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November 7-10, 2018 • Rancho Mirage, California
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Help Wanted
The American economy is booming. The most recent quarterly GDP growth report shows a 4.2 percent annualized growth rate. That is great news.

With the strong economy come certain challenges. Many companies (including NORA members) are having a difficult time recruiting qualified employees. According to the Bureau of Labor Statistics, there are currently 6.9 million job openings and 6.2 million unemployed workers. There are not enough workers to fill every open position.

Workforce Solutions
I have spoken to many members about this challenge. One common theme I have heard from many members is a focus on retention. It is obviously easier to keep a quality and trained employee than recruit one. Members have also reported they have had success recruiting friends and family of current employees.

However, retention and recruiting from within is not enough.

American Jobs for America’s Heroes
In 2012, NORA was one of the first associations to partner with the Center for America. That group is a non-profit organization that runs a program called American Jobs for America’s Heroes. The service is completely free for NORA members and it helps you hire highly trained National Guard Members and other Veterans.

The talent pool of veterans and service members looking for full-time career jobs equivalent to their military training, skills, and experience exceeds one million. There are hundreds of thousands of vets who are not employed at all. There are several hundred thousand who are underemployed. Additionally, there are about 200,000 active duty military who leave the military every year. Members of the Army National Guard and the Reserves also add to this potential talent pool. The Army National Guard across the country has an authorized strength of about 342,000 people and these service members are expected to have civilian jobs.

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INDUSTRY CALENDAR

ILMA 2018 Annual Meeting
Palm Desert, California
October 6-9, 2018

NORA 2018 Conference & Trade Show
Rancho Mirage, California
November 7-10, 2018

NAPA 2019 Annual Meeting
Marco Island, Florida
January 20-23, 2019

NORA 2019 Winter Meeting and EH&S Forum
New Orleans, Louisiana
March 6-9, 2019

NORA 2019 Conference & Trade Show
Naples, Florida
November 13-16, 2019

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> Used Coolant Recycling > Sludge Removal > Non-Haz Drum Disposal
> Used Oil Filter Recycling > Oil Water Separator/Triple Basin > Used Oil Filter Recycling

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As reported at the NORA Mid-Year Meeting on June 20-22, 2018 in Baltimore, MD, the asphalt pavement production industry is increasing and has a bright future. This is very important to the NORA membership, and we work closely with the National Asphalt Pavement Association (NAPA) through Jay Hansen, Executive Vice President, of NAPA to support this growth and other significant issues.

After a 2013 dip in production to 330 million tons/year, the production increased to over 378 million tons/year in 2017. In 2018 it is projected to be close to 400 million tons/year with the potential to continue to increase into 2019 and 2020. This is best demonstrated by the trend graph on page 7.

Along with an improving U.S. economy, large increases in Federal Budgets for infrastructure have fueled this growth and likely continued improvements. This is the result of the congressional FY18 Omnibus Appropriations Bill and the FY19 Appropriation Bills. As depicted on the table on page 7, the total Federal Investment in the pavement market has increased in 2018 over 2017 by about 15%.

Our NORA team will continue to be engaged with NAPA on these issues and will report on this at the NORA Annual Meeting November 7-10, 2018.
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- Spent Absorbent Collection
- Oily Wastewater Collection
- Spent Antifreeze Collection
- Industrial Services

Federal Spending on Materials Markets in 2018 in billions of dollars

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<th>Service</th>
<th>2017</th>
<th>2018</th>
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<tr>
<td>Federal-Aid Highways</td>
<td>$43.30</td>
<td>$44.23</td>
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<tr>
<td>General Fund Bonus</td>
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<td>$2.53</td>
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<tr>
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<tr>
<td>TIGER Grants</td>
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<td>Airport Improvement Program</td>
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<td>INFRA Grants</td>
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<td>General Fund Bonus</td>
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<tr>
<td>TOTAL Spending</td>
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U.S. Asphalt Pavement Produced Annually

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<td>340</td>
<td>360</td>
<td>371</td>
<td>378</td>
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In million tons

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In Federal Spending on Materials Markets in 2018 in billions of dollars: 2017 2018

Federal-Aid Highways $43.30 $44.23
General Fund Bonus $2.53 $2.53
Emergency Relief $0.739 $0.739
TIGER Grants $0.5 $1.5
Airport Improvement Program $3.35 $3.35
General Fund Bonus $1.0 $1.0
INFRA Grants $1.56
TOTAL Spending $47.89 $54.91

In U.S. Asphalt Pavement Produced Annually:

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In million tons
NORA Member Gen III Oil Corp Entered Arrangement with Mike Ebert

NORA Member Gen III Oil Corp. (TSXV:GIII) recently announced that it has entered into a technical and re-refinery operations consulting arrangement with Mike Ebert and Blue Process Advisors, LLC.

Mr. Ebert commenced his 34-year career in the oil refining business with Esso Petroleum Canada in Sarnia, Ontario before moving to Safety-Kleen’s Breslau re-refinery. Safety-Kleen is North America’s largest collector, recycler and re-refiner of used oil. Safety-Kleen owns and operates the largest oil re-refining capacity in North America, collecting and processing more than 220 million gallons of oil per year.

Mr. Ebert then joined Clean Harbors Environmental Services (“CHES”) when they acquired Safety-Kleen in 2011. CHES is North America’s leading provider of environmental, energy and industrial services. CHES’s customer base spans several industries, including chemical, energy and manufacturing, as well as numerous government agencies.

Gen III President & COO Gordon Driedger stated, “Mike Ebert’s first-hand industry knowledge of re-refining and used motor oil is impeccable. Mike has demonstrated an ability to maintain compliance in highly regulated businesses and has operated under the jurisdiction of local regulatory agencies, state environmental agencies, USEPA, OSHA, DOT, FRA, US Coast Guard and their Canadian equivalents. We are extremely fortunate to have access to Mike’s expertise and experiences which are already proving accretive as we finalize front-end engineering and design.”

NORA Member TAS Environmental Services Completes Two Add-on Acquisitions

NORA Member TAS Environmental Services, L.P. (“TAS”), a Fort Worth-based environmental services provider and portfolio company of TEAM Partners, LLC, a Dallas, TX-based private investment firm, recently announced the closing of two add-on acquisitions of Texas-based environmental services companies, Donovan Industrial Service, LLC (“Donovan”) and ROTAP, LLC (“ROTAP”). With these acquisitions, TAS has now completed four add-ons in the past 16 months.

TAS provides a comprehensive suite of environmental services including, among others, industrial services, emergency and spill response, wastewater disposal, transportation, box rental and terminal services. TAS operates across 13 locations in Texas, Louisiana and Arkansas.

Ed Genovese, TAS President and CEO commented, “Donovan and ROTAP have established themselves as leaders in the Golden Triangle area of Beaumont, Port Arthur and Orange Texas. They have earned the trust and respect of the customer base in this region and have an extremely high-quality employee base. The success of their recent expansion into the Houston market is further evidence of their brand’s strength. The investment in TAS’s operational infrastructure over the past several years positions us well to effectively manage and integrate these add-on acquisitions. We look forward to complementing Donovan and ROTAP’s strong reputation in the region.”

FOR ADDITIONAL INFORMATION ON THESE NEWS ITEMS, VISIT WWW.NORANEWS.ORG/NEWS
NORA Member Valicor Acquires Certain Assets of Dagger Oil Recovery, LLC & Regio Vacuum Service, Inc.

NORA Member Valicor Environmental Services (“Valicor”), one of North America’s largest providers of non-hazardous wastewater treatment services, has recently expanded its network of wastewater processing facilities through the acquisition of certain assets associated with Dagger Oil Recovery, LLC and Regio Vacuum Service, Inc. (“Dagger”).

