatively infrequent that this is caused by elevated lead, chromium, arsenic or cadmium concentrations.

Before the 1990’s, used oil was much more likely to have high lead concentrations above 100 ppm and therefore be off-spec. When the used oil management standards came into being in the early 1980’s, leaded gasoline was being phased out in the USA and many European countries. Since this was the main source of lead in used lubricating oil from gasoline engines, the concentrations dramatically lowered over time. Today, the average lead concentration is probably closer to 10 ppm or less, and therefore, the volume of off-spec used oil due to lead contamination has decreased.

As a result, the dominant cause today of used oil being off-spec is the total halogen content, which is essentially all chlorine. By far the primary source of the chlorine is the result of recycling lubricants used by manufacturers to cut and form metal parts. These are commonly referred to as metal cutting oils; they typically contain very high concentrations of chlorinated paraffins (CP) well above the 4,000 ppm limit for total halogens. They are an integral part of the process of manufacturing most of the metal items that surround us and that we use daily (e.g. motor vehicles, kitchen appliances, etc.).

The chlorinated paraffins are man-made compounds and are added to the cutting oils because of their superior ability to protect the metal during forming and cutting. Approximately 50% of all CPs manufactured are added to these oils. Other uses of CPs are as plasticizers and flame retardants in rubber, paint, adhesives, sealants, and plastics.

For many years EPA has pressured industry to reduce the use of CPs under the Toxic Substance Control Act (TSCA). EPA maintains that CPs are bio-accumulative in wildlife and humans, are persistent and transported globally in the environment, and toxic to aquatic life. In the past few years, EPA has even fined two manufacturers of certain CPs under TSCA. Also, the use of CPs has been under attack in the EU. As a result, there is a strong move by industry to reduce their use and find suitable substitutes.
The chemical manufacturers have long been trying to find lubricant additives to replace CPs. There has been limited success in the past few years. The manufacturers of some metals parts which do not require heavy forming and cutting have been able to eliminate the use of CPs through various changes in their operations and processes. Some of the chemistries being researched and tested by the lubricant manufacturers include the use of sulfurized compounds, phosphorus, and various polymers. It appears it is going to take several years to find and prove adequate substitutes. There may always be some fewer parts that will continue to require the use of CPs.

Since 2010 NORA has been working with EPA to exclude off-spec used oil from the Non-Hazardous Secondary Materials (NHSM) Rule. Therefore, when the CPs are eventually replaced in most of the cutting oils, the volume of off-spec used oil will be greatly reduced and minimize the impact of the NHSM Rule.

As with most scientific developments, time will tell the outcome. However, I can see that there will likely be a large reduction in the use of CPs, and therefore off-spec used oils over the next 10 to 15 years.
From June 27-29, over 160 national and international leaders came together in Boston for networking opportunities, business development and updates on the oil market.

During this event, NORA committees and working groups met to discuss the industry challenges and opportunities facing members. Attendees heard presentations on the status of the used oil market, as well as mitigating price volatility.

The meeting minutes, photos, and other related materials are available for members to view and download by visiting the Past Events page at: www.noranews.org/pastevents

“Where is the Used Oil Market Headed?”
Roy Schumacher, Schumacher Consulting LLC

Roy Schumacher, President of Schumacher Consulting, LLC gave the lunch presentation at the Mid-Year Meeting titled: “Where is the Used Oil Market Headed?”. In his presentation, Roy discussed the disruptions in crude oil production, changes in the Used Oil market, and the future of Natural Gas and Asphalt Markets.

Roy’s presentation is available online for members in the “Members Only Resource Center” on www.noranews.org.
WHAT WAS DISCUSSED DURING THE MEETINGS?

Participants at the NORA Mid-Year Meeting explored a variety of important topics including:

• An update on the status of NORA’s PCB/TSCA efforts, including a recent meeting with the EPA and the Coles Report
• REOB/VTAE lab testing results and update
• Re-Refining legislation and lobbying updates
• An update to DEF Best Practices and further education options for members
• New re-refining facilities coming on-line in 2016
• Results from the lab tests of Off-Spec Used Oil samples, provided by Summit Environmental Technologies
• Used oil in wastewater becoming more problematic
• POTWs adding “feed limits” to CWT’s
• A Member-led discussion on Space Heaters

For full details of these topics and more that was discussed during the committee meetings, review the meeting minutes and the event book by visiting www.noranews.org/pastevents

OPEN CALL FOR NORA BOARD CANDIDATES

Looking to become more involved in your industry?

NORA prides itself on being a member-driven organization. The value of NORA membership continues to increase each year thanks to the efforts of our volunteer leadership of the association. They provide the direction and strategy that allows NORA to deliver more value to members.

If you are interested, it is strongly encouraged that you participate. NORA is always in search of new ideas to make our association better.

This is an open call for candidates for the 2017-2018 NORA Board of Directors. Four Board seats are available this year. There are no open seats for Supplier/Vendor members at this time. If you would like to nominate yourself or someone else, please email info@noranews.org by September 23, noon Eastern time. NORA will contact you to review the board position responsibilities and answer your questions. The term for each Board seat is two years (2017-2018). Generally, Board members are requested to be at the three NORA events each year as well as on 2-3 additional phone calls per year.

In addition to Board seats, the association is also seeking individuals to serve on a variety of committees for 2017. These positions are not elected; the President appoints them. NORA thanks those who have served in the past and encourages members to help lead our industry into the future.
At Vertex Energy, we see things differently. Challenges are just new opportunities to create responsible solutions. By collecting, recycling and re-refining used motor oil and other petroleum coproduct streams, we are working hard to decrease dependence on foreign oil and reduce environmental impact.

To learn how we’re Producing Tomorrow’s Energy, visit us at VertexEnergy.com
Contact us: 866-660-8156
TRADE SHOW - 68% SOLD!

