LIQUID RECYCLING
used oil | parts cleaning | anti-freeze | filters & absorbents | wastewater | chemicals

Liquid Recycling in Times of COVID-19
See page 8

Winter Meeting &
EH&S Forum Wrap Up ....................14-20
Enhancing Fleet Safety With
Research-Proven Technologies ..........21-23
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PART WASHER WITH BUILT-IN SOLVENT RECYCLER

EXPAND SOLVENT SERVICES TO SHOPS THAT WANT CLEAN SOLVENT ON DEMAND.

Clean parts with solvent in the sink using the Flow-Thru Brush and Flexible Spigot. Press START to initiate the Solvent Recycler where, first, the dirty solvent drains from the reservoir, then 5 gallons of clean solvent fills the reservoir in about 4 minutes providing the operator with clean solvent for cleaning parts. The dirty solvent recycles in about 4 hours.

- Solvent Pumps: Wash Pump and Transfer Pump, 120v AC, 70W, each.
- Opening the drain valve provides easy drainage of debris to the removable waste container.
- The clean solvent tank of 30 gal. capacity is constructed from stainless steel for long life.
- Many unique features are not available in competitive products.
- Electric Supply: 120v AC, Single Phase, 60Hz, 1.5Kw, 20A.
- Vacuum Pump: Uni-ram Vacuum Pump with a Metal Impeller, 120v, 4.6A, 1/3HP, 3,500 rpm.
- Patents pending.
- Model number for CLEAN GIANT IS 23NL-34. Dimensions are: 34"W x 28"D x 40"H. Sink dimensions are: 34"W x 28"D x 8"H.

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Perseverance

It is a huge understatement that 2020 has not gone according to plan. COVID-19 has upended nearly every aspect of life and business. Early on, liquid recycling companies were declared essential. NORA members are a hearty bunch, but COVID-19 is like nothing we have ever seen before.

To address the challenges, NORA and its members worked together in pooling ideas and resources:

- Development of COVID-19 Resource Page for Members
- Surveyed Members and created report sharing of experiences/best practices
- Webinars of specific COVID-19 Topics.

On page 8, there is an article titled "Liquid recycling in the times of COVID-19". The author interviewed seven NORA members to reflect on the first half of 2020 and their outlook going forward.

What’s Next

It is impossible to know when/if a vaccine will be available, what treatments might be developed or when herd immunity will be achieved.

What we do know is that used oil and related materials will continue to be generated and will need to be responsibly collected and recycled. For this reason, NORA members have been and will continue to be essential.

Because the networking and education provided at NORA events assist our members in conducting their business, NORA is moving forward with the 2020 NORA Conference & Trade Show, November 11-14, 2020 in Tucson, Arizona.

We are committed to providing members with a safe environment. The four diamond Westin La Paloma Resort has over 92,000 square feet of event space. This allows us the ability to create a safe environment so members can relax and enjoy their conference experience. In addition, the hotel has brought in in-house and outside experts to develop their Commitment to Clean with redefined cleaning procedures.

In addition, NORA has created a new “Peace of Mind” policy that allows you complete confidence to purchase your registration today with the flexibility to easily cancel in the future if your situation changes.

Each individual will have to make the right choice for themselves on whether to attend based on their health status, age, risk tolerance, family situation, etc.

Like most things in 2020, the NORA Conference & Trade Show will have a different look and feel. It will likely be smaller and have different room configurations. NORA events have always been more about quality rather than quantity.

I look forward to welcoming you to Tucson in November.
WELCOME TO NORA’S NEAREST MEMBERS

Know someone who should be a NORA member? Contact Brittanee Gasser at marketing@noranews.org or 703-753-4277 and if they join you get a $100 Amazon Gift Card.

INDUSTRY CALENDAR

Alamo Petroleum Exchange
San Antonio, Texas
210-404-1220

Chem32 LLC
Houston, Texas
409-883-8500

Chemline Products Co
Long Beach, California
562-230-9166

Covanta Environmental Solutions
Asheboro, North Carolina
336-683-0911

Engineers & Consultants Ltd
Nassau, New Providence Bahamas
242-393-7283

Keteca USA, Inc.
Phoenix, Arizona
602-278-7789

National Petroleum Products Co.
Mesaieed Industrial City, Doha Qatar
974-490-3839

Navusoft, LLC
Houston, Texas
713-338-2222

On-Site Recycling
Pflugerville, Texas
512-252-1500

StillClean
Anoka, Minnesota
800-628-7657

The Lab People LLC
Pasadena, Texas
281-474-1334

Trailside Consulting, LLC
Flowery Branch, Georgia
770-807-2786

2020
ILMA 2020 Annual Meeting
October 24-27, 2020
Boca Raton, Florida

NORA Conference & Trade Show
Tucson, Arizona
November 11-14, 2020

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NORA is working to provide platforms for members to stay connected and informed during this time. One avenue to maintain connection and involvement throughout the membership is by hosting webinars. NORA hosted a free webinar for members titled “COVID-19: Labor and Employment Legal Concerns”. Mark Kittaka, labor and employment lawyer with Barnes & Thornburg, LLP offered best practices and ideas to NORA member companies and answered relevant and timely questions from members. Contact Brittanne Gasser at marketing@noranews.org if you would like a recording of the webinar.

If you have any suggested webinar topics, please email them Scott Parker at sparker@noranews.org and we will work on developing the appropriate webinar.

Attention NORA Supplier / Vendor Members
Supplier vendor members may host an educational webinar through NORA by contacting Scott Parker at sparker@noranews.org.
Industry News

MORE INFORMATION ABOUT THESE NEWS ITEMS IS AVAILABLE AT WWW.NORANEWS.ORG/NEWS. SEND ANY INDUSTRY NEWS UPDATES TO COMMUNICATIONS@NORANEWS.ORG.

Vehicle Miles Traveled Rebound from COVID-19 Lockdown and Reopening

A study from StreetLight Data, Inc., and Boston Consulting Group (BCG) produced a report based on empirical data, amid the unprecedented volatility of travel patterns and preferences resulting from COVID-19.