Dagger was in the final stages of constructing and permitting a centralized waste water treatment (“CWT”) plant located in Houston. Once completed, the facility will have superior access to major freeway transportation corridors and is in immediate proximity to many of Valicor’s off-take partners in the Gulf Region.

“We are extremely fortunate to further develop Valicor’s leading network of CWT’s in the growing Gulf region, and this asset will complement our recent addition of two CWT’s through the MidState Environmental Services acquisition. This was another important step in adding geographies in order to better serve both new and existing customers,” said James Devlin, Valicor’s Chief Executive Officer. “Dagger will play a critical role in building out our offerings of wastewater and other environmental solutions. We could not be more excited about this addition to the Valicor platform.”

Valicor is a portfolio company of Chicago-based Wind Point Partners. Wind Point acquired Valicor in June 2017 in partnership with executive James Devlin, who joined the company as CEO. Valicor’s acquisition program focuses on acquiring operators of CWT facilities as well as other providers of waste management and environmental services, including materials recycling, used oil processing, product destruction, landfill solidification, and related services.

Let’s Help to Make Antifreeze Safer!

Engine coolant and antifreeze products that contain ethylene glycol are responsible for more than 10,000 animals poisoned each year, after ingesting the toxic substance, according to the Washington State University Veterinary Medical School.

NORA (Association of Responsible Recyclers) wants to do its part in raising awareness on the issue and help protect small children and animals from being poisoned by ingesting antifreeze.

NORA recommends to its members that all commercially available Ethylene Glycol (EG) containing product with 10% concentration or higher contain a bittering agent, Denatonium Benzoate, that meets the individual States requirements where product is sold, regardless of packaging size. Most States that require bittering agent, by law for consumer package quantities, allow for a concentration range between 30-50 ppm as Denatonium Benzoate.

It is NORA’s position that antifreeze products containing Ethylene Glycol, in small consumer packages or industrial sized packaging like drums, totes, or bulk, contain bittering agent to render the product unpalatable to humans and animals. This risk for smaller quantities of product being withdrawn from larger containers, like a 55 gallon drum, is ever-present.

NORA has developed the graphic below specifically for use by NORA members to help promote proper segregation of used anti-freeze. Contact NORA if you would like a copy for you to produce and distribute to your customers. NORA can even customize the graphic with your logo on the piece.
Ryland Tedeton’s attraction to cars manufactured by Chrysler was nurtured by his father who favored Chrysler vehicles.

Over the years Tedeton has had his fair share of Chrysler products. However, he was always alert for attractive, low mileage antique Chryslers for sale.

About a decade ago he was looking through a publication devoted to the sale of antique cars when he spotted an ad for a 1981 Chrysler Cordoba. After calling the owner he learned that the original owner of the car had been the owner’s neighbor. Upon the death of the first owner the car had spent several years in a garage before being sold to the neighbor who now was selling it.

After hearing the history of the Chrysler, Tedeton convinced his brother Tim to accompany him to York, Pennsylvania where the car was located. When Tedeton first saw the car he was amazed at the remarkable condition both inside and outside. The original dark brown paint was highlighted by the gold pin stripes running the length of the car as well as across the trunk at the rear.

Observing that the odometer had only counted 44,000 miles, Tedeton was convinced to buy the handsome car on the spot. With his brother following him, Tedeton drove the purchase an uneventful 200 miles to his home in Fredericksburg, Virginia. As is often the case with cars that have not been driven regularly, this one was performing better at the end of the journey. “It needed a good tuneup,” Tedeton says. The durable 225-cubic-inch slant six cylinder engine develops 85 horsepower and was standard equipment on the Cordoba. The original owner did not opt for the optional 318-cubic-inch V-8 engine. Tedeton reported that the slant six engines had no trouble keeping up with traffic.

Although the front seat is a bench seat the upholstery is designed to appear as bucket seats. In the years, he has owned the Cordoba Tedeton has replaced the light tan headliner to match the crushed velour light tan upholstery. Cruising in the
car is comfortable thanks to the 112.7-inch wheelbase on which the car rides. The power assisted steering was effortless and stopping chores was easily made by the front disc brakes. Sound from the AM/FM cassette tape player flooded the cabin from front and rear speakers.

Earlier this year Tedeton had the air conditioner recharged and updated. The tinted glass helped the air conditioner keep the temperature in the cabin under control. A single barrel carburetor feeds fuel to the engine at the rate of 21 to 22 miles per gallon according to the owner.

Tedeton says the odometer has now counted 58,000 miles and his Cordoba continues to provide good service.

“Everything on the car works,” Tedeton says proudly.

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Part 1 examined the origins and impact of IMO 2020 and its expected future negative impact on demand volumes and pricing for High Sulfur Fuel Oils (HSFO) and, by extension, for all used lubricating oils that are blended to make HSFO. This Part 2 examines the effects of IMO 2020 on specific segments of the used oil industry, including gatherers (collecting and selling used oil), distillers (making VGO or MGO), and re-refiners (making base oil), and the options and strategies that can preserve or enhance value for these participants.
As January 2020 approaches, and the IMO 2020 regulation limiting the maximum sulfur content in marine fuels worldwide to 0.5% on 1/1/2020 takes effect, total worldwide demand for High Sulfur Fuel Oils (HSFO) is expected to drop by over 80% due to reduced demand from shipping as HSFO is substantially displaced by Very Low Sulfur Fuel Oils (VLSFO). Concurrent with the forecasted drop in HSFO demand are forecasted futures HSFO price declines by over 25% (as of August 20, 2018). The direct market impact on used lube oil (and its improved product Residual Fuel Oil or RFO) depends largely on how much used oil/RFO is being blended to make HSFO since most of this will need to find new outlets as HSFO volumes decline. But buyers and sellers will also be affected by where they sit in the value chain ranging from used oil/RFO to final products, as well as their geographic location. Potential strategies to address the effects of IMO 2020 are driven by these same factors but it is valuable to first consider the total United States volume of used oil/RFO that may be affected by IMO 2020.

The direct impact of IMO 2020 in the United States will be limited to that portion of the estimated 1 billion gallons of used oil/RFO that is currently being sold into the HSFO market. Together the existing distillers and re-refiners have the capacity to process about 60% of the available used oil, leaving about 40% available for the burner fuel market. That 40% (or about 400 million gallons) is being sold not only to make HSFO but is also marketed as burner fuel in asphalt plants, industrial burners, and other direct burners (space heaters, greenhouses, etc.) Industry sources have estimated the volume of used oil/RFO blended to make HSFO as low as 8% of the available 1 billion gallons, with high end estimates of the used oil/RFO blended to make HSFO varying widely. An approximate breakdown between burner fuel, re-refined, and distilled markets is shown in the next column.

Assuming no other market outlet emerges pre-IMO 2020 for the displaced used oil/RFO, as HSFO volumes and prices decline then, in most coastal locales the used oil/RFO volumes being blended to make HSFO is also expected to decline, along with used oil/RFO prices. Inland markets may also see a ripple effect downwards in pricing as current inland used oil/RFO being sold into HSFO markets on the coasts seek better valued inland markets. Timing is likely to be a factor as well as the initial shock of IMO 2020 may result in fast and far price declines for used lube/RFO. Over time markets should adjust to where alternate outlets are identified to absorb the excess used oil/RFO at some floor (or better pricing) level.

To assess the effect of forecasted volume and price declines in used oil/RFO it helps to first understand the value chain for used oil/RFO and the products created from it. The value chain starts with generators (quick lube shops, car dealerships, maintenance shops, fleet operations, industrial users, etc.) who sell used oil generated by their services to gatherers, who collect the used oil for sale to aggregators, who in turn sell used oil to any of: 1. direct burners (such as asphalt companies, industrial burners etc.), 2. distillers who make VGO (or other products that are blended into fuels, such as Marine Diesel or Marine Gas Oil), 3. re-refiners who make base oils (of varied quality levels) and 4. blenders who make HSFO. A few companies have integrated operations combining gathering, aggregation, and distillation and/or re-refining.