The NORA Trade Show will feature 40 exhibits displaying the latest products and services available to the liquid recycling industry. See page 22 for the current trade show floor plan and exhibitors. Companies interested in exhibiting should contact Casey Parker at (703) 753-4277 or casey@noranews.org.

Visit www.noranews.org > Events for information.

SPONSOR THE EVENT

There are many sponsorship and advertising opportunities available for the 2016 NORA Conference & Trade Show. For as low as $150, you can support your industry as well as promote your company. See pages 18-20 for more information. You may also visit the “Sponsorship” page at www.noranews.org.

TO SECURE A CHANCE AT AN EXCLUSIVE SPONSORSHIP, ENTER THE LOTTERY BY AUGUST 22 BY EMAILING CASEY@NORANEWS.ORG

Visit www.noranews.org > Events for information.

REGISTER NOW

Register online to attend the Conference using the form on page 17 or by calling the NORA office. Register by August 26 to receive the lowest rate.

HOTEL INFORMATION: ROOM BLOCK 50% SOLD

Hotel rooms available for NORA members at the Fairmont Orchid for $229/night with no additional resort fee. This rate is available beginning November 3 and is good through November 16—extend your stay and enjoy the Big Island! To reserve your room call 1-(800)-845-9905 and ask for the NORA room block, or book online through www.noranews.org > Events.

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

AIRPORT INFO

The closest airport is KONA (KOA), which is located about 20 miles from the hotel.
## Contact Info

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## Registration Choices

Full Registration (you may assign/change names to the registration at any time) includes all conference sessions, conference materials, opening reception (members only), two continental breakfasts, breaks and Friday Night Closing Party Dinner. Payment must be emailed, faxed, or postmarked by the dates to be eligible for the discounted prices.

### PRICES

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<th>Late</th>
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<tr>
<td>NORA Member: First person</td>
<td>$830 (Paid by August 26)</td>
<td>$880 (Paid by October 14)</td>
<td>$910 (after October 14)</td>
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### EXTRAS

- Spouse/Guest: Full Package....$299* (If you selected spouse/guest package, please enter their name here: )
- Spouse/Guest: Friday Only....$219** (If you selected golf, please included your average score:  )
- Golf (Sponsored by Dexsil).............$165 (If you selected fishing, please include your shirt size:  )
- Golf Clubs Rentals...............$75
- Fishing (Sponsored by Vertex).....$175

If this your first time attending a NORA Meeting?  
- Yes  
- No

## Payment Options

All payments are in US Dollars, drawn on US Bank.

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

- Name on Card
- Signature

- Card Number
- Exp. Date
- Security Code

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

## Submit Your Registration

Credit Card Only: Check or Credit Card:  
Email casey@noranews.org or fax 703-753-2445  
Mail to 7250 Heritage Village Plaza, Suite 201 Gainesville, VA 20155  
Call 703-753-4277 or email casey@noranews.org

*This package includes access to the opening reception on Wednesday including food and drinks, the Thursday spouse brunch, a spouse gift and the Friday night closing party. This package is for spouses and guests of registered attendees; this may not be used for employees of an attending company.

**This package includes food and drinks at the Friday night Closing Party Dinner. This package is for spouses and guests of registered attendees; this may not be used for employees of an attending company. All guests must register in advance for the closing party.

Cancellations through August 26: A $100 service charge. Between August 27-October 14: 50% refund of the registration fee. No refunds after October 14.

## Book Your Hotel Room

The Fairmont Orchid  
1 North Kaniku Drive, Kohala Coast  
The Big Island of Hawaii, 96743

NORA Rate $229/night

To secure your room, call 1 800-257-7544 and ask for the NORA Conference or reserve your rooms online at www.noranews.org > Events by October 14 to book at a discounted rate (though rooms may sell out early).
### Sponsor the Event! Email or Mail This Form

2016 NORA CLOSING PARTY SPONSORSHIP FORM  
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To receive full promotional consideration in print materials, please submit sponsorships by September 25, 2016. After this date, sponsorships are still welcome but will receive different promotional consideration.

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<th>Sponsorship Level</th>
<th>Sponsorship Amount</th>
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<td>NAMING RIGHTS (Exclusive)</td>
<td>$10,000</td>
<td>Logo on Conference Book Cover, Reserved table for 10 in premier location at closing party, Large Logo on Commemorative Photo Jacket, Large Logo displayed at Closing Party, Closing Party Sponsor ribbon on badge, Recognition at Closing Party dinner, Full Page Color Ad in Conference Book (625 Value)</td>
</tr>
<tr>
<td>LEVEL 1 SPONSOR (only 4 available)</td>
<td>$5,000</td>
<td>Logo on Conference Book Cover, Logo on Commemorative Photo Jacket, Large Logo displayed at Closing Party, Closing Party Sponsor ribbon on badge, Recognition at Closing Party dinner, Color Half Page Ad in Conference Book (475 Value)</td>
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<td>$2,000</td>
<td>Logo on Conference Book Cover, Logo on Commemorative Photo Jacket, Large Logo displayed at Closing Party, Closing Party Sponsor ribbon on badge, Recognition at Closing Party dinner, Color Logo with Company/Exhibitor Index in Conference Book</td>
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<td>LEVEL 3 SPONSOR (only 12 available)</td>
<td>$1,000</td>
<td>Name on Conference Book Cover, Logo on Commemorative Photo Jacket, Logo displayed at Closing Party, Closing Party Sponsor ribbon on badge, Recognized at Closing Party dinner, Black &amp; White Logo with Company Listing in Conference Book</td>
</tr>
<tr>
<td>LEVEL 4 SPONSOR</td>
<td>$500</td>
<td>Small Logo on Commemorative Photo Jacket, Small Logo displayed at Closing Party, Closing Party Sponsor ribbon on badge, Recognized at Closing Party dinner, Black &amp; White Logo with Company Listing in Conference Book, Logo on “Thank you” page in Post-Conference magazine</td>
</tr>
<tr>
<td>LEVEL 5 SPONSOR</td>
<td>$250</td>
<td>Small Logo on Commemorative Photo Jacket, Small Logo displayed at Closing Party, Closing Party Sponsor ribbon on badge, Recognized at Closing Party dinner, Black &amp; White Logo with Company Listing in Conference Book</td>
</tr>
</tbody>
</table>

