Legislation Calls for Year Long Used Oil Study

Calls for Coordinated Used Oil Federal Strategy

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2019 NORA EH&S Forum and Winter Meeting
New Orleans, Louisiana
March 6-8, 2019 ..............................36-40
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Your Voice in DC

On March 27, 2017, US Representative Susan Brooks (R-IN) introduced House Resolution 1733. It passed the House of Representatives in late 2017 and the Senate in late 2018 in the last days of the 115th Congress.

On December 21, 2018, President Trump signed HR 1733. The legislation specifically directs "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 calls for the Department of Energy (DOE) to review and update the report prepared by DOE in 2006 by the end of 2019. In addition, the DOE is directed to prepare and submit to Congress a coordinated Federal strategy to increase the beneficial reuse of used lubricating oil, that—

- increase the responsible collection of used oil;
- disseminate public information concerning sustainable reuse options for used oil; and
- promote sustainable reuse of used oil by Federal agencies, recipients of Federal grant funds, entities contracting with the Federal Government, and the general public.

Congress required the DOE to consult with relevant affected industry and stakeholder groups.

NORA has reached out to the DOE to set up an initial meeting. The partial government shutdown in Washington, DC has stalled the beginning of this project.

NORA fully intends to be the primary association stakeholder on this project as we are the only association that represents every facet of the used oil industry.

Most members are unable to be at the numerous meetings that will be held this year regarding this project. Jack Waggener and I will be representing all NORA members at each meeting.

We need your help. At the NORA Winter Meeting, we will be hosting a forum for you to have your voice heard. We will take the information from the meeting and use it to properly represent you on this important project.

This is your chance to have your voice heard as the US government develops its coordinated Federal used oil strategy.
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INDUSTRY CALENDAR

NORA EH&S Forum & Winter Meeting
New Orleans, Louisiana
March 6-8, 2019

NORACONference & Trade Show
Naples, Florida
November 13-16, 2019

NORA Mid-Year Meeting
Denver, Colorado
June 12-14, 2019

NAPA Annual Meeting
Maui, Hawaii
February 2-5, 2020

ILMA Annual Meeting
Colorado Springs, Colorado
September 21-24, 2019

NORA Mid-Year Meeting
Chicago, Illinois
June 17-19, 2020
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**Patent Applications**

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Fouling resistant cracking (PCT/CA2011/050207, PCT/CA2013/050091, PCT/CA2013/050092)
Stabilizing/desulphurizing (PCT/CA2011/050117)
During the NORA meetings of 2018 we have discussed that there were legislative plans in the works to require the Secretary of Energy to update the US Department of Energy (DOE) 2006 report, "Used Oil Re-Refining Study to Address Energy Policy Act of 2005, Section 1838". This became the law on December 21, 2018 when President Trump signed the legislation requiring this action.

DOE is directed to do this study in cooperation with the U.S. Environmental Protection Agency (EPA) and the White House Office of Management and Budget (OMB). The legislation specifically requires the updating of data that was used in preparing the 2016 report in consultation with relevant Federal, State, and Local agencies and affected industry and stakeholder groups; and prepare and submit to Congress a coordinated Federal strategy to increase the beneficial reuse of used lubricating oil. The Federal strategy submitted to Congress shall be consistent with the national policy as established pursuant to section 2 of the Used Oil Recycling Act of 1980 and shall address measures needed to increase the responsible collection of used oil; disseminate public information concerning sustainable reuse options for used oil; and promote sustainable reuse of used oil by Federal agencies, recipients of Federal grant funds, entities contracting with the Federal Government, and the general public. The deadline for completion of the report is December 21, 2019, and DOE has been authorized to spend no more than $500,000 in executing this requirement.

NORA Executive Director Scott D. Parker stated, “NORA is the only association that represents the entire used oil recycling industry. NORA will be a lead stakeholder to make sure the voice of our members is heard.”

As many of you will recall NORA was a major stakeholder providing input to DOE in the development of the 100 page 2006 report. NORA staff along with several NORA members (used oil re-refiners and processors) participated in the initial stakeholder meeting in 2005. NORA provided comments and data to DOE. Other industry association stakeholders were the Automotive Oil Change Organization (AOCA), National Auto Dealers Association (NADA), American Petroleum Institute (API), and Environmental Technology Council (ETC). In addition to DOE, other governmental bodies that participated were EPA (D.C. Headquarters and Region V) and the California Department of Toxic and Controlled Substances.

It is very important that NORA and its members be involved in this process in 2019 to help assure that the new report is as accurate as practical. Obviously the used oil industry has changed significantly during the last 13 years with a large expansion of the re-refining industry along with technological improvements.