The effect of a price decline of used oil/RFO on a participant depends in large part on where they sit in the value chain. For distillers and re-refiners already processing used/RFO oil into higher valued products such as MGO/VGO or base oils, simply doing nothing (other than de-bottlenecking capacity wherever possible) and letting the market do its thing is a very attractive option, particularly where demand for used oil/RFO is expected to decline precipitously. Thus a processor can simply continue to operate business-as-usual and benefit from a future drop in feedstock costs.
For gatherers however, IMO 2020’s potential effect is a potentially rapidly declining market demand and value for their products. To the extent a gatherer’s products are sold to make HSFO (either directly or through aggregators or blenders) pure play gatherers selling used oil/RFO face: 1. a large and rapid potential drop in demand or prices (or both), 2. uncertain options for preserving existing revenue levels, and 3. not much time to implement a beneficial solution. Because gatherers face downside risk (versus distillers or re-refiners) and IMO 2020 is relatively near, the remainder of this Part 2 article focuses largely on the varied options, strategies, and timing for gatherers in the upcoming IMO 2020 world.

Gatherers have multiple options which generally fall under the following strategies: 1. do nothing and hope that either, a. HSFO is such a small portion of the burner fuel market that the excess used oil/RFO is easily absorbed, or b. HSFO survives as a viable market outlet, 2. secure alternate sales outlets or terms for their used lube oil/RFO with guaranteed minimum volume requirements, and price their sales against crude oil, VGO, MGO, diesel, base oil, or other products, or some combination of these (in short, price against anything but a declining valued HSFO), 3. re-deploy or shift assets into new services or markets, 4. sell their company, or 5. develop or partner to create processing capability that will ensure a steady, long term, viable market outlet for their used oil/RFO products. Each of the above options is explored next.

For gatherers which are currently selling used oil/RFO into the HSFO market (whether directly or indirectly) a do-nothing strategy is the most risky option. As of August 2018, there is no market, or combination of markets, that appears able to absorb the massive excess quantities of HSFO that are forecasted in 2020. In fact, as noted in the Part 1 article of this series, the volume shift away from HSFO looks to be about
1.4 million barrels per day (over 21 billion gallons per year, which is a volume decline of about 80%) and the forward curves show an HSFO price drop of over 25% (as of August 20, 2018.) Thus, if a gatherer’s end buyers of their used oil/RFO are tied to the HSFO market, a do-nothing strategy is like playing a game of musical chairs where 8 of the 10 seats will vanish by the end of 2019 (representing an 80% volume decline), and the remaining 2 chairs will be at least 25% smaller (representing a 25%+ forecasted future price decline). Statistically speaking, a do-nothing strategy for these gatherers is high risk.

The second strategy a gatherer can pursue is to secure outlets from buyers with pricing indexed off higher valued products. This can be an excellent strategy if the buyers also provide for minimum volumes. Minimum volumes are important because without minimum volumes, a buyer may source their volumes on the spot market from other gatherers which are desperate to find buyers for their used oil/RFO at almost any price. Thus, since used oil/RFO is expected to be widely available come IMO 2020, an off-take contract that protects the gatherer on price only and not volume as well may be insufficient to protect the gatherer’s revenue stream.

Gathering assets in trucks, people, and collection sites could be re-targeted towards servicing other markets. Possible new service lines could be waste water or other treatment areas within environmental services. While the new markets may not be as large or attractive as used oil, they could provide a time bridge to support sustained operations until the used oil/RFO markets establish a new equilibrium in the post IMO 2020 period.

A company sale could be attractive except the optimum time to sell is now probably passed as buyers must consider IMO 2020 and price in a discount based on a major expected decline in revenues as IMO 2020 devastates the HSFO
market. One strategy to enhance sale value is to aggregate operations and sell several gatherers in a single transaction, since larger sales typically garner higher prices. However, such negotiations can be complex and difficult and time is short. And this further assumes a buyer is interested in purchasing a gathering operation before IMO 2020’s impact affects their earnings. For the buyer, locking in a price now for a gathering operation is like trying to catch a falling knife. Yes, it is possible but it is also very risky.

The final option for a gatherer is to develop or partner up to create a secure outlet that can process their used oil/RFO into higher valued products. This outlet then provides a higher value and guaranteed long term off-take, effectively providing a long-term hedge or even competitive advantage against gatherers that lack such an outlet. For gatherers seeking greater control of their own destiny, locking in a friendly off-take source by participating in a plant can be an attractive strategy. However, developing a plant requires taking on new risks, with returns completely dependent on the expected plant economics.

Ultimately for the gatherer looking to participate in a new business venture, it all comes down to balancing returns (what value can I receive for my used oil/RFO?) and risks (how can I know that the plant I hitch my wagon to will be successful?) Plant economics (and thus returns) will depend largely on: 1. size (since larger plants are generally more capex and opex efficient) implying access to capital, 2. technology, which requires the ability to select the right technology for the market, and 3. project execution, including financing, engineering, constructing, and then operating a far more complex processing facility than is typically found in a gathering operation.

Plant development risks can be mitigated by joint ventures and/or collaborating with other complementary gatherers (eg where customer bases largely do not overlap) and by accessing experienced third-parties. For the gatherer, it is critical to enlist an experienced third-party developer who can select the best technology (including evaluating product quality, product yield, capex, opex, scalability/reliability, by-products, emissions, and intellectual property considerations), and manage the financing, site selection, project planning, permitting, engineering, construction, and ensure there is a strong operating team to run the plant. As good and bad examples, third party developers were successfully employed in some ethanol plants where farmers sought better value for their corn but did not feel comfortable developing a plant themselves. But as bad examples, some farmers tried to develop plants themselves and learned first-hand the difficulties of managing what turned out to be a fundamentally different business operation and model than farming. As another industry example, third parties have provided strong development expertise in the electric power industry with great success.

As we noted in Part 1 of this series, major uncertainty exists with changes ahead resulting from IMO 2020. Although the forecast for both used oil/RFO pricing and demand volume in the marine markets at this time is now downwards, any move upward in crude oil prices would help improve fuel market prices and thus used oil/RFO values. And exhaust gas cleaning systems (aka scrubbers) may be added in many more ships than is occurring today and/or in the coming years existing refineries may decide to add carbon rejection units (aka cokers, vis-breakers, de-asphalters), either of which would help absorb some of the huge excess HSFO volume

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expected in 2020. Moreover, gatherers with a 3 to 5 year time horizon can take comfort in some aggregate numbers. The total volume of all mineral oil base stock gallons produced worldwide is about 17 billion gallons per year. Assuming \( \frac{1}{2} \) of this is collected, then worldwide about 8.5 billion gallons of used oil is available to be processed into higher valued products. Properly implemented, virtually all the 8.5 billion gallons of used oil is economically convertible into excellent, very low sulfur marine fuels. And since the forecasted volume shift towards Very Low Sulfur Fuel Oils alone is expected to exceed 21 billion gallons per year, just the likely upcoming demand volume increase in Very Low Sulfur Fuel Oils is about 2.5x the total volume of all used oil collected worldwide. Moreover, very strong economics are associated with some upgrading technologies. These returns should attract capital to support new fuels plants that offer used oil gatherers a new, and deep, fuel market outlet. So gatherers that can weather the near-term IMO 2020 storm may find this sea change actually works to their benefit over time, provided they can manage the transition to the new modern fuels that will sustain used oil demand in the coming years.