### Sponsorship Benefits

- Logo on Conference Book Cover
- Logo on Commemorative Photo Jacket
- Large Logo displayed at Closing Party
- Closing Party Sponsor ribbon on badge
- Recognition at Closing Party dinner
- Color Logo with Company/Exhibitor Index in Conference Book

### Contact Info

Name:  
Company:  

### Payment Options

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

- Name on Card:  
- Signature:  

- Card Number:  
- Exp. Date:  
- Security Code:  

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

### Submit Your Agreement

- 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
Gain exposure for your company at the premier event in the liquid recycling industry. All members, even those not attending the conference, may sponsor to help make this an amazing event. 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, on oversized signage at the conference and in the conference books distributed at the event and posted on the NORA website after the event. Contact casey@noranews.org with any questions. Items with an * are assigned via lottery on August 22, 2016 - email casey@noranews.org to be entered in the lottery.

- Golf Tournament Naming Rights - DEXsil® - SOLD
- Fishing Naming Rights - VERTEX® - SOLD
- Premier Sponsor * $5000
  Your logo will be prominently featured on the front cover of the NORA Conference Book and on all name badges. You receive the back cover ad of the conference book. Your company will be thanked at the opening session. In addition, your logo will be screenprinted on the tote bags distributed at registration. Only one available.

- Golf Lunch Sponsor * $3500
  Your company will be recognized on the box lunches placed in each cart at the start of the tournament. This sponsorship includes two FREE golf tournament registrations and a Golf Hole Sponsor Sign. Only one available.

- Lanyard Sponsor * $2900
  Your company logo will be printed on the lanyard handed to all attendees. Only one available.

- Key Card Sponsor * $2900
  Your logo will be printed on key cards distributed to NORA guests at hotel check-in. Only one available

- Audio/Visual Sponsor * $2750
  Your logo will be prominently displayed when the “splash screen” is displayed in the main meeting room. As an added bonus, this sponsorship includes a free full page color ad in the conference book (a $625 value).

- Water Bottle Sponsor $2300
  Your logo will be printed on the bottles of water that will be set at every seat at the beginning of the conference on Thursday morning.

- Notebook Sponsor * $2200
  Your logo will be on the notebook placed at each seat at the beginning of the conference. Only one available

- Keynote Speaker Sponsor $2000
  Your company will be thanked prior to the keynote address and you will have the opportunity to address the entire group for one minute. Your logo will appear on a large screen behind the speaker at the beginning of the keynote address. In addition, you will have an exclusive opportunity to privately meet with the speaker before the event.

- Gold Sponsor $1800
  Your logo will be printed on the front cover of the NORA Conference Book and on large signage at the event. You receive a complimentary full page color ad in the event book. Your company will be thanked at the conference opening session. Includes a golf hole sponsorship and company logo printed on the fabric conference bags. - 10 available

- Drink Ticket Sponsor $1000
  Your logo will be printed on the drink tickets for the Wednesday Opening Reception and on signs around the bar. Please order by October 30 to allow time for printing. - Eight available

- Charging Station Sponsor $600
  Your logo will be prominently displayed at a charging station near the registration desk to supply power for mobile devices.

- Bag Sponsor $550
  Your logo will be printed on the conference bags distributed to attendees. Available through September 26 to allow time for printing.

- Event Page Banner Ad $500
  You will receive ad space on the event page of your choice. Only one ad space available per event page. Ad must be 180 pixels by 574 pixels.

- Grand Opening Exhibit Reception $450
  Your logo will be prominently displayed on all signs for the reception and printed next to the event on conference agendas.

- Bag Insert Sponsor $325
  You provide the insert and NORA will distribute it in the conference or golf bags. Examples include hats, coozies, flyers, etc. Please deliver items to hotel by November 9.

- Spouse Brunch Sponsor $300
  Your logo will be printed next to the event on conference agendas.

- Candy Bowl Sponsor $275
  Your logo will be displayed around the NORA Candy Bowls at the registration table. - Only six available

- Thursday Continental Breakfast $250
  Your logo will be prominently displayed on signage at the breakfast and included next to this event on conference agendas.

- Friday Continental Breakfast $250
  Your logo will be prominently displayed on signage at the breakfast and included next to this event on conference agendas.

- Golf Hole Sponsor $225
  Your logo will be printed on a sign placed at one of the holes during the golf tournament.

**NOTE: INDICATE SPONSOR AMOUNT ON OPPOSITE PAGE.**
SPONSORSHIP & ADVERTISING OPPORTUNITIES (CONTINUED)

CONFERENCE BOOK ADVERTISING

The conference book is distributed to attendees, new members who join throughout the year, and posted on the NORA website. Attendees refer to this book for contact information for all attendees and exhibitors, the event agenda, and exhibitor and speaker information. NORA will design your ad for free. Inside Front and Back Cover ads are assigned via lottery on August 22, 2016.