Another significant input to the new report will likely be the data and results of the extensive multimillion dollar California Used Oil Life Cycle Analysis that was performed by the University of California of Santa Barbara, it was completed in 2013. NORA and several members were heavily involved in this LCA as a stakeholder over a 3 year period.

All NORA members are encouraged to participate in the upcoming NORA Winter meeting. During that meeting this legislation will be a major topic of discussion. This meeting will also allow members to help formalize NORA’s strategy related to this important 2019 project.

Jack Waggener is NORA’s Senior Consultant. He can be reached at 615-771-2480 or jack.waggener@aecom.com.
President Donald Trump signs HR 1733 on December 21, 2018.
NORA Member Present During “Buy American” Executive Order

On January 31, 2019, President Donald Trump signed an Executive Order. The order directs the head of each executive department and agency administering a covered program to "encourage recipients of new Federal financial assistance awards to use, to the greatest extent practicable, iron and aluminum as well as, steel, cement, and other manufactured products produced in the United States in every contract, subcontract, purchase order, or sub-award that is chargeable against such Federal financial assistance award."

Brian Martin of NORA Member US Foundry was present for the signing ceremony in the Oval Office. US Foundry accepts used oil filters and utilizes them in their operations as a producer of municipal castings.

Valicor Environmental Services Acquires Spirit Services

NORA member Valicor Environmental Services ("Valicor"), one of North America’s largest providers of non-hazardous wastewater treatment services, has expanded its leading network of wastewater processing facilities through the acquisition of NORA member Spirit Services ("Spirit" or the "Company").

Spirit operates a centralized wastewater treatment ("CWT") facility located in Williamsport, Maryland, as well as oil processing and transfer facilities located in Williamsport and Buena Vista, Virginia, which also provide vacuum truck and filter recycling services to a wide range of customers throughout the mid-Atlantic region. The Company currently has capacity to further expand its wastewater treatment
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operations and will enable Valicor to become one of the leading wastewater treatment providers in the region.

James Devlin, Valicor’s Chief Executive Officer, commented, “We are thrilled to extend Valicor’s leading network into Maryland and Virginia. Valicor continues to expand into additional geographies in order to better serve both new and existing customers. Spirit Services will play a critical role in building out our offerings of wastewater and other environmental solutions and we could not be more excited about this addition to the Valicor platform.”

Republicans on the Environment and Public Works Committee panel voted unanimously for Wheeler, a low-key Washington veteran who has led the EPA since Scott Pruitt’s resignation.

Republicans praised Wheeler for shepherding along a series of proposed environmental rollbacks, such as proposing to narrow federal protections of wetlands and waterways, since then. “Mr. Wheeler’s done an outstanding job leading the EPA the last six months,” said Wyoming Republican John Barrasso, the committee’s chairman.

GFL Environmental Acquires Future & Environmental Energy
NORA member GFL Environmental has informed NORA that they have acquired NORA members Future Environmental and Environmental Energy. GFL is seeking to expand its North American presence into the U.S., and the acquisition of Future Environmental plays a large role in that strategy.

“With a liquid waste services company, we can really create a one-stop shop for all of our customers’ needs, and the recent purchase of Future Environmental is our first large U.S. acquisition in that space,” GFL CEO, Patrick Dovigi, says. “We’ll now be able to cross-sell between the various lines of our business and differentiate ourselves a little bit by offering the customers, particularly on that side of the business, a resource for all their waste needs.”

ELD Research Mixed Safety Effects
Mandating the use of electronic logging devices (ELDs) was aimed ultimately at reducing accidents and improving safety, but new research shows mixed results toward that goal so far. Hours of Service compliance has improved, but there has not been a decrease in the number of accidents.

An academic team led by Alex Scott, assistant professor of supply chain management at Northeastern University, analyzed Federal Motor Carrier Safety Administration (FMCSA) data to assess how enforcement of the ELD rule was affecting three safety-related metrics: compliance with hours of service (HOS); accident counts; and the frequency of unsafe driving.

The results? While HOS compliance improved considerably, there was no decrease in the number of accidents for independent owner-operators and carriers with small fleets. It also found that unsafe driving infractions for small companies and owner-operators actually increased relative to large asset-based carriers.
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When Oldsmobile introduced the 1950 Oldsmobile Futuramic 88 with a Rocket V-8 engine John McMahan was too young to drive but old enough to know what he liked.

During the next half century several cars came and went through his hands but he always kept his Oldsmobile dream alive.

A few years into the 21st century McMahon saw an advertisement offering for sale a red 1950 Oldsmobile Futuramic 88 convertible. He quickly flew to Wichita, Kansas to inspect the restored car first hand.

Upon first seeing the car McMahon had to be cautious about his enthusiasm in order not to surrender his negotiating position, however, he now admits that he thought to himself, “I’m not leaving without this car.”