One of the first advanced data analytics to study vehicle miles traveled (VMT) on US roadways since the beginning of March 2020, before states began imposing stay-at-home orders, found that:

- From the beginning of March through April 7, the national average drop in VMT was 72%.
- Since then rural counties have fully recovered to pre-COVID levels while urban counties are still in recovery at about 90%.
- That number varied by metropolitan statistical area and state, with the New York, New Jersey and Connecticut tristate area and Washington DC initially seeing drops of 80% to 90%, while states including Texas and Alabama saw drops of only of 50% to 60%.
- Population density is a big driver—urban counties saw a VMT reduction that was about 20-30 percentage points higher on average than that of rural counties.
- The top three correlating factors to the VMT reduction profile are household income, population density, and prevalence of professional service jobs, all of which are higher in urban areas than rural.
- Since Easter Sunday, all US counties have seen a steady recovery of VMT, with the ones experiencing a lower drop in March also recovering more quickly since the low point. The counties that experienced a smaller drop in March also recovered more quickly from the low point. These numbers vary substantially by county, illustrating the importance of empirical VMT data to allow cities, departments of transportation, and private mobility providers to manage transportation system supplies in a way that responds to travel demand.

DOE Used Oil Study

The publication timeline for the US Department of Energy’s (DOE) “Beneficial Reuse Options for Used Lubricating Oil” report should become clearer soon. The DOE had submitted their report to the Office of Management and Budget (OMB) for review. Recently OMB returned the report to DOE to reconcile several edits. DOE completed that and has returned it to OMB for final review and approval. This report will then be provided to Congress and will include a coordinated Federal strategy to increase the beneficial reuse of used lubricating oil. Assuming the report is completed by November, a detailed presentation about the report will be made at the 2020 NORA Conference.

Olein & Bacardi Combatting COVID-19

NORA member Olein Recovery is helping combat COVID-19 in Puerto Rico. Thanks to a partnership they have achieved with Bacardi Corporation, the production of alcohol, hand sanitizers and disinfectant products is helping to contain the spread of the COVID-19 virus.

The Bacardi Corp. distillery in Cataño, Puerto Rico, partnered with Puerto Rico-based manufacturer Olein Refinery to provide raw materials that will enable the production of more than 1.7 million units of 10-ounce hand sanitizer. At 70% alcohol, these products are in line with the recommendations by the World Health Organization for containing the spread of the virus.

“We are extremely grateful to Bacardi for adjusting its production to provide us with raw material so that we may ramp up production of the disinfectants we need to help keep the people of Puerto Rico safe,” Jorge González, president of Olein Refinery, is quoted as saying in the press release.
MEMBER BENEFIT: NORA’S LIST
Easy & Free Buying and Selling

NORA's List is a member benefit for members to post items for sale or wanted at no cost and with the ability to include photos and descriptions. Access NORA's list by logging into your member account via Social Link, clicking on “Quick Links”, and “Forums.”

For assistance or to start posting, contact Brittanne Gasser at marketing@noranews.org to post a listing for free and start buying and selling today.

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Liquid recycling in times of COVID-19

M. DIANE MCCORMICK
As COVID-19 forced a new reality on businesses, liquid recyclers found a way forward in their core values of protecting employees, building relationships on trust and adapting to changing circumstances.

Procedures
As the crisis unfolded, NORA members adopted a wide range of precautions. They imposed travel restrictions, encouraged remote work, required employees to notify supervisors of exposure, created dedicated emails and hotlines for questions and concerns, thoroughly disinfected spaces and encouraged safe hygiene practices and staged trucks offsite until dispatched to load or unload.

Knowing the steps needed during the first phase started with gathering information from health authorities, including the CDC and WHO. Buck’s Oil Company “posted information everywhere,” says Bob Mangiapane, Operations and Sales for the Romulus, Michigan-based company. “We sat down with employees as groups and individuals, because some people don’t like to ask questions in groups.”

“We wanted to keep everybody safe, not put anybody in harm’s way and make sure our customers knew what we were doing, because they were all struggling,” says Mangiapane.

The Buck’s Oil response plan, regarding such elements as use of PPE, wiping down trucks, loading and unloading procedures and restricting visitors, was written into policy. “It’s easy to talk about,” says Mangiapane, “but it’s hard to put in effect unless it’s in writing.”

Valicor’s executive team took responsibility for policies and procedures. Contingency plans were based largely on CDC guidelines, but implementation at individual plants required self-assessment customized to state orders.

As an industry deemed essential, many members such as Valicor then further designated its own team members as essential or non-essential. Such mission-critical personnel as managers and drivers came to work, while those in sales, administration and customer service worked from home. Only essential visitors, such as regulators, were allowed onto sites and had to fill out CDC questionnaires revealing any possible exposure to COVID-19.

Houston-based Vertex Energy Inc convened a leadership task force, led by the Environment, Health, and Safety Director and staffed by plant EHS Managers. Daily calls led with a check on the well-being of employees and their families, followed by a review of PPE on hand.

The Vertex EHS Director updated plant leaders every day, alerting them to COVID-19 conditions in their scattered regions.

“I’ve learned how valuable our EHS Managers at refineries and terminals have been to our company,” says John Strickland, Vertex Chief Operating Officer. “You need to educate your employees who live in that city and town because they’re taking care of their families.”

Across the industry, companies committed to keeping personnel working and safe. Some leveraged federal Paycheck Protection Program loans to keep employees on the job.

Split shifts at all Vertex terminals and refineries, with groups designated to work one week while another stayed home, created a backup system in case an illness appeared in the working group.

Keeping the gears turning helped companies keep pace with economic recovery.

“When it comes to refinery personnel that you have trained for years, if you’ve lost those employees, it would be tough to
In one of the nation’s first hot spots, early action by Staten Island-based Clean Water of New York, Inc. helped limit COVID-19 spread within the company. As “inklings” of the contagion started surfacing, the company required symptomatic employees to stay home. The handful who tested positive weren’t permitted to return until they tested negative.

By early April, new cases had halted, but the company endured a roller-coaster of emotions, from the death of one employee, to the fraught but ultimately happily-ended pregnancy of another’s wife. Office staffing was limited to three or four people at a time, and each person used a designated bathroom. Spaces were decontaminated every morning.

“We’re kind of in the environmental business already,” says Ralph Duca, Vice President, Sales and Marketing at Clean Water of New York. “All of us have waste and environmental experience. Everybody’s got OSHA training and emergency response training.”

In companies throughout NORA, flex time and flexible paid time off allowed employees to stay home while sick or to care for family due to school closure or illness. Paid sick leave, above and beyond PTO, was extended to employees documented to have COVID-19 or under mandatory quarantine.

Employers reported that most of their people came to work – without overtime due to the slowdown, but at least working full weeks. Valicor followed the paid leave policies of the Families First Coronavirus Response Act.