Comments on this article are encouraged and may be directed to Tom Murray. Tom Murray has developed technologies in used oil re-refining for over 2 decades and currently offers proprietary licensed solutions for processing used oil and other feedstocks, with 4 issued patents and multiple pending patents. He may be reached at tgm@modernfuels.com or 940-300-8790.
Since its founding in December 1984, NORA and its members have been doing a lot of explaining about used oil and how the oil recycling system works—and in many different forums. The various audiences include Congress and state legislatures, the U.S. Environmental Protection Agency (“EPA”), the Department of Energy, the Department of Transportation, the Federal Trade Commission, state agencies, federal and state courts, the American Society for Testing and Materials (“ASTM”) as well as several “think tanks” that produce studies and reports. This is part two of a three part series that reviews the accomplishments of NORA over the last 30+ years in its mission to defend the rights of its members to responsibly recycle used oil and related materials.

**Department of Transportation Regulation**

In 2016 and 2017, NORA advocated for a common-sense rule relating to the transportation of hazardous materials. NORA’s involvement arose from an enforcement action by Oregon DEQ against a NORA member, Oil Re-Refining Company (“ORRCO”). It took DEQ and EPA four years and thousands of documents to determine that the methanol and water mixture transported by ORRCO was (allegedly) a hazardous waste. DEQ admitted that ORRCO was not negligent in its inquiry about the water/methanol mixture. DEQ stated:

“ORRCO did not merely rely on ATI’s waste characterization * * *. Before ORRCO agreed to transport the methanol and water waste, ORRCO’s compliance manager (1) met with the generator; (2) received an explanation of the generator’s manufacturing process; (3) asked whether the methanol and water waste had been used as a solvent; (4) made inquiries regarding the generator’s conditionally exempt status; and received a sample of the waste.”

Because the material was transported without a hazardous waste manifest, DEQ asserted that ORRCO was strictly liable (that is, liable without fault). The Oregon Supreme Court upheld DEQ’s strict liability position and the imposition of heavy fines. That’s when NORA stepped in.

The transportation of hazardous waste (which is included in the definition of hazardous materials) is governed by EPA applying RCRA and the U.S. Department of Transportation (“DOT”) applying the Hazardous Materials Transportation Act (“HMTA”). Congress intended that these dual regulations adopted by EPA and DOT be entirely consistent and that DOT would be the preeminent agency in implementing hazardous materials transportation policy.

One difference between RCRA and HMTA is that HMTA preempts inconsistent state or local laws and regulations. RCRA, on the other hand, allows state and local governments to adopt more stringent regulations.

There is an office in DOT where the staff does nothing all day but determines whether state and local hazardous materials transportation rules are consistent with DOT’s HAZMAT regulations. If they are inconsistent, these rules are preempted and cannot be enforced. It was to this office that NORA submitted a very lengthy petition regarding Oregon’s position imposing strict liability.

At the center of NORA’s petition was a provision — 49 CFR §171.2(f) — in DOT’s hazardous materials regulations that states: “Each carrier who transports a hazardous mate-
rial in commerce may rely on information provided by the offeror [generator] of the hazardous material or a prior carrier, unless the carrier knows or, a reasonable person, acting in the circumstances and exercising reasonable care, would have knowledge that the information provided by the offeror or prior carrier is incorrect.” NORA argued that this provision imposed a reasonable care standard which is inconsistent with Oregon’s strict liability standard.

**NORA quoted DOT’s interpretation of 49 CFR §171.2(f):**

“We explicitly reject any notion, advanced by some commenters, that Federal agencies that enforce the HMR attempt to hold one party liable for another party’s violation of the HMR. In other words, when a carrier accepts and transports a shipment of hazardous material that is not properly prepared for transportation in commerce, with actual or constructive knowledge of the noncompliance, the carrier’s liability is based on its own improper acceptance and transportation of that shipment — not the violation of the person who improperly prepared the shipment.” 70 Federal Register 43638, 43640 (July 28, 2005) (emphasis added).

NORA also quoted a federal Court of Appeals case that was directly on point: Crockett v. Uniroyal, Inc., 772 F. 2d 1524, 1534 (11th Cir. 1985) (“Accordingly, we agree with the district court that EPA and DOT regulations do not impose upon a transporter a duty to determine if a hazardous waste is present when the generator states that it is not.”)

In its petition, NORA asserted that the principal reason that DOT has the power of preemption is to create “a uniform, national scheme of regulation regarding the transportation of hazardous materials.” Chlorine Inst., Inc. v. Calif. Highway Patrol, 29 F.3d 495, 496-97 (9th Cir. 1994) (quoting S. Pac. Transp. v. Pub. Serv. Comm’n of Nev., 909 F.2d 352, 358 (9th Cir. 1990)); See also Colo. Pub. Util. Comm’n v. Harmon, 951 F.2d 1571, 1580 (10th Cir. 1991) (“In enacting new preemption standards, Congress expressly contemplated that the Secretary would employ his powers to achieve safety by enhancing uniformity in the regulation of hazardous materials transportation.”). It is beyond question that 49 CFR §171.2(f) embodies a longstanding and uniform policy that imposes a duty of care on all participants engaged in the transportation of hazardous materials. But Oregon’s interpretation which refuses to recognize the reasonable care standard severely undermines HMTA’s “uniform, national scheme of regulation regarding the transportation of hazardous materials.”

Because risks to safety are inherent in the transportation of hazardous materials, an essential component of transportation safety is that transit time be minimized. This concept is embedded in 49 CFR §177.800(d) which states: “No unnecessary
delay in movement of shipments. All shipments of hazardous materials must be transported without unnecessary delay, from and including the time of commencement of the loading of the hazardous material until its final unloading at destination.”

NORA pointed out that the adverse impact on transit time caused by the Oregon policy can be seen in the following hypothetical situation. Imagine a transporter who is asked by Shasta College in Redding, California to transport a ton of waste materials generated by various college departments including chemistry, diesel technology and pharmacology. The destination is a permitted non-hazardous landfill in Seattle, Washington. Shasta College provides the transporter with evidence, including analytical test results, indicating that all the waste materials are non-hazardous. Consequently, no hazardous waste manifest is necessary. However, the transporter, aware of Oregon’s strict liability interpretation of 40 CFR §263.20(a)(1) (and afraid of the potential heavy penalties), elects to transport the waste materials to Seattle without traveling through the state of Oregon. The route that bypasses Oregon will take 24.5 hours over a 1,365-mile course that includes roads in the states of Nevada and Idaho. In contrast, the route that minimizes transit time takes 9.5 hours over a 595-mile course. Moreover, the mountainous route that bypasses Oregon will have more severe weather conditions in the winter months. So, obviously, the Oregon strict liability standard contradicts DOT’s minimum transportation policy.

It has been two years since NORA submitted its petition to DOT and DOT has yet to rule on it. This is understandable. NORA is asking DOT to overrule a state Supreme Court decision – which would be unprecedented, but it would also be the right thing to do.

Federal Trade Commission’s Recycled Oil Rule
In January 2018, NORA submitted comments supporting the renewal of the Federal Trade Commission’s recycled oil rule. This rule is mandated by the Energy Policy and Conservation Act (“EPCA”) which is codified at 42 U.S.C. §6363. As explained in 42 U.S.C. §6363(a), the purposes of the rule are to encourage used oil recycling, promote the use of re-refined (recycled) oil, reduce the consumption of virgin oil lubricants, and reduce environmental hazards and wasteful practices associated with the disposal of used oil. In its comments, NORA asserted that the renewal of the recycled oil rule will continue the fulfillment of these important goals.