<table>
<thead>
<tr>
<th>Advertisement Type</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Back Cover Ad</td>
<td>Included with premier sponsorship</td>
</tr>
<tr>
<td>Inside Front Cover Ad *</td>
<td>$1,100</td>
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<tr>
<td>Inside Back Cover Ad *</td>
<td>$950</td>
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<tr>
<td>Full Page Color Ad (7-1/2” x 10”)</td>
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<td>Full Page Black &amp; White Ad (7-1/2” x 10”)</td>
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<td>Half Page Color Horizontal Ad (7-1/2” x 5”)</td>
<td>$475</td>
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<tr>
<td>Half Page Black &amp; White Horizontal Ad (7-1/2” x 5”)</td>
<td>$260</td>
</tr>
<tr>
<td>Half Page Color Vertical Ad (3-3/4” x 10”)</td>
<td>$475</td>
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<tr>
<td>Half Page Black &amp; White Vertical Ad (3-3/4” x 10”)</td>
<td>$260</td>
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<tr>
<td>Third Page Color Ad (7-1/2” x 3-1/2”)</td>
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<tr>
<td>Third Page Black &amp; White Ad (7-1/2” x 3-1/2”)</td>
<td>$200</td>
</tr>
<tr>
<td>Color Logo by Company Index (1” high)</td>
<td>$150</td>
</tr>
<tr>
<td>Color Logo by Exhibitor Index (1” high)</td>
<td>$150</td>
</tr>
</tbody>
</table>

SUBMIT SPONSORSHIP/ADVERTISING FORM

CONTACT INFORMATION

Name
Title
Company
Email

PAYMENT OPTIONS

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

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

Name on Card
Signature

Card Number  Exp. Date  Security Code

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

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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
# 2016 Conference & Trade Show
## TENTATIVE AGENDA

### WEDNESDAY, NOVEMBER 9
- 8:00 AM - 2:00 PM: Optional Group Excursions
- 10:00 AM - 2:00 PM: Exhibitor Set Up
- 2:00 PM - 7:00 PM: Conference Check-In/Registration
- 3:00 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 10
- 7:00 AM - 11:45 AM: Conference Check-In
- 7:00 AM - 8:00 AM: Continental Breakfast in Trade Show
- 8:00 AM - 10:00 AM: Conference Sessions Open
- 10:00 AM - 10:35 AM: Refreshment Break in Trade Show
- 10:35 AM - 12:00 PM: Conference Sessions
- 12:30 PM - 7:00 PM: 25th Annual NORA Golf Tournament
- 1:00 PM - 6:00 PM: Optional Spouse Excursion
- 1:00 PM - 7:00 PM: NORA Annual Fishing Expedition

### FRIDAY, NOVEMBER 11
- 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
- 11:15 AM: Trade Show Tear Down
- 5:00 PM - 9:00 PM: NORA Closing Party

### SATURDAY, NOVEMBER 12
- 8:00 AM - 2:00 PM: Optional Group Excursions
2016 Trade Show Floor Plan
(As of 7/22/16, Subject to change)

RESERVE YOUR BOOTH TODAY!
The 2016 NORA Trade Show is currently 68% sold. Call Casey Parker at (703) 753-4277 to reserve your booth.

CURRENT EXHIBITORS (Subject to change)

ATEK Access Technologies
Bedford Industries, Inc
Boerger, LLC
Catalyst Trading Company
Continental Refining Company
DesertMicro
Dexsil Corporation
Ecube Labs
Engine & Accessory, Inc.
Erpek Engineering & Consulting
Eurecat US
Fenix Process Technologies Pvt. Ltd.
Flottweg Separation Technology
Fountain Industries
Haz-Mat Environmental Services

Keteca USA, Inc.
Lamb Fuels, Inc.
Lubrizol
Paratherm
PESCO-BEAM Environmental
Petroleum Solids Control, Inc
Porocel International
Senn Dunn Insurance, a Marsh & McLennan Agency Company
Spencer Strainer Systems
Summit Environmental Technologies
Sweet Gazoil Inc
US Foundry
XL Catlin
CALL FOR INTERESTED CONFERENCE SPEAKERS AND TOPIC IDEAS
For the 2016 NORA Conference & Trade Show

NORA needs your help to create an incredible set of education and knowledge sessions for the 2016 NORA Annual Conference and Trade Show. Our goal is to deliver helpful, practical, real-world information to the attendees to help you grow and prosper.

We are looking for speakers and topic ideas to drive the momentum and help us build the best educational program we can.

NORA members have already suggested these session ideas:

• Training Class or information seminar on Tank Inspections
• Issue of Lab Reporting Limits - Panel
• Select Changes to RCRA Generator Standards
• Review of the Definition of Solid Waste

If you have additional topic ideas you would like to see addressed or are interested in being a speaker on one of the listed topics, please email a proposal to info@noranews.org.

PLEASE NOTE: Proposals promoting specific company products or services will not be accepted.

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- Frac tank cleaning

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On May 18, 2016 the Department of Labor (DOL) released the long anticipated final rules defining Overtime Exemption requirements, including guaranteed salary requirements, for the White Collar Exemptions- Executive, Administrative, Professional and Highly Compensated.

Key provisions of the final rule are as follows:

1. The new rule goes into effect December 1, 2016.

2. The new guaranteed salary requirement is a minimum of $913 per week ($47,476 annually). This salary requirement applies to the Executive, Administrative and Professional Exemptions.

3. For the Highly Compensated Exemption, the new salary requirement is $134,004.

4. The final regulation establishes a mechanism to update the salary requirement level every three (3) years.

Of noted importance, and as it relates to the Executive, Administrative and Professional Exemptions (Highly Compensated excluded), is the ability for the employer to apply Non-Discretionary Bonuses and Incentive Payments (including a valid commission payment) to satisfy up to 10% of the guaranteed salary level requirement of $47,476. Please note that Non-Discretionary Bonuses and Incentive Payments, such as commissions, must be well defined and meet the DOL’s requirements under the regulation.