The World War II Lockheed P-38 fighter aircraft had an air intake below the propeller which provided inspiration for the styling below the Oldsmobile’s headlights.

Negotiating didn’t take long before McMahon had purchased the car and arranged to have it transported to his
Potomac, Maryland home.

When new the 3,510-pound convertible coupe rolled out of the Lansing, Michigan factory on its’ 119.5-inch wheelbase. A total of 1,366 such models were manufactured. The base price of each car was $2,162.

What helped make the 1950 Oldsmobile so popular was to be found under the hood. Lurking there was a 303-cubic-inch high compression overhead valve V-8 engine that developed 135 horsepower. All of that power was delivered to the rear wheels via a hydramatic transmission.

From left to right the automatic gear selection pattern is: Park – Reverse – Neutral – Drive – Third – Second – First.

The upholstery is tan and the dashboard matches the red exterior.

In order to make the operation of the Oldsmobile more driver friendly the car now is equipped with disc brakes, as well as air conditioning and power steering. “With disc brakes I don't have to plan to stop so far in advance,” McMahon explains.

All of the windows are operated manually by hand cranks.

To assist in starting the big engine the original six-volt electrical system has been upgraded to a modern 12-volt system.

In a nod to safety McMahon says his convertible is equipped with seat belts.

When seated at the three-spoke steering wheel the driver has a clear view of the 110 mile per hour speedometer and the single outside mirror on the left side.

Two dozen evenly spaced snaps secure the boot covering the convertible top when it is in the lowered position.

The lengthy engine hood appears to stretch into next week when viewed through the one piece tinted windshield.

In order to protect the red paint when refueling there is a chrome guard below the filler door on the left rear fender.

Adding visually to the length of the Oldsmobile both front fenders have chrome trim flowing from the headlights toward the rear of the car ending near the back of the doors. Fender skirts on the rear wheel wells add to the illusion of length.

With safety in mind each rear fender concludes with a backup light, a combination tail and brake light and a red reflector.

Since taking possession of the Oldsmobile McMahon has driven his dream car about 2,500 miles, all on sunny days.

"I've always liked the 1950 Oldsmobile," he confesses. “It's my favorite car."
IMPLEMENTING BEST PRACTICES
Establishing Key EHS Metrics
By Chip Duffie
Balancing environmental, health and safety (EHS) compliance with trying to maximize productivity and revenue generation is a constant challenge for NORA members. Companies of all size struggle with how to operate within everchanging regulations while staying in business. Many companies fail to integrate consistent EHS practices into their operations and as a result, often find themselves scrambling to comply with an agency request, customer RFP or even a plaintiff’s demand. One area that many companies struggle with is establishing and tracking actionable metrics for EHS success. As Peter Drucker’s quote highlights, knowing what is important and how to measure it, is the key to improvement. While that sounds easy in principle, many companies lack the program visibility to effectively leverage metrics in their daily operations.

There are already so many data points that management must juggle – from sales quotas to customer service benchmarks to financial performance – that adding more metrics may seem counterproductive. However, the only way to truly drive improvement throughout your company culture is to ensure that management is aligned on what is important and how to measure success. Just like any other corporate strategy, EHS excellence depends on tone at the top. If executives have actionable metrics, then companies will see a reduction in risky behaviors and an enhanced EHS focused culture.

For EHS performance, do you know the answers to some basic questions about your company?

- What was your company’s Total Recordable Injury Rate (TRIR), number of lost work days and number of days with employees on light duty?
- Do you know the number of site and equipment inspections done in the last 90 days?
- Do you know the most common deficiency found in these inspections?
- Do you know how many near misses were reported in the last year?
- Do you know how many injuries your company had last year by job type, and how many of those were OSHA recordable

There are many companies that can answer at least some of these questions and that may be fine for their business. However, too many companies have no safety and compliance related metrics at all, while others only measure lagging indicators like injuries, penalties, and driver citations. While these are key metrics that every company should track, they only look in the “rearview mirror” and do very little to prevent reoccurrence or establish actionable improvement programs. More sophisticated EHS programs also use leading indicators like training rates, near miss reporting, behavior observations and more to provide management with forward looking practices designed to prevent issues rather than just report them.

Companies that have a good handle on their data, benchmarks and trends, all use some type of software system to capture the information. The key is to make data collection and result distribution easy so as not to create an administrative roadblock. Whether you use a software tool or have manual processes, there is no doubt that in order to drive improvement and sustain long-term compliance focus, you need to establish some key metrics and communicate them with your team. If you set clear targets and have your team aligned, you can consistently leverage metrics to improve your EHS culture and performance that will drive value directly to your bottom line.