The Commission requested that commenters answer several questions and NORA offered responses to those questions. The most important question was: “Is there a continuing need for the rule?” NORA answered affirmatively and observed that “In recent years re-refined automotive lubricants have earned a growing share of the lubrication market. In the past, re-refined lubricants were stigmatized by a general perception that re-refining produced a lubricant that was inferior in quality.
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to lubricants produced from virgin petroleum. Gradually this stigma has faded, in large measure because the rule allows and even encourages re-refiners to meet the standards set forth in API Publication 1509. When a re-fined lubricant meets those standards, the re-refiner can justifiably assert that the re-refined product is “substantially similar” to oil produced from virgin petroleum.”

NORA also pointed out that “the re-refiner must be able to substantiate and document the truth of such assertions. This is no small task. API Publication 1509 (17th Edition) is over 130 pages in length and can only be fully understood by experts in lubricants. When the Commission originally adopted the rule, the National Institute of Standards and Technology recommended API Publication 1509 as the definitive set of standards for engine oil. Simply stated, it sets forth a series of tests and standards for different categories of automotive lubricants.”

NORA gave as an example, “the standards for automotive motor oil encompass catalyst compatibility, phosphorus content, sulfur content, wear phosphorus content, volatility evaporation loss, simulated distillation, high temperature deposit weight, filterability, foaming characteristics tendency, high temperature foaming characteristics tendency, and shear stability (10-hour stripped KV @ 100°C).” NORA explained that a re-refiner’s ability to meet these stringent standards means that re-refined lubricants can be competitive with lubricants made from virgin petroleum.

In July 2018, after reviewing the comments received, the Commission renewed the rule but amended it to update the reference to API Publication 1509 (as NORA recommended).

**ASTM Standards**

In the early 1990s, NORA’s oil recycling members were keenly aware that their fuel products were undermined by twin problems. First, a general perception used oil fuel was somehow “inferior” to virgin oil fuels. Second, a lack of standards for used oil fuels.

After some discussion at the Used Oil Recycling Council, NORA members concluded that the remedy for both problems could be found in West Conshohocken, Pennsylvania, a small town with a population of about 1300 people. West Conshohocken is where the headquarters of the American Society for Testing and Materials (“ASTM”). (This organization has been renamed and is now known as ASTM International.) ASTM, founded in 1898, is comprised of a large amount of committees and subcommittees. During their committee meetings, they debate the merits of including or excluding standards and specifications for thousands of products and materials as well...
as the tests for evaluating these products and materials. Every self-respecting industry has at least one ASTM specification.

NORA went before the Committee on Petroleum Products and Lubricants and a Subcommittee on Recycled Products. In 2002, after numerous meetings, this committee and subcommittee produced a document entitled “Standard Specification for Commercial Boiler Fuel with Lubricating Oils.” It was re-issued in 2008 and 2013. This document sets forth specifications for four categories of industrial oil fuels containing recycled oil (Grades RFO4, RFO5L, RFO5H, and RFO6). The difference in these grades is that they take into account different types of boilers and climate conditions. The ASTM specifications address viscosity, flash point, water and sediment content, pour point, density, ash content, sulfur content, extracted pH, and gross heating value.

Because of NORA’s work, the used oil recycling industry became self-respecting.

NORA members subsequently persuaded ASTM to adopt standard for recycled antifreeze. See Recycled Glycol Base Engine Coolant Concentrate for Automobile and Light-Duty Service (Standards D6471 and D6472) developed by ASTM Subcommittee D15.15. And so, the antifreeze recycling industry also became self-respecting.

Heritage-Crystal Clean is one of the fastest growing used oil and environmental service companies in the USA. We are a long-standing member of NORA, and we actively support the following initiatives:

- Improving the regulatory framework for managing PCB’s in used oil through the NORA TSCA workgroup
- 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.
IMPLEMENTING BEST PRACTICES:
SETTING AN ACTION CADENCE FOR EHS

BY CHIP DUFFIE

“Long-term consistency trumps short-term intensity.”
— Bruce Lee

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 way to avoid this “short term intensity” as highlighted by Master Lee’s quote, is to implement the best practice of setting a clear action cadence that your team understands.

First, you need to decide what recurring action items are important enough to include into your routine operations. Next, you need to agree on how often these need to be completed. Obviously, these actions need to add value, but they should also be designed to integrate EHS excellence into the day-to-day running of your company. Although the actions may vary from site to site, depending on equipment and the nature of the operations, driving routine, consistent behavior across multiple sites is the goal.

For most of our clients, we recommend the following action cadence.

1. Monthly Executive Safety Meetings – If you do not do Safety Committee meetings already this may sound painful, but simply put, no management practice is more effective at establishing a pattern of accountability and streamlining the decision-making process. Just one hour, once a month with executive leadership, will make a tremendous difference over the long term that will elevate compliance and focus your employees. The old adage of “if it’s important to the boss, it’s important to the troops” holds true here. In fact, almost without fail, these meetings become a quasi-capital budget meeting where expenses are prioritized. For example, a client recently had series of spills inside their warehouse. Each spill created a safety hazard, an environmental issue and resulted in lost productivity, not to mention lost inventory. When discussed at the safety committee, it was quickly evident that their old forklift, which was way past its prime, was the root cause of all of these spills. They had already been discussing replacing the equipment, but when it became so obvious that the forklift was actually costing the company money, the President made a quick (and easy) decision to go ahead with the replacement.

2. Routine Equipment and Site Inspections – The key to these inspections to ensure the equipment operator or department team member completes them. These are not inspections necessarily done by EHS staff, these are to be done by the very same people who use the equipment, or work in the area every day. These can include everything from daily forklift inspections and vehicle inspections, to routine department safety walks. The goal is to make the employee who will need the eyewash, be responsible for making sure it is clean and operational when it needs to be. Driving ownership of EHS to the line employee is a best practice and assigning routine inspections can help make that practice a reality.

3. Monthly Employee Training – There is no need to wait to do all your training at once. If you force 8-16 hours of training on your team over 1 or 2 days, not only will knowledge retention suffer, but so will productivity. Build in routine hour-long training sessions each month and start early so your team still has time to pro-
productive that day. This takes planning and requires the development of a training matrix to identify who needs what training. However, once implemented, your employees will be both well trained and productive.

4. Preventive Maintenance – Unfortunately, many companies struggle to sustain even a basic preventive maintenance (PM) program for many of their major pieces of equipment and facilities. Too often, the PM schedule is only in the head of the maintenance supervisor or third-party service provider. Basically, the PM schedule needs to be in writing and shared with operations to minimize disruptions. The PM schedule needs to not only be followed but should be reviewed as part of all operational audits to ensure that everything that needs to be done is actually getting done.

5. Regular EHS Assessments – These compliance evaluations can be done by EHS staff, a 3rd party or a combination of both. The size of a company will usually dictate the frequency, but generally we recommend a comprehensive review of each operating site every 12-24 months. This includes a review of the regulatory permits, operations, training and best practices. The goal is to identify areas of strength and weakness, so issues can not only be fixed, but good practices can be duplicated across the company.

An established action cadence is something that any size company can benefit from, and is a practice leveraged by most large, global brands. Remember, you must put the work in to identify each action, who owns it, and its frequency. This usually involves planning and buy-in from various departments. The keys to an effective action cadence are organization and communication. The use of a software tool is simply a must, as paper forms create administrative drag on the process and fail to give management the necessary visibility into the program’s effectiveness. Also, openly communicating expectations and coaching your team about why their actions matter is critical.

If you are organized and have your team aligned, you will be able to build an action cadence that will drive value directly to your bottom line.

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.

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SPONSOR THE EVENT
Many sponsorship and advertising opportunities are available for the 2018 NORA Conference & Trade Show. For as little as $150, you can support your industry as well as promote your company. For more information see pages 28-30. Reserve your sponsorship today using the form on page 28 or contact Casey Parker at casey@noranews.org or (703) 753-4377. NORA thanks all who have already sponsored - your support helps the Conference be a successful and memorable event.