The DOL did not change any of the White Collar Exemption duties tests. Further, the DOL permits the compliant use of the Fluctuating Workweek Method of Payment which is a pay plan that may be recommended for select positions/cases by SESCO.

Otherwise, there are no other significant changes except for the following:

1. **Higher Education:** Bona fide Teachers, Coaches, Graduate Assistants, and Academic Administrative Personnel: Each of these positions is not affected by the new rules. SESCO clients in this sector should contact us to discuss in further detail as each of these position terms are very well defined.

2. **State and Local Governments:** The final rules do not alter the current requirements for state and local governments or subdivisions thereof. The use of “Comp Time”, hours of work provisions for police and firefighters, elected officials and staff and legislative branch employees will not be affected.

3. **Non-Enforcement for provider of Medicare-funded services for individuals with Intellectual or Developmental Disabilities in residential homes and facilities fifteen (15) or fewer beds:** Enforcement of the final rule is delayed until March 17, 2019 for those SESCO clients who meet this definition of a Provider.
SESCO Staff Recommendation- What Employers Should Do NOW!

1. Assess your organization’s current liability by conducting a thorough review of salaried positions. Discuss and confirm appropriate application of the White Collar Exemptions based on the duties test alone.

2. Assess the hours of work performed by those salaried positions of which their current salary is less than the new guaranteed salary requirement. Determine if the position(s) can be limited to 40 hours of work or less per work week.

3. If necessary, and based on if hours worked exceed 40 in a work week (overtime), consider altering the position’s compensation structure to ensure compliance:
   - Increase the guaranteed salary to the new required threshold of $47,476.00 ($913.00 per week). It is important to note that simply increasing the salary may not make the position exempt from overtime. The position must also meet the duties tests as outlined in the White Collar Exemptions.
   - Change the salary to an hourly rate of pay with overtime (1½ times the regular rate of pay) for any hours that exceed 40 in a work week.
   - Implement the Fluctuating Workweek Method of payment. This method of payment provides a guaranteed salary per week with a straight time earnings calculation providing half (½) time for hours that exceed 40 in a work week. Please contact SESCO if you wish to discuss this method of payment further.
   - Revise the current pay plan implementing a Non-Discretionary or Incentive element applying up to 10% to the salary threshold.
   - For Retail Organizations, implement the partial Retail 7i exemption from overtime.

This partial exemption requires that the employee earn at least half (51%) or more of the total compensation from a Non-Discretionary Bonus or Incentive pay plan. Further, the position must yield an hourly rate of pay of at least one and one half (1½) times the minimum wage (or $10.88/hour) for all hours worked. This partial exemption does not remove the requirement for an employee to maintain a true and accurate time card for all hours worked.

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The New, Innovative multi-function Model 2725 parts cleaner from Heritage-Crystal Clean, the nation’s fastest growing parts cleaning company, may challenge the way you look at parts cleaning altogether.

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Check out our website; www.crystal-clean.com -or- call 877-938-7948 and ask for Danielle Nielsen for more information on our parts cleaning services and pricing.
“Greetings. If you were looking forward to enjoying a nice day, we here at EPA have other plans for you. Start gathering all the documents from the past 40 years that will prove your liability for a multi-million dollar clean up of a Superfund site.”

Translated from EPA legalese, those are the opening words of a very long journey to the land of guilty until proven innocent. It’s an experience you will never forget.

During the early 1970’s America became much more conscious of threats to the environment. During this decade Congress established the Environmental Protection Agency and passed numerous environmental laws including the Clean Air Act, the Clean Water Act, the Toxic Substances Control Act and the Resource Conservation and Recovery Act (“RCRA”).

It was an era when horrendous hazardous waste dumping grounds were being discovered on a weekly basis. The public, becoming familiar with environmental disasters such as the Stringfellow Acid Pits in California, Love Canal in New York, and the Valley of the Drums in Kentucky, demanded government action. RCRA, passed in 1976, was designed to establish a “cradle to grave” regulatory system for the ongoing management and disposal of hazardous waste—but it provided no authority to clean-up existing hazardous waste disposal sites.

Such authority, formally the Comprehensive Environmental Response, Compensation and Liability Act (“CERCLA”), was enacted by a lame duck Congress in December 1980 and signed into law by President Jimmy Carter. The original version of CERCLA involved a very small tax on the manufacture of basic chemicals and the revenue was channeled into a $1.6 billion account known as “Superfund.” The fund was intended to pay for the clean up of sites where the owners and the waste generators could not be found or had no money. For the first few years the fund worked as intended—but Congress, in 1986, declined to renew the tax on chemicals. Consequently, the remediation of “Superfund” sites for the past 30 years has nothing to do with a super fund. Instead, virtually all of the money for Superfund site comes from the pockets of site owners or operators and those who contributed wastes to these sites.

Extracting dollars from these pockets was made much easier by the liability provisions of the Superfund law. Under this law it is not necessary to prove that a “potentially responsible party” (or “PRP”) was negligent in handling its waste materials. (The design and location of the Stringfellow Acid Pits as a state of the art industrial waste disposal site were approved in 1956 by the local municipality.) At this time the disposal of wastes at such sites did not violate any standard of care. So, if negligence is not the
standard for liability under CERCLA, what is? Say hello to strict liability and joint and several liability.

Strict liability means liability without fault or negligence. The concept has been applied in tort law over the past couple of centuries to ultra-hazardous activities. One example would be the handling of explosives. If you are in the dynamiting business and one of the tools of your craft happens to blow up and cause damage, the law says that the plaintiff (the injured party) does not need to prove that you were negligent in handling the dynamite. The plaintiff would only need to prove that you were handling the dynamite when it exploded.