**About the Author**

Chip Duffie is the President and Founder of EHS Momentum, LLC, a full service EHS consulting and software firm that focuses on empowering small and mid-sized business to implement EHS management systems. Prior to founding EHS Momentum, Chip was Sr. Counsel in the Dallas, TX office of Clark Hill Strasburger where he was a member of the Environmental and Regulatory Team. Chip also served as Chief Compliance Officer for Safety-Kleen and then as SVP, Compliance for Clean Harbors. He can be reached at cduffie@ehsmomentum.com

*If you can’t measure it, you can’t improve it.*

– Peter Drucker
An accident or near accident is a signal that something is amiss. The primary goal of an accident investigation program is the prevention of future similar accidents through the use of knowledge derived from the investigations. Additionally, the investigation will be used to prepare reports required by federal and state law as well as the Workers’ Compensation insurance carrier.

**Policy**

All work-related accidents should be investigated in a timely manner. Minor incidents and near misses should be investigated as well as serious accidents. A near miss is an incident which, although not serious in itself, could have resulted in a serious injury or significant property damage. Investigation of these instances may avoid serious accidents in the future.

Supervisory personnel should be primarily responsible for making an investigation of all accidents in their areas of responsibility including:

- OSHA recordable accidents;
- Vehicle accidents;
- Incidents involving equipment damage;
- Spills of hazardous materials;
- Fires;
- Near misses that had the potential to cause injuries or property damage.
The safety manager should assist in accidents involving fire, death, serious injury, or extensive property damage.

Procedure
When an employee is injured at work, the employee's supervisor is responsible for taking emergency action to have first aid administered, obtain professional medical attention as soon as possible, and protect other employees and equipment. The supervisor must then begin to investigate the circumstances of the accident. The following procedures have been found to be effective when responding to and investigating accidents:

1. Go to the scene of the accident.
2. Provide first aid or emergency medical care. Call 911 if an injured person is unconscious, bleeding profusely, is in great pain, or shows signs of shock or heart attack, or if you are uncertain about the severity of injuries.
3. Control access to the scene. People milling around can destroy physical evidence or information necessary for an accurate and complete investigation. They may also get in the way of emergency responders and expose themselves to uncontrolled hazards. Rope off or barricade the area or have someone stand guard. If possible, contain the hazard to prevent further damage or injury.
4. Talk with the injured person, if possible. Talk to witnesses. Stress getting the facts, not placing blame or responsibility. Ask open-ended questions.
5. Listen for clues in the conversations around you. Unsolicited comments often have merit.
6. Encourage people to give their ideas for preventing a similar accident.
7. Study possible causes of unsafe conditions or unsafe practices.
8. Confer with interested persons about possible solutions.
9. Write your accident report, giving a complete, accurate account of the accident.

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10. **FOLLOW UP** to make sure conditions are corrected. If they cannot be corrected immediately, report this to your supervisor.

11. **COMMUNICATE** corrective action taken, and what was learned from the experience, to employees in either a training session or other form of communication.

In order for the supervisor’s report to be effective, it should contain detailed answers to the following questions:

- **What was the employee doing?** Describe the equipment, materials, people, and environmental conditions involved in the accident. Use the accompanying flowchart to help isolate the conditions responsible for the accident or injury.
- **What happened?** Indicate in detail what took place. Describe the accident, the type of injury, whether the employee was wearing appropriate safety equipment, and any other relevant details.
- **What caused the accident?** Explain in detail the condition, act, or malfunction that caused the accident. Remember that it is possible to have more than one reason or cause for an accident. Use the accompanying flowchart to determine whether the causal factor(s) are task-, person-, training-, material-, and/or environmentally-related.
- **What can be done to prevent a similar accident?** Indicate corrective action to prevent recurrence.

**About the Author**

Matt Gartner is the Assistant Vice President of Environmental Property & Casualty for NORA Member XL Catlin, Division of AXA. Gartner serves as the head of NORA’s Environmental, Health & Safety Committee. He can be reached at 610-968-9294 or at matthew.gartner@axaxl.com

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**Finding the Root Cause Factors**

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<th>Unsafe Work Practice</th>
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Gen III Oil Corp
Supervision’s role in creating a culture of safety

By Will Funk

There is a conversation we unfortunately have frequently with fleet managers. It goes something like this. “Our drivers seem to always be (fill in the blank with a troubling safety issue),” says the upper level manager. “What have you done to help prevent the issue?” we ask. The reply is filled with driver-centric policies and procedures, sometimes punishments for violators and other items focused on the driver behavior. Many of the ideas are good. Yet the fleet is still having safety problems. Then we ask, “How are the supervisors directly involved with safety supervision each day?” The common reply? Silence.
Even when fleets find viable solutions to safety issues, they may not see the improvement they expect without proper front line supervision. Training, visual reminders and other methods are likely to fail unless there is follow up from the supervisors. Actually, the responsibility must be shared by the entire chain of supervision.