“We were very proactive in communicating to people that if they were exposed or not feeling well, to not even come to work,” says Bentfeld. “We wanted them to stay home. We didn’t want to take a risk of impacting our team members and potentially infecting their families.”

The crisis engendered questions on applicable labor laws, from federal OSHA and family leave requirements to the patchwork of state stay-at-home and PPE orders. Valicor turned to its legal team for “sound advice” on designing plans that were aligned with state and local mandates.

“We wanted to be a good corporate citizen and, first and foremost, protect our frontline essential team members and keep them out of harm’s way as best we can,” says Bentfeld.

West Chester, Pennsylvania-based Eldredge, Inc., applying lessons from past crises, has long cross-trained employees to work across divisions as needed. That practice found use during the shutdown – when, for instance, idled oil-collection personnel helped on the transportation side.
“It was helpful that the guys are already trained,” says Oil Operations Manager, Drew Fatzinger. “We were ready for it, not knowing we were ready for it.”

Employees who knew that they were a priority returned the favor.

“I had guys saying they didn't need their safety bonus that month if it meant keeping someone working,” says Fatzinger. “We didn't need to do that, but they all were willing.”

Recyclers also sought ideas and assurances from NORA and each other.

“The biggest thing from NORA is that I know people everywhere,” says Fatzinger. “We always find someone.”

Technology allowed businesses to adapt remote work policies and facilitate communications. Computer systems were moved to the cloud. As office and support staff worked from home, Valicor accelerated an existing effort to centralize communications and encourage meetings on collaboration platforms.

Bentfeld used the official communications structure to dispel rumors. Unless they heard a statement from him, he told the team, “you take it as false information.”

**Going down: Collections and oil prices**

In the first weeks of the crisis, collections of used oil and other related liquids plummeted nationwide. Companies adapted mid-stride.

At Eldredge, contracts with Philadelphia-area transit companies provided a steady supply of product. The company also found that as one stream slowed down, another accelerated.

“We’re small,” says Eldredge COO, Winston Hibberd. “Adapting is what we owe our success to.”

The essential nature of liquid recycling helped recyclers avoid shutdown by fiat. When the New York economy came to a full stop, Clean Water of New York was delivered “a godsend” when the hospital ship USNS Comfort sailed into Manhattan, says Duca. The company, whose services for marine industry usually include the U.S. Navy’s springtime Fleet Week, collected the oily and treated water that the Comfort couldn’t discharge into New York Harbor.

The ravages of the shutdown were exacerbated by an old fashioned oil war that sent barrel prices into the negative range. Traditional demand for used oil derived products fell, putting downward pressure on its market value.

Buck’s Oil explained to its collection customers, in transparent fashion, how a revenue stream had become an expense.

“Hopefully, at the end of the day, they will say we were at the hardest point this country has ever had and didn’t make a buck off their employees,” says Mangiapane.

Such considerations are steeped in longstanding relationships and ideals. When one Buck’s Oil customer, whose wife was recovering from cancer, couldn’t find disinfectant wipes, Craig Patrick said, “I got a guy.” A waste-water collection customer who happened to make wipes sent over pallets of them.

“We think of customers like friends and family,” says Patrick. “We can have real relationships with our customers. They call and need something, somebody will make it happen.”

**Adapting on the fly**

Industry-wide, lessons learned were incorporated quickly into operations. Buck’s Oil held “near-miss meetings,” analyzing events and situations to determine the equipment and procedures needed to improve safety and efficiency going forward.

Eldredge’s existing response systems were developed and created as part of the implementation of their current management system, Responsible Care Management System (RCMS). RCMS is an American Chemistry Council voluntary management system where Eldredge’s and the other RCMS partners and companies pledge to improve environmental, health, safety and security (EHS&S) performance for facilities, processes and products throughout the entire operating system. After the aftermath of the 2007-09 financial crisis and various other local and national disasters, it was clear that having a system in place was necessary.
“This crisis is showing that the systems we had in place allowed us to quickly make changes and adapt to the needs,” says Hibberd.

Vertex Energy was better positioned because it had just went through an overhaul of its IT System the past two years after 2017's Hurricane Harvey disruption to the home-office operations. This change allowed staff to work from home during the shutdown. A “train the trainer” culture also prepared personnel to collaborate and educate each other about COVID-19.

“Trust is everything,” says Strickland. “We have a motto – commitment and trust with each other. It has sure showed us how good the employees are in our company.”

Early on, Valicor found guidance from its parent company, Pritzker Private Capital, which shared best practices across its portfolio of companies. Valicor developed a methodical contingency-plan checklist to take the guesswork out of decisions made by individual managers.

Hewing to its foundational values, Valicor stayed positive in engaging its people, sharing plans and information, and backing statements with action, says Bentfeld. The company valued suggestions from team members throughout the enterprise. When one employee questioned the wisdom of a time clock used by all, the company deployed a payroll app allowing team members to punch in and out from the safety of their smartphones.

Beginning in early March, Bentfeld led twice-weekly conference calls with leadership and salespeople, reviewing changes and contingency plans, “because things were moving fast and furious.” Those calls were part of a concerted effort to equip the sales team with current information.

“They were getting calls from customers who wanted assurances that we were staying open throughout this process,” says Bentfeld. “They wanted to know the precautions we were taking. It was quickly apparent that sales should be involved in the process so they could answer questions in real time.”

**Uncertainty and hope**

Looking to the future, no one claims to have a crystal ball. There is optimism, but there are no rose-tinted glasses, either.

“The price of oil has come back a little bit, which is encouraging,” says Duca. “The level of business has come back, which is encouraging. New York is opening. We’re hoping, but I am very, very concerned about the next several months and what it’ll mean for our business.”

Companies are cutting costs and overtime. Vertex reached out to vendors for help in shaving costs and found a surprising level of collaboration.

“We felt like we needed to keep all of our employees, and that’s what we’ve done,” says Strickland.

Having survived, there is hope. Bentfeld credits Valicor’s existing processes and the team members who executed them for the company’s agility.

“All of our operations have remained open throughout this pandemic,” says Bentfeld. “We could be dealing with it for a long time to come. So now is not the time for us to relax. We must stay focused to ensure continued success in this new reality.”

There is, of course, no back-to-normal date. Throughout the industry, officials are preparing for local spikes and new waves of contagion.

“Be ready for everything,” says Fatzinger. “Expect the unknown.”