Joint and several liability is even more Draconian. It means that if there is more than one defendant in a lawsuit, any of the defendants can be held responsible for the entire amount of the damages. The way that would work in Superfund site litigation is astonishing. Assume, for example, that there are 100 waste generators that have contributed different quantities of waste to a Superfund site and the cost of clean-up is $100 million. If it can be proven that each of the generators sent hazardous substances to the site, any one of the generators can be held liable for the full $100 million.

After 35 years of experience and more than 1700 Superfund sites designated on EPA’s National Priorities List, the practical impact of CERCLA’s tough liability provisions is quite clear. After studying the site and identifying the key PRPs, EPA will issue an administrative order demanding that these PRPs develop plans (subject to EPA approval) to clean-up the site and also commit to carry out the full remediation. Failure to comply with EPA's order can result in the imposition of treble damages. So, the parties named in the order almost always form a committee (usually called the “PRP Group” for the Superfund site) to figure out how the clean up will be done and who will pay for it. This doesn’t happen overnight; it can take many years. On the clean up side of the Superfund equation, the PRPs will appoint what is usually called a Technical Committee whose first job is to interview remediation

Continued on page 28...
contractors and select the most competent. Competence in this context means devising the least expensive remediation plan that will still obtain EPA’s approval. The Technical Committee will then oversee the work of the contractor to keep the costs down, keep the project on track and negotiate with EPA on the scope of the remedy. At a large and complex Superfund site, there are a multitude of decisions that need to be made on the design and implementation of the remedy. Many of these decisions revolve around the vexing and unanswerable question: “How clean is clean?”

On the liability side of the equation there are mostly lawyers. They represent their clients (the companies named in EPA’s administrative order) on a Legal Committee or Allocation Committee. A key part of their job is to work out the allocation of financial responsibility among the PRP Group’s members. Each PRP contributes a different set of hazardous substances and in different quantities. This is an insanely difficult process because each lawyer is advocating for his or her client’s smallest possible allocation (a percentage of the overall cost of the clean up). This involves the lawyers becoming acquainted with, and then more or less lucidly explaining, the technical and/or science-based reasons for his or her client’s lack of responsibility for the costs of clean up. In one case in Ohio, the only hazardous substance of one PRP at a complex Superfund site was vinyl chloride. The PRP’s lawyer studied vinyl chloride and learned that it has an affinity for water and an even greater infinity for air. Consequently, once it was liberated from the soil it would eventually escape to the air and then to the outer stratosphere (which was not part of this Ohio Superfund site). Therefore, since no vinyl chloride would need to be cleaned up, his client had no obligation to pay for the remedy. This argument was mostly successful but did not let the PRP out of the allocation scheme.

If the members of the Allocation Committee can’t work out an allocation scheme on their own, they usually will turn to an experienced Superfund allocation arbitrator or mediator. An arbitrator is a “rented judge” whose decision is final, as agreed beforehand by each of the parties. A mediator is a diplomat who attempts to resolve the dispute through negotiation and arrive at a consensus that all the parties can agree to even though none of them actually like it. As difficult as these arbitration or mediation efforts can be, they are often successful because the alternative, treble damages and/or joint and several liability, is so much worse.

The other major job of this committee is to spread the misery. The members of the PRP Group has been singled out by EPA (or the state if the state is running the show) because (1) they have deep pockets and/or (2) they are the major contributors of hazardous substances at the site. However, in most cases there are also hundreds and sometimes thousands of other contributors. Once identified, these smaller PRPs are sent letters “inviting” them to join the original PRP group or provide them with the option of “buying out” of their liability by paying a certain amount to the PRP group in return for a complete release from any future liability at the site. If they refuse these attractive options, they will be sued by high-powered Superfund lawyers. When they get such letters these smaller PRPs go through the usual seven step routine of surprise, bewilderment, grief, denial, self-recrimination, anger, and submission. Their lawyers agree this is a particularly nasty form of extortion but recommend the buy-out option because the legal fees involved in fighting the lawsuit or participating in the lengthy process of cleaning up the site will be far more expensive than the money extracted by extortion.

Every once in a while, there is a PRP whose liability belongs to the American taxpayers. Although the Superfund law clearly states that the government’s liability gets no special treatment (e.g., the government cannot invoke the sovereign immunity defense), EPA usually does not name a federal or state agency in its administrative order, regardless of its level of responsibility. Instead, EPA lets the PRP group deal with “the feds.” EPA does not want to get involved with the unpleasantness that would result in suing another federal agency or naming the agency in an executive order. Obviously, it would be unseemly and untidy for the Justice Department to be both prosecuting a Superfund enforcement action and at the same time in that same lawsuit defending a federal agency against Superfund liability. A federal or state agency confronting Superfund liability usually does not plead innocence. Instead, the agency’s lawyers invoke the “budget defense.”

“For this fiscal year, Congress has not appropriated any funds for our agency for this type of liability. We’re from the Executive Branch and we’re here to help. But, hey, as we said we’re here to help so call us next year.”

In the next Liquid Recycling, Part 2: What to do when you get invited to a Super Fun party
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Aqueous Parts Washer Cleaning: All Created Equal?

Scott Morin, National Sales Manager, Keteca USA  |  smorin@ketecausa.com  |  www.ketecawaterworks.com

With so many to choose from, which is the best aqueous based parts cleaning solution for my customer, and are they all created equal?

When selecting an aqueous parts washing solution it is important to understand what soils are being cleaned, what substrates are being washed and the next step after the cleaning process. From there, you will need to decide what type of wash system is the best fit for your customers’ application: spray jet, ultrasonic, immersion or manual sink. The key is to make sure there is sufficient agitation and heat to optimize the cleaning process.