The process begins with selecting supervisors wisely. This subject goes beyond the scope of this article, but front line supervisors must be able (and willing) to effectively communicate with drivers and other staff. Staff members who move up through the ranks can be beneficial; there may be respect since they have been in the driver’s shoes. A negative can be that they are friends with the drivers, perhaps worked with them for years, so there may be some hesitation to confront issues with an old friend.

Let’s look at some effective methods we have seen utilized, without micro-managing, and effectively improve safety. A common area we hear from fleets relates to failure to conduct thorough pre and post trip vehicle inspections. The current national average out of service rate for commercial vehicles is just over 20%. That means potentially one out of every five vehicles leaving the yard could be placed out of service if stopped. More importantly means that these vehicles could have serious issues that cause traffic collisions, injuries or even fatalities. Considering the most common out of service violation is for brake issues, the consequences of this failure can be severe.

With fleets that are struggling with an issue like vehicle inspections we often see companies emphasizing the failure at the driver level. Successful fleets focus on both solving the issue and make supervision part of the implementation.

As an example, we commonly hear mechanics complaining about the poor vehicle inspections during training sessions. After the training we watch drivers head out to their vehicles, conduct pre-trip inspection in less time than it takes to just correctly complete an air brake check and leave the yard. During this time the supervisors are busy at their desks with paperwork.

With fleets showing success in this area, the supervisors excuse themselves and apologize that they like to be out in the yard, visible to the drivers, during this time. They do not need to apologize to me… that is exactly what we encourage.
them to be doing! These supervisors are not looking over
the shoulders of their drivers; they are available to answer
questions, learn about issues they are having with vehicles or
routes and spend a few valuable minutes of one on one time
with the drivers.

Some supervisors of effective programs share with us that
they may hide a gift card in a place that they know the driver
should check during each pre-trip. The word gets out about
this and drivers may make sure they check each area of their
vehicle. Does it guarantee a perfect vehicle inspection? No, but
it’s a good start.

Effective supervisors come up with relevant training
topics that drivers will relate to for tailgate safety meetings.
Perhaps a failure related to poor vehicle inspections can be
traced to drivers not being properly trained maybe because of
new equipment. We all have different triggers that make us
remember and apply information from lessons. Supervisors
should strive to change up the tactics to reach everyone in the
fleet during training sessions. Some will relate to hearing about
something that happened to another driver. Others may not be
aware of a particular statistic of a high frequency that resonates
with them. Good supervisors listen as much or more than they
talk and find ways to make training effective.

I listened to a supervisor who was working with his fleet
on reducing backing incidents (like most fleets). He discussed
with the drivers that he watched them walking behind their
trucks every time they entered their vehicles, checking for
objects. He explained how that inspired him to do this every
time he entered his work truck. Then he showed a photograph
of his small grandchildren right behind the duals on one of
their trucks, illustrating how difficult they are to see and could
easily be missed by an inattentive driver. His comments were
sincere, and you could tell they resonated with the drivers.

Other times I have heard stories from drivers who tell me
that their supervisors like certain driver because they always
finish their route faster, rewarding them with overtime or some
other perk. The drivers know that this is the person who always
takes shortcuts, speeds and gets out of the yard first because
he doesn’t do a complete vehicle inspection. Efficiency
and production are important, but not at the sake of safety,
especially when it is creating a culture where unsafe behavior
is being rewarded.

Distracted driving is clearly one of the most serious
issues challenging fleets today, both looking out for other

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distracted drivers and keeping our drivers focused on the road. Supervisors can play a valuable role in this area. When new technology is implemented, supervisors should be involved discussing issues with drivers, obtaining their feedback, both before the technology is put into use, continuing after when drivers may find new issues. This is where having supervisors who are regularly interacting with drivers can be beneficial.

Effective front line supervisors rarely use a “subordination by intimidation” model, opting to coach drivers instead. They also model the behavior they wish to see in the drivers. In more than one training we have been discussing a safety topic when a driver says out loud, “tell that to our supervisor!” You can’t tell drivers not use cell phones while driving if they see managers doing it all day long. To create a positive culture there must be consistency with everyone.

Supervisors will benefit from some coaching as well, especially employees new to a position. Upper management can help by setting expectations and working with the staff to set a consistent message for everyone. Being placed in a new position of power, with additional responsibilities, can be daunting. When promoted, employees typically receive training on how to do the “work” but not necessarily on how to effectively supervise. Having a mentor will help with this.

With your next safety program or issue that needs attention, consider first the role of your front line supervisors, along with other supervisors and managers. Structure the response so support can be provided to make supervision excellent and the entire fleet safe.