Patrick hopes for a standard, such as hospital beds occupied, that determines the wisdom of getting back to business in a relatively normal sense. Buck’s Oil is functioning “day by day, week by week,” more proactive than reactive to keep employees safe and the company viable.

Recyclers agree that the crisis strengthened corporate structures and brought the lines of responsibility into sharp focus.

“My grandfather had a saying,” says Patrick. “‘Easy times make soft men. Hard times make hard men.’ And this was tough. This is going to make all of us better.”
David Allen Hull
May 13, 1966 - August 3, 2020

David Hull, former Vice-President of Sales with NORA member, Onken Inc, passed away on Monday, August 3, 2020 at Memorial Medical Center in Springfield, Illinois. He is survived by his parents, wife, three children and six grandchildren. He was a member of the Mason City Christian Church and participated in so many church honors such as being an Elder, Deacon, Sunday school teacher, youth leader and on the worship team. David worked for Hull Trucking for 20 years and then went on to work as Vice-President of Sales at Onken Inc. in Easton.
The seventh annual NORA Environmental Health & Safety (EH&S) Forum, held on February 25, 2020 educated 60 NORA members on safety issues facing oil recycling companies.

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

This year, attendees discussed safety with regards to:
- Avoiding a Nuclear Verdict
- Safety and Security for Fleets and Facilities
- Safe Work Behavior Engagement
- Workers’ Comp Claims: Best Practices
- Research Proven Technologies to Reduce Crashes
- Reducing Risk with Affordable Technology
- Packing Right: What you need in your safety kit

The Forum then wrapped up with a Q&A round-table discussion.

Presentations from the Forum are available online exclusively to NORA Members at noranews.org. Visit the Member Only Resource Center and click “Past Event Resources”.

The eighth annual EH&S Forum will be held at the 2021 Winter Meeting.
2020 Presentations
Members may access presentations in the Members Only Resource Center at www.noranews.org.

Research Proven Technologies to Reduce Commercial Vehicle Crashes
Presented by Matt Camden, Virginia Tech Transportation Institute (VTTI)

Workers’ Comp Claims: Best Practices for Members
Presented by Pete Bauer, AXA XL

Safety and Security for Fleets and Facilities
Presented by Will Funk, Safety Research Consultants, Inc.

Safe Work Behavior Engagement
Presented by Eric Marsh, Heritage-Crystal Clean

How to Avoid a Nuclear Verdict
Presented by Melanie Cheairs, Lorance Thompson, PC

Packing Right! What Do You Need in Your Truck Safety Kit?
Christina Hiegel, Trihydro Corporation

Reducing Risk with Affordable Technology
Matt Gartner, XL Insurance, Division of AXA
At Vertex Energy, our focus is steadily on the horizon. Through key advancements in our supply networks, processes and technologies, we are increasingly able meet and even exceed the demands of today’s market. At the same time we are simultaneously working to anticipate the needs of tomorrow by moving toward a low carbon future, while creating products that can help reduce our nation’s dependence on foreign supply.

To learn how we’re Producing Tomorrow’s Energy, visit us at VertexEnergy.com.
160 national and international leaders from the liquid recycling industry gathered in Dallas, Texas for the NORA Winter Meeting to discuss regulatory and business issues.

During this event, NORA committees and working groups met to discuss opportunities and threats for recyclers of used oil and related materials.

In addition to committee meetings, attendees heard a presentation by Matt Horine at Veryable on The Labor Challenge: The Blue Collar Boom & Ways to Win for your Business as well as a panel discussion on IMO 2020 Y2K or Eve of Disruption? NORA thanks the sponsors for this event.
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Drivers of commercial motor vehicles (CMVs) have one of the most important, but dangerous, jobs in our country. In 2017, the Federal Motor Carrier Safety Administration reported that CMVs were involved in 450,000 police reported crashes that resulted in 170,000 injuries and over 5,000 fatalities. These numbers don’t even account for the millions of additional lower severity property-damage only crashes involving a CMV.

Before you develop new safety policies and programs aimed at reducing your crashes, it is important to consider the causes of these crashes. Decades of transportation safety research indicate that driver behavior and driver errors cause over 90% of all crashes. These include performance errors, judgment errors, and inattention. Examples of performance errors include failure to see a vehicle in a blind spot, right-of-way errors, signal or stop sign violations, and failure to maintain a lane. Judgement errors include speeding, tailgating, unsafe or illegal passing, and other general aggressive driving behaviors. Driver inattention includes all behaviors that take a driver’s eyes, hands, and/or mind off driving-related tasks (e.g., dialing a cell phone, texting, interacting with a passenger, daydreaming, reaching for an object in the passenger seat, drowsiness, etc.).

One research-proven solution to mitigate driver error and risky driving behavior is the use of advanced driver assistance systems (ADAS). Although there are many different types of ADAS available for CMVs, only a few have been thoroughly researched by independent, third parties. Recent results from...
the Virginia Tech Transportation Institute (VT TI) show four types of ADAS are successfully used by CMV fleets to improve safety. These ADAS include automatic emergency braking (AEB), lane departure warning (LDW), blind spot warning (BSW), and video-based onboard monitoring systems (VOBMS).

**Automatic Emergency Braking (AEB)**
AEB is designed to prevent rear-end crashes or other types of crashes where the front of the CMV strikes a vehicle, object, or pedestrian directly in front of the vehicle. As many rear-end crashes are the result of driver inattention, AEB mitigates or prevents one of the most common types of crashes caused by driver inattention.

The AEB system uses a suite of sensors to detect a potential crash, first warning the driver of the approaching conflict, then, if the driver fails to slow down quickly enough or change lane position, the vehicle will automatically engage the brakes to prevent or mitigate the crash. AEB systems for CMVs have evolved rapidly over the last 5 years and are now available on many models of Class 7 and 8 trucks.

Independent results show AEB may prevent between 16% and 56% of CMV rear-end crashes. This wide range of effectiveness is the result AEB maturation and includes lower effectiveness rates from studies of early generation technology, and higher effectiveness rates coming from studies with the most recent generation of AEB.

**Lane Departure Warning (LDW)**
LDW is designed to prevent sideswipe and run-off-road crashes where the CMV unintentionally drifts outside its lane. Common causes of unintentional lane deviations include driver distraction and fatigue. Thus, LDW helps to reduces crashes caused by these common driver errors.