It’s no surprise that there are a lot of primitive aqueous cleaning products still on the market today. They remain on the shelves due their perceived cleaning aggressiveness, inexpensive pricing and brand familiarity. Products that are water based do not always mean they are safe. In fact, many of them are harmful to the environment, dangerous to the worker and actually attack the substrate being cleaned! The harsh cleaning culprits are mainly comprised of Butyl (2-Butoxyethanol/Butyl Cellosolve) or Sodium Metasilicate. These are phosphate-laden products with an elevated pH that typically ranges from 11.5-13.5 and are very aggressive to skin and soft metals such as aluminum, brass and copper.

Cleaning technology has evolved significantly over the past decade mainly due to scientific breakthroughs in the engineering process used to manufacture new micro-surfactant blends. Micro-surfactants are engineered to reduce the surface tension on the substrate. The surfactant system then surrounds the organic hydrocarbons allowing them to be solubilized and removed from the surface. These solutions do not leave a visible residue but provide in process rust protection that will not affect adhesion or coatings. Micro-surfactants have excellent material compatibility while exceeding the most stringent environmental health and safety standards.

As technology continues to evolve, the industry’s chemical manufacturers will continue improve the science of aqueous parts washing formulations far beyond the traditional cleaning methods of solvents and harsh cleaning products. For this reason, we should continue to expand our knowledge and be up to date on research and technology.

Figures 1 and 2 below: Micro-surfactant’s cleaning at work
Implementing Novel Wastewater System for Waste Oil Recyclers

Water treatment is a way of life for many NORA members. Oil collectors and processors can be challenged with unique water treatment situations. Many of these situations require the need for biological systems to treat the waste before being sent to a municipal treatment facility or the need to pay that facility a great deal of money to do the treatment for them. Typical processes include oxidation and/or activated sludge. For each treatment technology the use of oxygen is important. Most oxygen can be taken from the air but more and more NORA members are moving to more rigorous treatment processes which can mean moving to pure oxygen rather than the small percentage contained in the air. Using pure oxygen allows aeration systems to treat more waste without requiring significant capital equipment.

Aeration via oxygen rather than air has a number of advantages, including:
- Reduced VOC emissions
- Higher treatment rate
- Enhanced ability to treat sulfur/H₂S
- Reduced foaming and sludge yield
- Smaller system with reduced power requirements

NORA member Air Products has been a leader in oxygen for water treatment for over 30 years. They have recently developed the Halia Mixer Aeration system jointly with Aqua Aerobics, with a focus on adding oxygen to water with industry-leading efficiency. This unit is a high speed, direct drive floating mixer equipment with oxygen injection. The schematic below illustrates how this system integrates your treatment area with oxygen supply.

For more information or questions on oxygen solutions for wastewater treatment, contact Air Products at 800-654-4567, program 7401 or gigmrktg@airproducts.com.

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tell me more
Starting Steps–Categorizing Shop Build Above Ground Storage Tanks per STI SP001

Guidance for All Storage Tank Owners: Specific criteria including spill control, overfill prevention, tank capacity, continuous release detection method, containment, and other factors determine the scope/frequency ASTs are to be inspected to meet SPCC requirements.

Submitted by Dylan Brown, Tank Consultants, Inc. | dbrown@tank-consultants.com | (281) 842-1126

In the late sixties, the United States accomplished one of the greatest accomplishments of the 20th Century. Through tireless dedication and ingenuity, NASA successfully completed a journey of over 230,000 miles each way to put a man on the moon. Putting together a quality tank integrity program may not require quite the same level of engineering, but for facilities without professional engineers and experienced tank inspectors this can be a task that may seem daunting. We can look back to great historical accomplishments not only for inspiration, but also as a framework for how to reach the goals set before us. A historic trip to the moon and EPA mandated tank integrity programs both start the same way, illustrated in the ancient Chinese proverb “The journey of a thousand miles begins with a single step”.

The first step to developing a quality tank inspection program is generate a detailed breakdown of all ASTs on site. This can be done by creating a simple spreadsheet or table with some basic information on each tank. This article will focus specifically on categorizing shop built ASTs as detailed within the industry standard known as STI SP001. This article includes information as it relates specifically to categorizing shop built tanks with a capacity of less than 50,000 US Gallons, less than 30ft diameter and less than 50ft in height. Tanks that exceed these parameters should still be taken note of and will generally follow the guidelines as detailed in a different industry standard–API 650/653.

Now, back to baby steps: First make sure to have a spreadsheet or table with basic info for each AST onsite including the following information: Tank number, diameter/height, construction material, construction standard the tank was built to, and the initial service date. This information can be found in a number of places. The first place to look for a lot of this information is on the tank nameplate. If the nameplate is difficult to read, or not present consider looking for other information on file–construction drawings, previous inspection reports, or even purchase orders. Collecting basic tank data is an important step, allowing facility personnel to understand the type of inspection(s) required and determine how often these inspections are required.

Once a document has been generated to organize the different ASTs on site, the facility can begin to determine how and when to inspect a large portion of these tanks–specifically through categorizing all of the shop built or fabricated tanks as detailed in STI SP001. Tanks will be categorized into one of three categories: Category 1, Category 2, or Category 3. The two most important factors that determine the category of each tank are spill control and continuous release detection methods (CRDM). In other words, if there is a product leak or tank failure, where will the product end up and how will a site know if the tank is leaking? Inspect each tank for spill control and CRDMs. Spill Control is defined as “a means of preventing a release of liquid to the environment, including adjoining property and waterways”. The spill control method must be able to hold the entire capacity of the tank and includes secondary containment dike/berms, remote impounding, a secondary containment AST, or a secondary containment system. Take note of each tank and answer the question–does this tank have spill control? The answer will be a “yes” or “no” response. Next inspect the tank for a Continuous Release Detection Method (CRDM), defined as “a means of detecting a release of liquid through inherent design. CRDM is passive because it does not require sensors or power to operate. Liquid releases are visually detected by facility operators. The system shall be designed in accordance with good engineering practice”. A few acceptable and commonly used systems include a Release Prevention Barrier (RPB), secondary containment ASTs including double wall ASTs or double bottom ASTs, and Elevated ASTs. Again take note of each tank and answer the question–does this tank have a CRDM? Yes or no? Go
Spill Prevention Control and Countermeasures (SPCC): From the baseline inspection to technical guidance/training to storing your inspection reports, TCI is here to assist you in every step of the SPCC plan process. By specializing in SPCC inspection services, you can rest assured that your facility will be fully compliant once TCI has completed the job.