About the Author
Will Funk is a Project Manager and instructor for Safety Research Consultants, Inc., specializing in assisting fleets with traffic safety training and consulting services. Many of their clients are solid and liquid waste fleets across the country. Will worked previously as an enforcement officer, accident reconstructionist and traffic safety programs coordinator for the Orange County Sheriff’s Department in Southern California and now resides in Oregon. He can be reached at (909) 816-8821 or wfunk@src-safe.com

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NORA is a member driven association. Each year, candidates are nominated and a competitive election is held in the fall. Those elected by the members provide the oversight and direction that allows the association to provide the maximum value to its membership.

For 2019, the following are the results for NORA’s Executive Committee:
- Roy Schumacher of Schumacher Consulting, LLC was elected as the NORA President.
- Gary Risse, Trihydro Corporation was elected as NORA Executive Vice President.
- Chris Bergstrom of NOCO Energy Corp, will serve in the Past President role.

The following candidates were re-elected to the NORA Board for a two-year term:
- Scott Eddings, Avista Oil
- Leon Glenn, Texpar Energy, LLC
- Andy Pritchard, Enterprise Oil
- Guy Tomlinson, Terrapure

The following candidates were elected for the first time to the NORA Board for a two-year term:
- Jeff Baxter, World Oil
- Gary Farrar, Heritage-Crystal Clean
- John Strickland, Jr, Vertex Energy

Ellie Bruce of Heritage – Crystal Clean, LLC and John Strickland of Vertex Energy, Inc. were thanked at the conference for their many of years of service to NORA on the Board.

If you are interested in serving on a NORA committee in 2019, contact NORA President Roy Schumacher.
Crystal Clean is an experienced and broad-based environmental services company that offers a wide range of products, services and support to our customers. Crystal Clean provides reliable and on-time environmental services because we understand that our top priority is to responsibly meet our customer’s expectations. As a long-standing member of NORA, we actively support improving the regulatory framework for managing PCB’s in used oil through the NORA TSCA Workgroup. We also support 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.
The 2018 NORA Conference & Trade Show was held November 7-10, 2018 in Rancho Mirago, California. The event attracted over 300 industry leaders and featured 46 exhibitors. This created a great atmosphere for business development and networking.

The conference featured a variety of educational sessions that was headlined by John Riggins, NFL Hall of Famer with his address of “Do Your Job”. Additional sessions included:
- Help Wanted: Proven Solutions Addressing the Driver Shortage
- Generator/Quick Lube Market: Today & Tomorrow
- IMO 2020 Market Effects for Used Oil
- The Election's Impact on the Economy
- Asphalt Market: RFO Outlook
- Technology Panel

All the PowerPoints for the conference sessions are now available on-line in the members only section of the website.

NORA would like to thank the sponsors of the conference for their support (please see pages 32-35).

Maximum exposure for minimal cost.
— Howard A Nevins, InTerraChem

The only organization you have to belong to if you are in the used oil recycling, collection, transportation and re-refining business.
— GUILLERMO SILVA, OLEIN RECOVERY CORPORATION
Great event. Professionally managed. Good industry cross-representation and attendance. Relevant presentations. Excellent networking opportunities.

— Mark Redcliffe, Gen III Oil Corporation

They should attend to learn about technology updates at the show and to learn about business conditions that impact strategic planning.

— Michael Pitcher, Hydrodec
This is a perfect forum to network with industry colleagues.

— Bob Schaefer, Clean Burn LLC

The NORA conference provides a focused environment to meet attendees, conduct side meetings, display industry related vendors, and be updated on pertinent industry topics---all in one place.

Most of the oil recycling industry is represented in one place.
— Alan Fox, MemPore Environmental Technologies

We have been impressed with the organization. NORA is a great organization, that cares about the best interest of their members.
— Brett Schmidt, Titan Logix Corp.
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CLOSING PARTY LEVEL 3

CLOSING PARTY LEVEL 4

CLOSING PARTY LEVEL 5
When a company joins the Association, they confirm their commitment to NORA’s Guiding Principles. The first guiding principle is: “We make health, safety, and environmental considerations a top priority in our planning for all existing and new facilities, processes, products, and services.”

The association will host its 6th annual NORA Environmental, Health & Safety (EH&S) Forum on Wednesday, March 6, 2019 in New Orleans, Louisiana prior to the start of the Winter Meeting. This forum is tailored for those whose roles within their companies significantly relate to EH&S issues.

You may register for the EH&S Forum as a stand-alone event for just $159, or combine it with the NORA Winter Meeting Registration for $369. Register at www.noranews.org.

Here is a preview of the topics that will be addressed at the event.

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NORA EH&S Forum Agenda
March 6, 2019

8:00 AM - 8:30 AM  Registration and Breakfast

8:30 AM - 9:30 AM  Accident Reconstruction: Providing Answers to Limit Liability
Will Funk & Bob Landman, Safety Research Consultants
When an accident occurs involving a NORA member company, EH&S professionals have multiple items to manage. A critical aspect is to collect and secure information that will enable a proper accident reconstruction. This session will identify best practices for NORA members to document how a crash occurred and determine which factors caused the crash.