While AEB is considered an active safety system, LDW is considered passive. Unlike AEB, LDW only provides drivers with a directional warning about the lane deviation – it does not assume lateral or longitudinal control of the vehicle. Other technologies, such as Lane Keep Assist or Adaptive Steering Control, provide automatic lateral driver assistance; however, these ADAS are relatively new for CMVs and lack publicly available, independent effectiveness research. Although LDW is a passive system that only provides an alert, research shows LDW may prevent between 23% and 48% of all sideswipes and run-off-road crashes.

**Blind Spot Warning (BSW)**
Similar to LDW, BSW is designed to prevent sideswipe crashes, which are one of the more common types of CMV crashes. However, BSW prevents crashes where adjacent vehicles are struck during a lane change or lane drift. Thus, BSW addresses a different cause of crashes: performance errors.

BSW uses sensors or cameras to monitor the area along the sides of the truck and will alert the CMV driver if a vehicle is detected along the side of the CMV. Although there are few independent studies investigating BSW in real-world
operations, early indications are that BSW may prevent between 43% and 57% of lane change crashes.

**Video-based Onboard Monitoring Systems (VOBMS)**

Unlike the other ADAS, VOBMS do not target one specific crash type. Instead, VOBMS provide fleets with a tool to proactively address risky driving behaviors. These may include all crashes resulting from distraction, poor driving habits, a lack of training, speeding, and aggressive driving.

VOBMS use a suite of sensors and cameras to capture data about what occurs inside and/or outside the vehicle. All VOBMS have at least one camera to capture the view outside the front windshield, but many VOBMS also offer a driver-facing camera to show what the driver is doing behind the wheel. Further, some VOBMS offer additional camera views, such as a rear camera or side cameras.

Research shows that VOBMS have the ability to prevent 20% to 52% of crashes and near crashes. However, to achieve these safety benefits, fleets must use the data for performance management. This includes following best practices related to driver one-on-one coaching, goal setting, and communication. Most important to the success of a VOBMS program is to avoid a “gotcha” attitude, instead take a positive, collaborative approach to instruction using the VOBMS data.

**Combination ADAS and Return on Investment (ROI)**

As many of these ADAS mature, technology providers will bundle two or more of these technologies. For example, some ADAS companies offer an integrated option with a combination of AEB, LDW, BSW, and VOBMS. By bundling these four technologies together, you are able to prevent a higher number of crashes, while having the data integrated into one back office platform. Recent research results from VTTI show that fleets using a bundled system including all four technologies experienced a 31% to 66% reduction in their reportable crash rates. These are the crashes that result in the highest costs to fleets, resulting in towaways, injuries, and fatalities.

Understanding the economic impact of ADAS is important before deciding on adopting a specific technology. Fortunately, there are many tools available to fleets to help them understand the expected ROI for specific technologies, including an ROI calculator developed by researchers at VTTI. Although independent ROI results are not available for all ADAS using this calculator (e.g., there has not been independent ROI calculations for BSW), there are indications that each of these four technologies have the potential for high ROI with quick payback periods in 4 months to 24 months.

**Technology is Not a Silver Bullet**

Despite the promise of CMV ADAS to reduce crashes, prevent injuries, and save lives, it is important to remember that technology alone is not a silver bullet. Fleets that successfully improve safety performance rely on a holistic approach that includes ADAS. Instead, make sure you have strong and consistent hiring guidelines, incorporate comprehensive driver education and training programs, positive safety culture, near-crash reporting, driver reward and recognition programs, and investment in ADAS.

**About VTTI’s Center for Truck and Bus Safety**

The Center for Truck and Bus Safety (CTBS) focuses on the research, development, and evaluation of heavy-vehicle systems and operations. CTBS is dedicated to the design, delivery, and implementation of leading-edge research and development efforts aimed at improving the safety of commercial motor vehicle (CMV) drivers and those they share the road with. CTBS is housed within the Virginia Tech Transportation Institute (VTTI), the largest transportation research institute in the United States.
This summer, NORA has been active in developing plans for the fall event. Based on information available from related industry groups, CDC, the hotel and state & local guidance, NORA is fully planning on hosting the in-person NORA Conference & Trade Show in Tucson, Arizona, November 11-14, 2020.

Like many things in 2020, this event will look and feel somewhat different from the past. As we welcome you to this year’s Conference, NORA is committed to providing members with a safe environment.

The four diamond Westin La Paloma Resort has over 92,000 square feet of event space allowing for social distancing. This allows us the ability to create a safe environment so members can relax and enjoy their conference experience. In addition, the hotel has brought in in-house and outside experts in food and water safety, hygiene and infection prevention, and hotel operations to develop their Commitment to Clean with redefined cleaning procedures.

NORA events have always been more about quality rather than quantity. This year, this benefits us and other similar sized events in safe event planning.

For 35 years, members have attended NORA events to network with industry peers, explore opportunities and threats and learn from quality education presentations. Today, the value and knowledge provided by these events are more important than ever.

NORA members are essential. And this event is essential to keep you current and to learn from others in the industry. The trade show is 70% sold and growing each week. Visit www.noranews.org/2020NORAEхhibitors to see a list of the current exhibitors. Contact Brittanne Gasser (703-753-4277 or marketing@noranews.org) to reserve a space.

Also, over 80 members have already pre-registered for the event, which is slightly ahead of last year’s pace. Conference sessions and presenters will be announced soon.

See page 25 for NORA’s “Peace of Mind” policy and travel information.

Register Now: The lowest registration rates are in effect now through September 30th.
2020 NORA “PEACE OF MIND” CANCELLATION POLICY

NORA’s 2020 “Peace of Mind” Cancellation Policy is built to give you complete flexibility in confidently purchasing your registration or booth for the 2020 Conference & Trade Show. Contact Brittanne Gasser at (703) 753-4277 for assistance through the process.

Should the exhibitor be unable to occupy and use the exhibit space contracted for, he or she shall promptly notify exhibit management in writing to info@noranews.org. Any exhibitor requesting cancellation prior to October 31, 2020 will receive a full refund equal of the full price of the booth. No refunds will be given on cancellations after October 31, 2020 and space shall be forfeited. If the event is canceled, all registration fees paid to NORA will be fully refunded.

Attendee Cancellation Policy

- NORA Registration cancellation made by October 31, 2020 are fully refundable for any reason.
- Cancellations made November 1–10th will be refunded at 50% of the registration fee.
- If the event is canceled, all registration fees paid to NORA will be fully refunded

WESTIN LA PALOMA
Book your room today!

RESERVATION INFO
Room Rate: $189/night
The cut off for reservations in the NORA block is October 31, 2020.