REGISTER NOW
Register online to attend the Conference at www.noranews.org or complete the form on page 27. Register early to receive the lowest price and a room in the discounted NORA room block.

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Palm Springs International Airport (PSP) is only 10 miles from the Omni Rancho Las Palmas Resort & Spa.

HOTEL INFORMATION: DISCOUNTED ROOM BLOCK
NORA has secured a block of hotel rooms at the Omni Rancho Las Palmas Resort & Spa for just $209 per night. The $35 daily resort fee has been waived for all NORA attendees who book within the NORA room block. Most attendees will arrive on Tuesday, November 6 and leave on Saturday, November 10. Exhibitors may want to arrive on Monday, November 5, to allow time for exhibit set up. To reserve your room, call 1-800-THE-OMNI and mention the NORA Conference, or visit www.noranews.org/2018ConfHotel.

The cutoff date for reservations is October 16, after which reservations will be accepted on a space and rate available basis. Be aware that rooms may sell out prior to this date.

Please note that the only valid ways of securing a room in the NORA room block are by calling the OMNI Rancho Las Palmas Resort & Spa or booking through the NORA website.
### 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 faxed or postmarked by the dates to be eligible for the discounted prices.

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<td>Spouse Food Tour.......................................$120</td>
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Is this your first time attending a NORA Meeting?  
☑️ Yes  ☐ No

### Payment Options

Total Amount Due  $ __________

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

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- Registration may be scanned and emailed to marketing@noranews.org. Please do not email credit card information.
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  - ☑️ Phoned in to Kim Litscher at 703-753-4277
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NORA Registration cancellations between August 24-October 16: 50% refund of the registration fee. No refunds after October 16.

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*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 companions 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 companions of registered attendees; this package is for employees of an attending company. All guests must register in advance for the closing party.*
**2018 NORA Conference Sponsorship Form**

Complete form with sponsorship/advertising selections.

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<td><a href="mailto:casey@noranews.org">casey@noranews.org</a> or fax 703-753-2445</td>
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* Only one available. Contact the NORA office to check availability.

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

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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.

LEVEL 2 CLOSING PARTY SPONSOR
Includes: Logo on front cover of Conference Book, logo on Commemorative Photo Jacket, large logo displayed at Closing Party, Closing Party Sponsor ribbon on badge, recognized at Closing Party dinner, color half page ad in Conference Book ($450 Value), color logo with Company/Exhibitor index in Conference Book ($150), large logo on “Thank You” page in post-Conference NORA Magazine. - 5 remain available.

$2000

GOLD SPONSOR PACKAGE
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 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. (Value of $2150) Order by October 10 for full promotional value - 10 available

$1800

LEVEL 3 CLOSING PARTY SPONSOR
Includes: Name on front cover of Conference Book, logo on Commemorative Photo Jacket, logo displayed at Closing Party, Closing Party Sponsor ribbon on badge, recognized at Closing Party dinner, black and white logo with Company Listing in Conference Book, logo on “Thank You” page in post-Conference NORA Magazine. - 10 remain available.

$1000

DRINK TICKET SPONSOR
Your logo will be printed on the drink tickets for the Wednesday Opening Reception and on signs around the bar. Please order by October 16 to allow time for printing.

$1000

continues on page 30
FLOOR SPONSOR
Your full-color logo or ad will be displayed on 3 large floor signs that are 24” x 24” in the lobby of the conference center.
$800

CHARGING STATION SPONSOR
Your logo will be prominently displayed at a charging station near the registration desk to supply power for mobile devices.
$600

BAG SPONSOR
Your logo will be printed on the conference bags distributed to attendees. Available through October 10 to allow time for printing.
$550

EVENT PAGE LOGO SPONSOR
Your company logo on the main event page on NORA website.
$500

LEVEL 4 CLOSING PARTY SPONSOR
$500

GOLF LUNCH SPONSOR
Your company will be recognized on the box lunches placed in each cart at the start of the tournament. This sponsorship includes a Golf Hole Sponsor Sign.
$500

GRAND OPENING EXHIBIT RECEPTION SPONSOR
Your logo will be prominently displayed on all signs for the reception and printed next to this event on conference agendas.
$450

BAG INSERT SPONSOR
You provide the insert and NORA will distribute it in the conference bags or at golf. Examples include hats, coozies, flyers, etc. Please deliver items to hotel by November 5.
$325

SPOUSE BRUNCH SPONSOR
Your logo will be printed next to the event on conference agendas.
$300

CANDY BOWL SPONSOR
Your company logo will be displayed next to the candy bowl at registration on Wednesday, November 7 and on Thursday, November 8.
$275

LEVEL 5 CLOSING PARTY SPONSOR
Includes: Small logo on Commemorative Photo Jacket, small Logo displayed at Closing Party, Closing Party Sponsor ribbon on badge, recognized at Closing Party dinner, small logo on “Thank You” Page in post-Conference NORA Magazine.
$250

THURSDAY CONTINENTAL BREAKFAST SPONSOR
Your logo will be prominently displayed on signage at the breakfast included next to this event on conference agendas.
$250

FRIDAY CONTINENTAL BREAKFAST SPONSOR
Your logo will be prominently displayed on signage at the breakfast included next to this event on conference agendas.
$250

GOLF HOLE SPONSOR
Your logo will be printed on a sign placed at one of the holes during the golf tournament.
$225

ADVERTISING
BACK COVER AD
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INSIDE FRONT COVER AD
$1100 | SOLD: Heritage-Crystal Clean

INSIDE BACK COVER AD $925
Ad is 8.5” by 11”. Only one available.

FULL PAGE COLOR AD $625
Ad is 7.5” by 10”.

FULL PAGE BLACK/WHITE AD $475
Ad is 7.5” by 10”.

HALF PAGE VERTICAL/HORIZONTAL COLOR AD $475
Horizontal ad is 7.5” by 5”. Vertical ad is 3.75” by 10”.

HALF PAGE BLACK/WHITE AD $260
Ad is 7.5” by 5”.

1/3 PAGE HORIZONTAL COLOR AD $375
Ad is 7.5” by 3.5”.

1/4 PAGE HORIZONTAL COLOR AD $275
Ad is 3.75” by 5”.

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

1/4 PAGE HORIZONTAL BLACK/WHITE AD $200
Ad is 3.75” by 5”

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

COLOR LOGO BY EXHIBITOR INDEX $150
Logo is 1/2” high.
Gen III Oil Corporation is a cleantech company in the final stages of engineering and permitting for the construction of a 2,800 bpd used motor oil re-refinery in Bowden, Alberta, Canada. We will produce 55% Group III, 25% Group II base oils and a range of related petroleum products.

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President and Chief Operating Officer
gdriedger@geniiioil.com
(604) 806-5275

Mark Redcliffe
Executive Vice President, Corporate Finance
mredcliffe@geniiioil.com
(778) 668-5988
2018 NORA ANNUAL CONFERENCE & TRADE SHOW TENTATIVE AGENDA
NOVEMBER 7-10, 2018 | Rancho Mirage, California

WEDNESDAY, NOVEMBER 7
10:00 AM - 2:00 PM
Exhibitor Set Up

2:00 PM - 7:00 PM
Conference Check-In/Registration
Board Member Meeting

3:00 PM - 4:00 PM
New Member/Board Member Reception

4:00 PM - 4:30 PM
Grand Opening Reception in Trade Show

4:30 PM - 8:30 PM
All exhibitors, attendees, registered spouse/companions welcome

THURSDAY, NOVEMBER 8
7:00 AM - 11:45 AM
Conference Check-In/Registration

7:00 AM - 8:00 AM
Continental Breakfast in Trade Show

8:00 AM - 10:00 AM
NORA Opening Session

8:30 AM - 11:30 AM
Spouse/Companion Brunch, Open to Registered Spouses/Companions

10:00 AM - 12:00 PM
Conference Sessions

12:30 PM - 7:00 PM
NORA Golf Tournament

Optional: Spouse Tour - Food Tour of Palm Springs—Pre-registration required

FRIDAY, NOVEMBER 9
7:30 AM - 8:30 AM
Continental Breakfast in Trade Show

7:30 AM - 10:00 AM
Conference Sessions

10:00 AM - 11:00 AM
Refreshment Break in Trade Show

11:15 AM
Trade Show Tear Down

11:00 AM - 1:00 PM
Conference Sessions

Optional: San Andreas Fault Jeep Tour—Pre-Registration Required

1:15 PM - 4:15 PM
NORA Closing Party: All exhibitors, attendees, speakers, and registered spouses/companions are invited to attend this great event!