9:30 AM - 10:30 AM  Fire Escape: Suppress the Risk
Lindsey F. Scharg, Fire Rover, LLC
A simple spark can cause a massive risk for a used oil recycler. Next generation technology provides affordable solutions to help keep fire risk to a minimum for NORA members. This session will explore the latest technologies that effectively and efficiently prevent fires.

10:30 AM - 10:45 AM  Break

10:45 AM - 11:30 AM  Prepared for the Spill?
Marlin Zechman, AXA XL
When a company manages millions of gallons of used oil, spills are inevitable. Responsible companies prepare for these situations. This session will explore proper training and materials required to manage the unexpected.

11:30 AM - 12:15 PM  Big Data / Big Liability: Securing ELD Data
Melanie R. Cheairs, Lorance Thompson, PC
Electronic Logging Devices and other systems collect a lot of data. NORA members are able to use that data to better track Hours of Service. However, that same data can help or hurt you as it relates to litigation. This session will explore how to minimize your liability in the new era of big data.

12:15 PM – 1:00 PM  Lunch

1:00 PM - 1:45 PM  Beyond the MVR: Advanced Screening Techniques
Traditionally, NORA members have used motor vehicle reports to predict future driving safety performance. That is a good start. In the era of truck driver shortage, using other techniques to know the on-and-off-duty driving habits and records of your driving employees will help your organization maintain a safe driving force. This session will explore how to mitigate risk and improve decision making in the hiring process and post hire monitoring.

1:45 PM - 2:20 PM  Break

2:20 PM - 3:00 PM  Contracts & Insurance: Can’t We All Get Along
Matt Gartner, AXA XL
NORA members are constantly negotiating and signing contracts for their businesses. Are your contracts in harmony with your various insurance contracts? Learn what most companies miss during contract review. This will help your insurance policies provide the maximum protection when you need it.

3:00 PM - 4:00 PM  NORA EH&S Roundtable
The forum will conclude with an open session that will generate practical ideas for NORA members to take back to the companies to improve their safety culture.
Over 150 industry leaders will attend 2019 NORA Winter Meeting to be held March 6-8, 2019 at the Ritz-Carlton in New Orleans, Louisiana.

The Winter Meeting is an excellent opportunity for NORA members to network and discuss news and issues related to the liquid recycling industry. This event is highly interactive and fosters the development of business opportunities and industry knowledge. Special interest committees help members explore the opportunities and threats facing different sectors of the business. All are welcome to join any of the numerous committee meetings.

The NORA Winter Meeting is a forum for members to have a say in the policies and positions of the association. The tentative schedule is available at www.noranews.org.

There will be special sessions during the Winter Meeting:

• **IMO 2020 – Sea Change for Used Oil Industry**: In January 2020, a profound change will affect world markets for marine fuels. In the months leading up to 2020, all NORA members will be affected by this change. A all-star panel of NORA members familiar with the subject will share what they are seeing in the market today and what changes they expect over the next few months.

• **Federal Used Oil Strategy – Have Your Voice Heard**: President Trump signed HR 1733 on December 21, 2018. It directs the Secretary of Energy to update the report prepared pursuant a report Energy Policy Act of 2005. Most importantly, it also directs the Secretary to prepare and submit to Congress a coordinated Federal strategy to increase the beneficial reuse of used lubricating oil by the end of 2019. NORA will be a primary stakeholder in this process to protect and defend the rights of our members to responsibly recycle used oil and related materials. This forum is your opportunity to have your voice heard and help shape NORA’s strategy and messaging as we engage the Department of Energy.

Registration for the Winter Meeting is $240 and the EH&S Forum is $159 if you register before February 28th. To register for both is just $369. Registration is available at www.noranews.org.

All NORA members are invited to sponsor this event and advertise in the Winter Meeting Book. You may purchase your sponsorship or advertising space by visiting the Sponsorship tab at www.noranews.org.
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## 2019 NORA WINTER MEETING AND EH&S FORUM AGENDA
### MARCH 6-8, 2019 | NEW ORLEANS, LOUISIANA
### TENTATIVE AGENDA | SUBJECT TO CHANGE