Reserve by phone:
(888) 627-7201

Group code:
NORA 2020

If you need assistance in securing a room, please contact NORA at 703-753-4277 or visit www.noranews.org/2020ConfHotel for more information or to view the Westin La Paloma Resort’s “Commitment to Clean”.

AIRPORT / TRAVEL INFO

Book Your Flight: It is recommended that you book your flight early. Yes, there are many airfare deals - but the main reason is to secure your desired flight. According to travel industry sources, there are fewer flight options than normal. Booking early will help you get the best flight option. Members can fly to either Tucson International Airport (16 miles) or Phoenix Sky Harbor Airport (110 miles).

Tucson International Airport
Distance from Hotel: 16 miles
Drive Time: Approx. 34 minutes

Parking at hotel:
- Complimentary self-parking is available for guests in the NORA room block.

Phoenix Sky Harbor Airport
Distance from Hotel: 110 miles
Drive Time: 1 hour 45 minutes
TRUMP OR BIDEN?

The Election’s Impact on the Economic Forecast & the Liquid Recycling Industry

Additional Conference speakers and topics are available at www.noranews.org/2020ConfInfo.

The 2020 Presidential Election will occur one week prior to the NORA Conference. A leading economist will provide attendees with an economic forecast for 2021 and beyond based on who wins the election. This session will address the overall economy, how GDP will perform, oil prices, workforce challenges and much more of interest to NORA members. This will assist members in preparing their budgets and business strategies with the best available information.

Internationally acclaimed economist and public speaker specializing in making the arcana and minutia of economics fun, relevant and educational.

NORA CONFERENCE EXHIBITORS

For more information or to purchase a booth, contact Brittanee Gasser at marketing@noranews.org.

AECOM Corporation  
www.aecom.com

American Testing Technologies  
americantestingtechnologies.com

Bedford Industries, Inc  
www.oberg-crusher.com

Chem32 LLC  
chem32llc.com

Clean Burn, LLC  
www.cleanburn.com

Dexsil Corporation  
www.dexsil.com

EHS Momentum  
www.ehsmomentum.com

Engine & Accessory, Inc.  
rampstar.com/

InCon Process Systems - GIG  
Karasek GmbH  
www.ips-gigk.com

MultiTherm LLC  
www.multitherm.com

Onken Inc  
www.onkens.net

Paratherm  
www.paratherm.com

Presented by  
Elliot Eisenberg, Ph.D.
SPONSORSHIPS

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

**CLOSING PARTY NAMING RIGHTS** $7500 | SOLD
Exclusive Sponsorship - Only 1 available. Available on a first come, first serve basis. Includes prominent logo placement everywhere closing party is mentioned - large signage at event, NORA website, Conference Book cover, Liquid Recycling magazine, conference agenda and on each table at closing party. Also includes all Level 1 Closing Party Sponsor benefits.

**LEVEL 1 CLOSING PARTY SPONSOR** $5000
Only 4 available. Your logo will be featured on the front cover of the Conference Book, on a commemorative photo jacket, and displayed at the Closing Party. You also receive a reserved table for ten registered attendees/companions in premier location at the closing party, Closing Party Sponsor ribbon on badge, recognition at Closing Party dinner, full page color ad in Conference Book ($625 value), color logo with company/exhibitor index in Conference Book, and logo on the “thank you” page in post-Conference Magazine.

**PREMIER SPONSOR** $5000
Only one available. Your logo will be featured on the front cover of the Conference Book and on all name badges. You receive the back cover ad of the conference book. Your company will be thanked at the opening session and your logo will be screenprinted on the tote bags distributed at registration.

**LANYARD SPONSOR** $2900
Only one available. Your company logo will be printed on the lanyard distributed to all attendees.

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

**WATER BOTTLE SPONSOR** $2900
Only one available. Your logo will be printed on the bottles of water that will be set at every seat at the beginning of the conference on Thursday morning.

**NOTEBOOK SPONSOR** $2900
Only one available. Your logo will be on the notebook placed at each seat at the beginning of the conference on Thursday morning.

**HAND SANITIZER SPONSOR** $2900
Only one available. Your logo will be printed on the front of bottles of hand sanitizer distributed at registration.

**FACE MASK SPONSOR** $2900
Only one available. Your logo will be printed on face masks distributed at registration.

Par-Kan Company
www.par-kan.com

PegEx, Inc.
www.pegex.com/

Porocel International
www.porocel.com

PT
www.ptcoupling.com/index.html

Seneca Tank
www.senecatank.com

Sequoia Global Inc.
www.sequoia-global.com

StillClean
www.stillclean.com

Summit Environmental Technologies
www.settek.com

Thermopac Process Engineering LLP
www.thermopac.in

Trihydro
www.trihydro.com

Titan Logix Corp.
www.titanlogix.com

WasteBits
www.wastebits.com

XL Insurance, Division of AXA
www.axaxl.com
**AUDIO/VISUAL SPONSOR**  $2000
Only one available. Your logo will be prominently displayed when the ‘splash screen’ is displayed in the main meeting room. As an added bonus, this sponsorship includes a free full page color ad in the Conference Book (a $625 value).

**REGISTRATION SPONSOR**  $2000
Only one available. Your full color logo will be displayed on glass window cling over the NORA registration desk.

**KEYNOTE SPEAKER SPONSOR**  $2000
Your company will be thanked prior to the speaker’s keynote address and you will have the opportunity to address the entire group for one minute. Your logo will appear on a large screen behind the speaker at the beginning of the keynote address. In addition, you will have an exclusive opportunity to meet with the speaker before the event.

**LEVEL 2 CLOSING PARTY SPONSOR**  $2000
Only 8 available. Your logo will be featured on the front cover of the Conference Book, on a commemorative photo jacket, and displayed at the Closing Party. You also receive a Closing Party Sponsor ribbon on badge, recognition at the Closing Party, half page color ad in Conference Book ($475 value), color logo with company/exhibitor index in Conference Book, and logo on the “thank you” page in post-Conference Magazine.

**GOLD SPONSOR BUNDLE**  $1800
Your logo will be printed on the front cover of the Conference Book and on large signage at the event. You receive a free full page color ad in the event book and your company will be thanked at the opening session. Includes a golf hole sponsorship and company logo printed on the conference bags. For logo on bag, please order by Oct 2 (10 available). For purchases after October 3, a level 4 closing party sponsorship will be substituted for the bag sponsorship.