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www.noranews.org > Events

**2017 NORA WINTER MEETING AND EH&S FORUM**
February 22-24, 2017
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Classic
USED OIL GENERATORS
By: Vern Parker

Before the Price family grew to the point where the selection of a new car was limited to a four-door sedan or a station wagon, a two-door hardtop Chevrolet Impala was purchased.

For as long as Michele Price can recall the car her father, Jerry, bought has been a part of the family. Her father purchased the Impala on April 2, 1965 at the Griffen Chevrolet dealership on East Jefferson Street in Monroe, North Carolina.

Beside Corvair models and Corvettes Chevrolet that year was offering Chevy II, Chevelle, Malibu, Biscayne, Bel Air and Impala models.

Price says her father must have received a good deal on the 1964 left over Impala.

It was one of 889,600 Impalas manufactured in the 1964 model year including the high powered Super Sport versions.

The base price of the Chevrolet was $2,784 with no additional charge for aqua trim upholstery nor azure aqua paint. However, additional cost items included:

- 2-speed Powerglide transmission........................... $199.10
- Push-button AM radio........... $58.65
- 7.50x14-inch white sidewall tires ......................... $46.45
- Tinted windshield.........................$21.55
- Wheel trim rings.......................$18.30
- 2-speed wipers..........................$17.25
- Retractable seatbelts...........$7.55
Price reports the car came with no power assisted options such as windows, brakes or steering but did have two exterior mirrors, each one engraved with the Chevrolet “bowtie” emblem.

Under the expansive hood is the trusty 283-cubic-inch V-8 engine that delivers 195 horsepower to propel the 3,415-pound car on its 119-inch wheelbase.

Price remembers numerous family vacation trips in the Chevrolet with her parents and sister, April.

As the years passed both she and her sister learned to drive in the car and both of them drove the car to their high school near Mount Vernon in Virginia.

After more than 150,000 miles the Chevrolet was put out to pasture behind the family garage.

There the car sat waiting to be rescued. No one seemed to be inclined to tackle the task until in 2008 Price stepped forward.

The rusty old car was hauled off to her Stafford, Virginia home where the next seven years were spent first taking the car apart, restoring the worn out parts and reassembling the restored or replaced parts.

Triple taillights have been an Impala trademark since the 1958 model and are on the rear of this car with the center lights on each side a backup light.

At the front of the car are the four round headlights.

The aqua interior features front and rear bench seats and a dashboard without padding. In front of the 120-mile-per-hour speedometer is a two-spoke steering wheel. In a nod to safety the original front drum brakes have been replaced with disc brakes.

By 2015 the Impala appeared as it had more than 50 years ago.

Despite the years of labor and expense Price has no regrets because, she says, “It’s what I grew up with.”

*If you own a Classic Used Oil Generator and would like to be featured in Liquid Recycling, email info@noranews.org today.*
How is your company connected to the industry? How/why was the company established?

For nearly 50 years Fountain Industries has been producing high quality US made parts cleaning equipment and systems. Starting from humble beginnings as a small manufacturer of solvent-based parts washers, we have grown through acquisitions and ongoing product development into a leading manufacturer and marketer of solvent and aqueous based parts cleaning equipment serving multiple market sectors and channels.

We work with leading companies in the Oil Recycling and Environmental Service industries, allowing them to bring high-value cleaning equipment to their clients-expanding their product and service offerings and creating additional revenue streams and opportunities.

What products/services does Fountain Industries LLC provide?

Fountain provides complete product coverage in aqueous and solvent based equipment and accessories to support cleaning needs from DIY through professional users. We have a wide variety of product platforms and feature configurations for manual, soak, agitation, and spray cleaning methods. We listen to our customers to understand the unique features needed in the day-in-day-out servicing of their clients equipment, and we design those features in.

What value do you find in NORA membership to expand your business opportunities?

NORA communicates and educates the market on the wide variety of issues driving the member’s operations and provides a great platform to network with its members. By having an ongoing understanding of industry issues, we can better tailor our products and programs to fit the market’s needs. NORA’s meetings, conferences, and trade shows are a great way to meet the members we don’t already know and to stay connected with those with which we have an ongoing relationship.

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

The biggest (and ongoing) challenge in the parts cleaning industry is maintaining current information on any new or pending regulatory actions related to chemistries and materials used within cleaning processes and their proper disposal. State, Regional, and Federal actions are rapidly changing and product development efforts always need to consider the impact of future regulatory changes.

Opportunities do abound though. Shifts in oil prices can create the need for NORA members to provide additional services in order to maintain a more consistent and diversified revenue stream. The parts cleaning business is relatively stable and can help in this area.
Fountain Industries is a leading US based manufacturer and marketer of parts washing equipment serving the automotive repair and industrial sectors. Our solvent-based and environmentally-sensitive water-based parts cleaning products are sold through distributors and cleaning service companies worldwide and is the largest manufacturer of branded and private labeled parts washers and specialty products.

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<th>Contact Details</th>
<th>Services</th>
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</tbody>
</table>

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- Renewable Energy and Conservation
- Emerging Technologies
- Case Studies
- Market Analysis
- Future Outlook

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