### WEDNESDAY, MARCH 6

<table>
<thead>
<tr>
<th>Time</th>
<th>Event Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>8:00 AM</td>
<td>Registration and Continental Breakfast (Salon 3 Foyer)</td>
</tr>
<tr>
<td>8:30 AM</td>
<td>NORA’S ENVIRONMENTAL HEALTH AND SAFETY FORUM</td>
</tr>
<tr>
<td>8:30 AM</td>
<td>EH&amp;S Sessions (Salon 3)</td>
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<tr>
<td>10:30 AM</td>
<td>Break</td>
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<tr>
<td>10:45 AM</td>
<td>EH&amp;S Sessions (Salon 3)</td>
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<tr>
<td>12:15 PM</td>
<td>Lunch (Salon 3 Foyer)</td>
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<tr>
<td>1:00 PM</td>
<td>EH&amp;S Sessions (Salon 3)</td>
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<tr>
<td>1:45 PM</td>
<td>Break</td>
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<tr>
<td>2:20 PM</td>
<td>EH&amp;S Sessions (Salon 3)</td>
</tr>
<tr>
<td>6:00 PM</td>
<td>Reception (Courtyard)</td>
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### WEDNESDAY, MARCH 6

<table>
<thead>
<tr>
<th>Time</th>
<th>Event Description</th>
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<tbody>
<tr>
<td>4:15 PM</td>
<td>NORA WINTER MEETING</td>
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<tr>
<td>4:15 PM</td>
<td>Board of Directors Meeting (Baronne)</td>
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<tr>
<td>4:30 PM</td>
<td>Registration (TBD)</td>
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<tr>
<td>5:30 PM</td>
<td>New Member &amp; Board Member Reception (Carondelet)</td>
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<tr>
<td>6:00 PM</td>
<td>Opening Reception (Courtyard)</td>
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### THURSDAY, MARCH 7

<table>
<thead>
<tr>
<th>Time</th>
<th>Event Description</th>
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<tbody>
<tr>
<td>8:00 AM</td>
<td>Registration/Check-In (Salon 2 &amp; 3 Foyer)</td>
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<tr>
<td>8:00 AM</td>
<td>Display Tables Available for Premier Sponsors (Salon 2 &amp; 3 Foyer)</td>
</tr>
<tr>
<td>8:00 AM</td>
<td>Continental Breakfast (Salon 2 &amp; 3 Foyer)</td>
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<tr>
<td>8:00 AM</td>
<td>Committee Chair Meeting (Salon 1)</td>
</tr>
<tr>
<td>8:30 AM</td>
<td>Welcome (Salon 2 &amp; 3)</td>
</tr>
<tr>
<td>9:10 AM</td>
<td>EPA – E-Manifest Trials &amp; Tribulations (Salon 2 &amp; 3)</td>
</tr>
<tr>
<td>9:45 AM</td>
<td>Break</td>
</tr>
<tr>
<td>10:35 AM</td>
<td>Wastewater Working Group (Lafayette)</td>
</tr>
<tr>
<td>10:35 AM</td>
<td>Antifreeze Working Group (Salon 1)</td>
</tr>
<tr>
<td>11:45 AM</td>
<td>Lunch (Salon 2 &amp; 3)</td>
</tr>
<tr>
<td>12:15 PM</td>
<td>IMO 2020 – Sea Change for Used Oil Industry (Salon 2 &amp; 3)</td>
</tr>
<tr>
<td>1:35 PM</td>
<td>Re-Refined Lubricants Working Group (Lafayette)</td>
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<tr>
<td>1:35 PM</td>
<td>Distilled Fuels Working Group (Lafayette)</td>
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<tr>
<td>1:35 PM</td>
<td>Conference Committee (Salon 1)</td>
</tr>
<tr>
<td>2:45 PM</td>
<td>Membership and Marketing Committee (Salon 1)</td>
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<tr>
<td>2:45 PM</td>
<td>Break</td>
</tr>
<tr>
<td>3:15 PM</td>
<td>Federal Used Oil Strategy – Have Your Voice Heard (Salon 2 &amp; 3)</td>
</tr>
<tr>
<td>4:15 PM</td>
<td>Guiding Principles Committee (Salon 2 &amp; 3)</td>
</tr>
<tr>
<td>4:15 PM</td>
<td>Parts Cleaning Council (Salon 2 &amp; 3)</td>
</tr>
<tr>
<td>5:45 PM</td>
<td>Used Oil Recycling Council (including the Filter Working Group) (Salon 2 &amp; 3)</td>
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<tr>
<td>5:45 PM</td>
<td>Government Affairs Committee (including the Subcommittee on Research) (Salon 2 &amp; 3)</td>
</tr>
<tr>
<td>5:45 PM</td>
<td>NORA Happy Hour Reception (Canal Rooms)</td>
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### FRIDAY, MARCH 8

<table>
<thead>
<tr>
<th>Time</th>
<th>Event Description</th>
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<tbody>
<tr>
<td>8:00 AM</td>
<td>Past Presidents Committee (Baronne)</td>
</tr>
<tr>
<td>9:00 AM</td>
<td>Board of Directors Meeting (Baronne)</td>
</tr>
</tbody>
</table>

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