**CAN COOLER SPONSOR (COOZIE STYLE)**  $1200
Only one available. Your company logo will be printed on the can coolers placed next to the bars in the Trade Show.

**DRINK TICKET SPONSOR**  $1000
Your logo will be printed on the drink tickets for the Wednesday Opening Reception and your company will receive extra drink tickets for the event. Please order by Oct. 16 to allow time for printing.

**LEVEL 3 CLOSING PARTY SPONSOR**  $1000
Only 12 available. Your logo will be featured on the front cover of the Conference Book, on a commemorative photo jacket, and displayed at the Closing Party. You also receive a Closing Party Sponsor ribbon on badge, recognition at Closing Party dinner, color logo with company/exhibitor index in Conference Book, and logo on the “thank you” page in post-Conference Magazine.

**LIP BALM SPONSOR**  $1000
Only one available. Your company logo will be printed on the lip balms placed in the conference bags distributed to attendees.

**FLOOR SPONSOR**  $800
Your full-color logo or ad will be displayed on 3 large floor decals in the lobby of the conference center.

**BAR FLOOR SPONSOR**  $800
Your full-color logo or ad will be displayed on 2 large floor decals on the floor of the hotel bar.

**BAG SPONSOR**  $550
Your logo will be printed on the conference bags distributed to attendees. Available through October 2 to allow time for printing.

**EVENT PAGE LOGO**  $600
Your company logo on the main event page on NORA website.

**LEVEL 4 CLOSING PARTY SPONSOR**  $500
Your logo will be featured on a commemorative photo jacket and displayed at the Closing Party. You also receive a Closing Party Sponsor ribbon on badge, recognition at Closing Party dinner, black and white logo with company/exhibitor index in Conference Book, and logo on the “thank you” page in post-Conference Magazine.

**GOLF LUNCH SPONSOR**  $500
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.

**CHARGING STATION SPONSOR**  $400
Your logo will be prominently displayed at a charging station near the registration desk to supply power for mobile devices.

**BAG INSERT SPONSOR**  $325
You provide the insert and NORA will distribute it in the conference or golf bags. Examples include hats, coozies, fliers, etc. Please deliver items to hotel by November 10.

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

**LEVEL 5 CLOSING PARTY SPONSOR**  $250
Your logo will be featured on a commemorative photo jacket and displayed at the Closing Party. You also receive a Closing Party Sponsor ribbon on badge, recognition at Closing Party dinner, and logo on the “thank you” page in post-Conference Magazine.

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

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

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

**CANDY BOWL SPONSOR**  $175
Only six available. Your logo will be displayed around the NORA Candy Bowl at the registration table.
2020 NORA Conference Registration Form

Complete one form for each person. Only one form required to include payment information.

**EXHIBITORS:** Do Not Use This Form - Use Exhibit Agreement Form or Additional Booth Personnel Form.

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**Contact Info**

<table>
<thead>
<tr>
<th>NAME</th>
<th>BADGE NAME, IF DIFFERENT</th>
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</tr>
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<td>PHONE</td>
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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.

**PRICES**

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<th>Regular (Paid by October 31)</th>
<th>Late (after October 31)</th>
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<tr>
<td>NORA Member: First person</td>
<td>$830</td>
<td>$860</td>
<td>$890</td>
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<tr>
<td>NORA Member: Additional person</td>
<td>$730</td>
<td>$760</td>
<td>$790</td>
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<tr>
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<tr>
<td>Non-Member: Additional person</td>
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<tr>
<td>Government Representatives</td>
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**EXTRAS**

1. Spouse/Companion: Full Package....$275*
2. Spouse/Companion: Friday Only ......$209**
3. Golf ..............................................................$95
4. Golf Club Rental ......................................$70
5. Spouse/Companion Tour.....................TBD

If you selected spouse/companion package, please enter their name here: _____________________________________________

If you selected golf, please include your average score: __________

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.

<table>
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<tr>
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<td>EXP. DATE</td>
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<tr>
<td>BILLING STREET NUMBER &amp; ZIP (IF DIFFERENT THAN ABOVE)</td>
<td>EMAIL TO SEND RECEIPT (IF DIFFERENT THAN ABOVE)</td>
</tr>
</tbody>
</table>

**Submit Your Registration**

- Registration may be scanned and emailed to marketing@noranews.org. Please do not email credit card information.

  - Fax to 703-753-2445
  - Mailed to 7250 Heritage Village Plaza, #201 Gainesville, VA 20155
  - Phoned in to Kim Litscher at 703-753-4277
  - Will pay online: following processing of paperwork, a secure payment link will be emailed to you

**2020 Cancellation Policy**

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- If the event is canceled, all registration fees paid to NORA will be fully refunded.

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**Book Your Hotel Room**

**THE WESTIN LA PALOMA RESORT & SPA**

3800 EAST SUNRISE DRIVE

TUCSON, ARIZONA 85718

NORA Rate $189/night

To secure your room, call (888) 627-7201 and reference NORA 2020 or reserve online by visiting www.noranews.org/2020ConfHotel by October 31 to book at a discount rate (though rooms may sell out early).
Contact Info

Name
Title
Company
Email

Sponsorship Opportunities

General Sponsorships
☐ Closing Party Naming Rights SOLD $7900*
☐ Level 1 Closing Party Sponsor $5000
☐ Premier Sponsor* $5000
☐ Lanyard Sponsor* $2900
☐ Key Card Sponsor* $2900
☐ Water Bottle Sponsor* $2900
☐ Notebook Sponsor* $2900
☐ Hand Sanitizer Sponsor* $2900
☐ Face Mask Sponsor* $2900
☐ Audio/Visual Sponsor* $2000
☐ Registration Sponsor* $2000
☐ Keynote Speaker Sponsor $2000
☐ Level 2 Closing Party Sponsor $2000
☐ Gold Sponsor Bundle $1800
☐ Can Cooler Sponsor (Coozie Style)* $1200
☐ Drink Ticket Sponsor $1000
☐ Level 3 Closing Party Sponsor $1000
☐ Lip Balm Sponsor* $1000
☐ Floor Sponsor $800
☐ Bar Floor Sponsor $800
☐ Bag Sponsor $550
☐ Event Page Logo $600
☐ Level 4 Closing Party Sponsor $500
☐ Golf Lunch Sponsor $500
☐ Grand Opening Exhibit Reception $450
☐ Charging Station Sponsor $400
☐ Bag Insert Sponsor $325
☐ Spouse Brunch Sponsor $300

Conference Book Advertisements
☐ Back Cover - included with premier sponsorship $1100*
☐ Inside Front Cover Ad* $950
☐ Full Page Color Ad (7-1/2” x 10”) $625
☐ Full Page B&W Ad (7-1/2” x 10”) $475
☐ Half Page Color Horizontal Ad (7-1/2” x 5”) $475
☐ Half Page B&W Horizontal Ad (7-1/2” x 5”) $260
☐ Third Page Color Ad (7-1/2” x 3-1/2”) $375
☐ Third Page B&W Ad (7-1/2” x 3-1/2”) $200
☐ Fourth Page Horizontal Color Ad (3-3/4” x 5”) $275
☐ Fourth Page Horizontal B&W Ad (3-3/4” x 5”) $200
☐ Color Logo by Exhibitor Index (1/2” high) $150
☐ Color Logo by Company Index (1/2” high) $150

*contact Casey Parker at casey@noranews.org for availability.