5:00 PM - 9:00 PM
Brought to you by Valicor

SATURDAY, NOVEMBER 10
All day
Activities on your own (shopping, tours, departures, etc.)
HAZ-MAT's Flash Fractional Vacuum Distillation systems are specifically designed to separate and purify glycol(s) from spent antifreeze, in accordance to ASTM specifications. Recovered glycol can be remarkeeted in concentrate form or blended as “ready to use” products. Single and double vessel systems can be used in various combinations to meet throughput requirements. Each system is pre-assembled and skid mounted for ease of shipment and field installation by our experienced technicians. Our proprietary software automates operation, allows operator control via input screen and provides remote monitoring for training or trouble shooting.
Attendees to the 2018 NORA Conference will gain the information they need to succeed in 2019. The following are some of the topics that will be addressed in California (subject to change).

**IMO 2020 Market Effects for Used Lubricating Oil**
This session will provide the latest information on the upcoming low sulfur IMO 2020 marine fuels requirement which is forecasted to shift over 20 billion gallons per year from High Sulfur Fuel Oil Market (HSFO, including IFO 380, No. 6 Oil, and Bunker C) to Very Low Sulfur Fuel Oils (VLSFO). Broader market implications for used oil industry participants, including gatherers, distillers, and re-refiners as well as the expected implementation timing for bunker blenders in 2019 will be presented. Strategies for preserving and enhancing value for participants by business segment will be offered.

**Generator/Quick Lube Market: Today & Tomorrow**
Quick lubes generate many of the gallons collected by NORA members. That industry has matured and interval changes have increased significantly. An industry expert will highlight the changes that have occurred in this market segment and what it will look like in 2019 and beyond.

**EPA E-Manifest: Tracking the New Tracking System**
The EPA launched its Hazardous Waste Electronic Manifest System (e-Manifest) on June 30, 2018. The system is designed to modernize the nation’s tracking system and save time and resources. Not all NORA members are affected, but many are depending on location and the nature of your business. Certain extensions have been added because of some technical problems. Are you required to file e-Manifests as a receiving facility? How will use of e-Manifest relate to the Department of Transportation hazardous material regulations requirement to use a shipping paper?

**Electronic Logging Devices: Enforcement & Hours of Service Issues**
The congressionally mandated Electronic Logging Device (ELD) Rule is meant to enforce the federal hours-of-service rule, which limits time behind the wheel. Now that enforcement of the ELD Rule has kicked in, numerous requests from Congress and the public have been made for the Federal Motor Carrier Safety Administration to consider revising certain Hours-of-Service (HOS) provisions. Law enforcement is facing its own challenges related to enforcement. This session will review current enforcement and potential changes to the HOS provisions.

**Blue Wave or Red Ripple? The Election’s Impact on the Economy**
The party holding the White House loses an average of 30 House and four Senate seats in a midterm. The 2018 mid-term election will occur the same week as the 2018 NORA Conference. Regardless of who wins, a leading economist will provide attendees with an economic forecast for 2019 and beyond. This will assist members in preparing their budgets and business strategies with the best available information.

**Help Wanted: Proven Solutions Addressing the Driver Shortage**
The American Trucking Association reports that there are currently 63,000 fewer truck drivers than are currently needed. That is expected to increase to 176,000 by 2026. Drivers for NORA members have added responsibilities to service customers which create additional recruitment and retention challenges. A national expert will address driver compensation and proven strategies addressing driver recruiting, retention and development of the driver candidate pool.

**Asphalt Market: Recycled Fuel Oil (RFO) Outlook**
Over the past few years, the overall market share of recycled fuel oil consumed at hot mix asphalt plants has diminished. However, there are many areas where RFO is still a viable product to hot mix asphalt plants. For 2019, the upcoming low sulfur IMO 2020 marine fuels requirement will have ripple effects on the entire used oil market and possibly increase the competitiveness for the demand for RFO. This session will provide the latest RFO volumes and key drivers to consider for 2019 budgeting.

**Technology Panel**
A variety of professionals will provide information on new and innovative technologies to help make your facility operate at optimum performance. Tentative areas to be addressed include hydrogen safety, demetalizing ashing and sedimentation process and more.
Integrated Insurance Programs for the Recycling Industry

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Doing Your Job
On Thursday, November 8, 2018, NFL star running back John Riggins will provide the NORA Keynote Address. He observes that the most successful football players have a high threshold for pain and that, similarly, in the business world, the most successful seem to have a high tolerance for frustration. In today's marketplace, nothing is guaranteed, but success is still within reach if you stay focused on job number one. Famous for getting the job done on the playing field, the Washington Redskins legend and motivational speaker shares how small successes result in big wins and high levels of satisfaction for you and your team.

Biography
John Riggins was born in Seneca, Kansas and attended Centralia High School where he starred in football and became a two-time state champion in the 100-Yard-Dash. At 6'2" and 230 pounds, he possessed a dazzling combination of size and speed. While playing football at the University of Kansas, Riggins surpassed Gale Sayers’ career rushing record. In 1971, he was selected as the sixth overall pick by the New York Jets. He spent five years with the Jets and became the first back in franchise history to rush for more than 1000 yards in a single season. In 1972, he was voted the Jets’ Most Valuable Player. In 1976, he earned his first trip to the Pro Bowl. Later that year, he joined the Washington Redskins where he remained until retiring in 1985.

In 1983, Riggins helped lead the Redskins to their first Super Bowl victory while being named the game's MVP. Riggins still holds the record for most carries in a Super Bowl (38). He became only the second player in NFL history, behind Jim Brown, to rush for more than 100 career touchdowns. Riggins, long considered by many to be the most popular Redskin in history, was known by the fans as “The Diesel” for his bruising style of running.

Riggins was inducted into the Pro Football Hall of Fame in 1992. He was also inducted into the Redskins Ring of Fame in 1990 and the Kansas University Ring of Honor in 2007. He hosted, “Riggo on the Range,” his own outdoor hunting, fishing and cooking show on the Discovery Channel. This led him to his own food and beverage line: John Riggins Sausage and John Riggins 4th & 1 Pilsner.
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Closing Party Info

Join your NORA colleagues on the evening of Friday, November 9 for an evening of networking, food, music and laughter at the Rancho Mirage Starlight Terrace.

Closing Party Brought to you by:

REGISTER
The Closing Party is included with all registrations, including exhibitors and spouse/companion registrations.

Wristbands will be required to participate in the closing dinner. Wristbands must be obtained by signing up for seating at the NORA registration desk on Wednesday or Thursday.

SPONSOR
Sponsorships for the NORA Conference Closing Party are still available. See below or page 28 for details. To purchase a sponsorship visit page 28 or www.noranews.org > Events

LEVEL 1 CLOSING PARTY SPONSOR
Includes: Large Logo on front cover of Conference Book, reserved seating for 10 registered attendees in premier location at closing party, large logo on Commemorative Photo Jacket, large logo displayed at Closing Party, Closing Party Sponsor ribbon on badge, recognized at Closing Party dinner, color full page ad in the Conference Book ($575 Value), color logo with Company/Exhibitor index in Conference Book ($150), logo on “Thank You” page in post-Conference NORA Magazine.
3 remain available.
$5000 | Gen III

LEVEL 2 CLOSING PARTY SPONSOR
Includes: Logo on front cover of Conference Book, logo on Commemorative Photo Jacket, large logo displayed at Closing Party, Closing Party Sponsor ribbon on badge, recognized at Closing Party dinner, color half page ad in Conference Book ($450 Value), color logo with Company/Exhibitor index in Conference Book ($150), large logo on “Thank You” page in post-Conference NORA Magazine.
5 remain available.
$2000

LEVEL 3 CLOSING PARTY SPONSOR
Includes: Name on front cover of Conference Book, logo on Commemorative Photo Jacket, logo displayed at Closing Party, Closing Party Sponsor ribbon on badge, recognized at Closing Party dinner, black and white logo with Company Listing in Conference Book, logo on “Thank You” page in post-Conference NORA Magazine. - 9 remain available.
$1000

LEVEL 4 CLOSING PARTY SPONSOR
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LEVEL 5 CLOSING PARTY SPONSOR
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$250
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In lieu of the annual fishing outing sponsored by Vertex, since we are in the desert...Join your NORA colleagues on Friday, November 9th for a San Andreas Fault Red Jeep Tour.

The San Andreas Fault Jeep Tour explores the private and exclusive 800-acre Metate Ranch located at the eastern end of the Coachella Valley. The tour offers absolutely incredible scenery and is an experience you can only get with these guides as the ranch is a privately owned reserve only accessible to these guides.

Extraordinary scenery abounds as your Big Red Jeep winds its way through the labyrinth of geological cuts and canyons of the San Andreas Fault Zone as your naturalist guide entertains you with stories about the plants, animals, geology, and history of the California desert.

**HIGHLIGHTS**
- Experience the twisted and tortured landscape of an active earthquake fault system as your guide describes the geology of the area and you explore the skeleton of the earth.
- Walk between the steep walls of deep canyons created by the powerful forces of plate tectonics, water, wind, and time.
- Explore a natural palm oasis where crystal clear water bubbles up from the underground aquifer.
- Learn about the culture and lifestyle of the Cahuilla Indians and how they used the desert’s plants for food, medicine, tools, weapons, shelter, and more.
- Learn about the plants and animals of the California desert.
- Discover the fascinating history of the Coachella Valley.
- Enjoy spectacular views as your guide describes the geologic forces and local history that shaped the Coachella Valley.
- This tour offers a true off-road/4WD experience.

**TRANSPORTATION**
The Jeeps will pick up guests at Omni Rancho Las Palmas Hotel on Friday, November 9 at approximately 1:15 PM. The tour is approximately 3.5 hours. Lunch will be provided.

**REGISTER**
Register online, on page 27, or by calling the NORA office at 703-753-4277. Each Jeep holds 7 passengers; availability is limited.
At Vertex Energy, our focus is simple. We believe the best way to ensure a stronger future is by bringing stability to an uncertain market. That’s why we’ve been collecting, recycling and re-refining used motor oil and other petroleum co-product streams since 2001. By constantly adapting to a changing world, we’re equipped to deliver new and better ways to reduce our dependence on foreign oil.

To learn how we’re Producing Tomorrow’s Energy, visit us at VertexEnergy.com. Contact us: 866-660-8156
Join your NORA colleagues on the afternoon of Thursday, November 8 for the annual NORA golf tournament at the North and South course at the Omni Rancho Las Palmas. The tournament will start at 12:30 PM following conference sessions on Thursday, November 8. The tournament fee is $125; club rentals are $65. The tournament fee includes a box lunch, hosted beverage cart and awards reception following the tournament.

To register, use the tear out form on page 27 or visit www.noranews.org/2018ConfInfo. Please note that pairings are done by the event sponsor to promote competitive play between teams. Requests for specific golf pairings are unable to be honored.

ABOUT THE COURSE
The two distinct nine-hole layouts, North Course and South Course add a unique flavor to every round. Palm tree-lined fairways, gently rolling terrain, and incredible mountain vistas are classic California desert golf at its very best. The generous fairways of this very player-friendly course wind their way throughout the resort, and with six lakes and infamous Ted Robinson bunkering, it provides a memorable challenge for even the best of players.

BECOME A GOLF SPONSOR
The golf lunch sponsorship is still available! For $500, your company will be recognized on the box lunches placed in each cart at the start of the tournament. The sponsorship includes one FREE Golf Hole Sponsor Sign.

Golf Hole sponsorships are also available. For $225, your logo will be printed on a sign placed at one of the holes during the golf tournament. Submit the form on page 27 or visit www.noranews.org/2018ConfInfo.
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bmartin@usfoundry.com

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Conference Exhibitor Show Case

Two booths remain open for the NORA Conference & Trade Show. Contact Brittanne Gasser at marketing@noranews.org or call (703) 753-4277 to reserve your space.

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2018 Spouse/Companion Food Tour

Join us on Thursday, November 8 for a 3-hour Food Tour of Palm Springs. Transportation to the tour from the hotel is included. The tour visits seven restaurants/specialty shops and is considered enough food for a lunch/grazing style. Included in the tour price is alcohol tastings at two of the restaurants as well as water at every tasting location. Individuals 21 and older should bring a valid ID to participate in the alcohol tasting. Between each tasting, participants will learn about the art, history and culture of the area, as well as some unique facts. The tour covers less than 1 mile. To register for the event visit www.noranews.org/2018ConfHotel or fill out the form on page 27.

NORA Supplier/Vendor Directory

NORA Supplier/Vendor Members in good standing as of 9/4/18 are listed below. Companies in bold have an ad in this magazine. Companies with a $ are part of the NORA Save program by offering discounts/value added services to NORA members. Contact NORA to learn about the NORA Save program. Companies that are in red are exhibiting a the 2018 NORA Conference & Trade Show as of 9/4/18.

1954 Manufacturing, Inc
courtney@1954mfg.com
940-521-9807

Accurate Energy
paul@accurate-energy.com
302-947-9560
Accurate-Energy specializes in providing recycled fuel oil products, environmental services, and creative market approaches for customers who require exceptional service and value.

AECOM Corporation
Jack.Waggener@aecom.com
615-771-2480
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Argus Base Oils provides weekly base oils spot prices, posted prices, and market analysis for all the key markets globally as well as valuable price analytics information on base oil premiums to VGO, crude, and gasoil.

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Investment Banking Firm

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Insurance

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ericstone3@gmail.com
817-876-1714
Antifreeze, Heat Transfer Fluids, Glycols, Lab Services

Complete Environmental Products (CEP)
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713-921-7900
CEP is a leading supplier and Mfg. of high quality absorbents, secondary containment, spill kits, etc. Since 1994, we have served national suppliers to one-man shops for any application including oil recycling, refining, transportation and many more.

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

Dexsil Corporation
ckopylec@dexsil.com
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Dober
saroyan@dober.com
773-294-1870
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Dolphin Centrifuge
sales@dolphincentrifuge.com
248-522-2573
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larry@ecosorb.com
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Engine & Accessory, Inc.
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859-835 9861
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**For Inquiries**

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

**Patent Applications**

Anti-Fouling cistillation (PCT/CA2013/050111)  
Fouling resistant cracking (PCT/CA2011/050207, PCT/CA2013/050091, PCT/CA2013/050092)  
Stabilizing/desulphurizing (PCT/CA2011/050117)
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916-442-1111

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Oil and Petroleum Trading

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