For more information about sponsorships, visit noranews.org/2020ConfInfo

Payment Options

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

Total Amount Due $ 
☐ Check (payable to NORA) ☐ American Express ☐ Visa ☐ MasterCard

Name on Card
Signature
Card Number Exp. Date Security Code

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

Submit Your Sponsorship

Credit Card Only: Call 703-753-4277 or fax 703-753-2445
Check or Credit Card: Mail to: 7250 Heritage Village Plaza, Suite 201, Gainesville, VA 20155
Questions: Call 703-753-4277 or email marketing@noranews.org
Used Oil Recycling.
Refined.

Proudly and responsibly collecting over 73 million gallons (280 million litres) of used oil across North America every year.

Visit gflenv.com for more information.

Green Today. Green For Life. | 1.866.579.6900
NORA Supplier/Vendor Members in good standing as of 7/22/2020 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 more about the NORA Save program.

AECOM Corporation  
Jack.Waggener@aecom.com  
615-771-2480  
URS/AECOM Corporation is a full service engineering design firm with over 300 offices and 100,000 employees around the world. Services include environmental engineering consultant - water, air, solid waste, used oil.

AGC International, LLC  
adeflorio@agcinternational.com  
651-202-0563  
Manufacturer of Re-refining and Filtration equipment. Provide separation, re-refining and filtration solutions for any and all types of used petroleum products including motor/lubricating oils, marine oil and slops, anti-freeze and transformer oil.

Air Products  
info@airproducts.com  
800-654-4567  
Air Products is the world's largest producer and supplier of merchant hydrogen, and a leading global supplier of atmospheric gases such as nitrogen, oxygen and argon.

Amchem Inc.  
craig@amcheminc.com  
903-236-0138  
Chemical Distribution

AMCS  
nancy.byrne@amcsgroup.com  
800-962-9264  
AMCS provides software for the waste and recycling industry; this includes oil waste and recovery. The software provides detailed history, extensive billing options, container tracking, lab results, profiling, routing and dispatching.

American Testing Technologies  
stacyl@americantestingtechnologies.com  
877-634-9906  
We provide a full range of analytical services to petroleum suppliers and users. With over 25 years experience, we offer the highest quality testing of oils, fuels, biofuels, waters, waste, and hazardous waste. Most tests are completed within 24 hours.

Axelrod Energy Projects, LLC  
jaxelrod@axelrodenenergyprojects.com  
212-749-1902  
Project Development, Brokerage, Market Consulting

Bedford Industries, Inc  
david@bedfordindustries.com  
360-770-0612  
Manufacture a full line of oil filter crushers, drum crushers, and oil filter balers. On the market since 1989, the OBERG filter Crusher has stood the test of time.

Blue Process Advisors, LLC  
mjebert@yahoo.com  
219-841-2124  
Consulting - Refining business management and technology

Bright Technologies a Division of Sebright Products, Inc.  
abajric@sebrightproducts.com  
269-793-7183

Brown Gibbons Lang & Company, LLC  
ekaplan@bglco.com  
216-920-6634  
Investment Banking Firm

Brown Industrial Inc  
craig@brownindustrial.com  
937-693-3838  
Technology leading custom designers & manufacturers of trailers & truck bodies for the rendering, oil filter recovery & recycling industries.
Build-All Corporation
dougg@build-all.com
414-716-0023
Manufacturer of parts washers and degreasing equipment.

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

Centrisys
stefan.koppe@centrisys.us
262-287-7656

Chem32 LLC
jespermarklund@chem32llc.com
409-883-8500
Catalyst Preactivation

Chemline Products Co
John@chemlineproducts.com
562-230-9166
Custom blended high performance coagulants, precipitants and flocculants delivered to you.

ChemTec LLC
bryangray@chemtecllc.com
812-499-8408
A superior line of used oil, wastewater, and antifreeze treatment chemicals.

ChemTreat
jlawson@chemtreat.com
865-250-5434
An industry leading supplier of water treatment and oil processing specialty chemicals.

Clairvest Group Inc
michaelc@clairvest.com
416-925-9270
We are an equity investment firm focused on partnering with business owners to help build strategically significant businesses. We have a focus on environmental services industry with six meaningful partnerships since 2006.

Coastline Chemical, Inc.
jdsharpley@coastlinechemical.com
757-824-3831 Ext. 103
Antifreeze, Heat Transfer Fluids, Glycols, Lab Services

Providing Solutions for Used Oil Recyclers and Re-Refiners

- Emulsion Breakers
- H2S Scavengers
- Deashing Agents
- Wastewater Treatment
- Cooling Tower Programs
- Boiler Water Treatment

VISIT WWW.CHEMTREAT.COM OR EMAIL JLAWSON@CHEMTREAT.COM FOR MORE INFO.
Dexsil Corporation
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Distributed to leaders of companies who responsibly recycle used oil and related materials NORA recently released the 2020 NORA Membership Directory, the ultimate networking tool for the liquid recycling industry. This annual publication provides valuable information on NORA's hundreds of member companies that is essential for NORA members in their efforts to easily find key business partners. The “yellow pages” of the liquid recycling industry, the 2020 NORA Membership Directory includes company and personnel contact information, volume levels, service areas, services provided, products provided and more. This desktop resource also includes key indexes of responsible recyclers by service area, services provided and by products provided. In addition, an index of Supplier/Vendor members is also provided. All member companies have been sent copies of the membership directory. If you are interested in receiving a copy, contact NORA at 703-753-4277 or info@noranews.org.
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