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2022 NORA Annual Conference & Trade Show

Naples, Florida • November 9-12th, 2022

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Canoe Challenge

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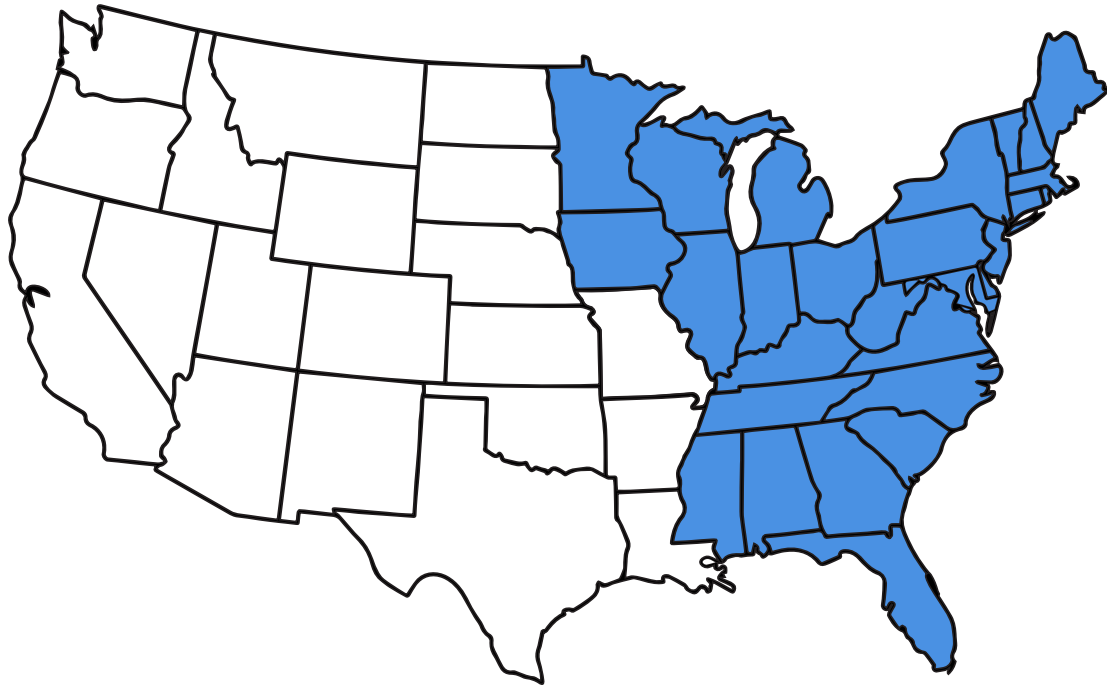
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Used Oil Supply Forecast

In 1995, the U.S. Department of Energy (DOE) reported that 1.371 billion gallons of used oil were available for recovery.

Over the last 27 years, there have been significant changes in the lubrication requirements in vehicles. Oil change intervals have increased from every 3,000 miles to 7,500 – 10,000 miles in today's modern engines. In addition, electric vehicles (which require very little oil) had sales that increased in Q1 of 2022 by 60% over the previous year.

In theory, the supply of used oil available for collection would be diminished because of these downward pressures.

However, the latest information from the DOE reports that supply of used oil available for collection in the U.S. has remained fairly constant for the last quarter century.

Used Oil Available for Collection						
Year	2008	2010	2012	2014	2016	2018
Billions of Gallons	1.422	1.331	1.373	1.380	1.389	1.378

Even though there are real downward pressures, there are offsetting factors that account for the stability in the used oil supply.

The most significant factor has been the growth of the overall motor vehicle fleet. The size of motor vehicle fleet in the U.S. has grown by approximately 43% in the last 30 years. In 1990, there were 193 million vehicles registered in the U.S. In 2020, that number grew to 276 million vehicles.

Also, the overall average age of the vehicle fleet has increased by 26% in the last 20 years. In 2002, the average age of the fleet was 9.6 years. In 2021, that number increased to 12.1 years. Older vehicles tend to require oil changes more often.

Finally, the boom in the electric vehicle sales is currently having a negligible impact on the used oil supply. Today, electric vehicles account for less than 1% over the overall vehicle fleet. Even under the most aggressive forecast, only 13% of the U.S. fleet will be electric in 2035.

The bottom line is that used oil supply does have downward pressure on it, but it is reasonable to assume it will remain fairly stable for the foreseeable future.

There will always be a need for NORA members to responsibly collect and process this material. And NORA and its members will continue to advocate for diverse markets for used oil derived products.

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INDUSTRY CALENDAR

(meeting dates are tentative and subject to change)

2022

Independent Lubricants Manufacturers Association Annual Meeting

October 1-4, 2022 • Marco Island, Florida

NORA Annual Conference & Trade Show

November 9 - 12 • 2022 Naples, Florida

2023

National Asphalt Pavement Association Annual Meeting

February 5-8, 2023 • Miami Beach, Florida

NORA Winter Meeting

February 22 - 24, 2023 • New Orleans, Louisiana

Texas Commission on Environmental Quality (TCEQ) Trade Fair & Conference

May 16-17, 2023 • Austin, Texas
(NORA will be exhibiting.)



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Industry News

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

NORA Member Hydrodec and Cleveland Industrial Recycling Merge

The Ohio-based naphthenic oil treatment provider has announced a merger with a fellow US environmental business in a deal which promises multiple carbon-cutting benefits for customers.

Hydrodec of North America, which collects and hydrotreats used transformer and naphthenic oils at its Canton facility, has agreed to a merger with Ashtabula-based high voltage metal recycling business, Cleveland Industrial Recycling – with the expertise of both businesses joining to play a greater role in helping companies to offset carbon emissions, conserve fossil fuels and gain Carbon Credits to help meet their sustainability goals.

Heritage-Crystal Clean, Inc. Completes Acquisition of Patriot Environmental

NORA Member Heritage-Crystal Clean, Inc., a provider of parts cleaning, used oil re-refining, and hazardous and non-hazardous waste services primarily focused on small and mid-sized customers, announced it has completed its acquisition of Patriot Environmental Services, Inc. Patriot is a leading provider of environmental services across the Western United States specializing in a wide variety of waste services, including emergency response, industrial services, and OSRO spill response.

Valvoline to Sell Lubes Unit to Aramco

Saudi Aramco announced a \$2.7 billion deal to acquire Valvoline's Global Products business, which is its lubricant and maintenance product sales segment. The acquisition marks not just a massive expansion for the state-owned oil company but a complete shift for Valvoline to a service-driven business model.

This comes just two months after Saudi Aramco initially expressed interest in buying the segment, according to reports. In one move the company has set itself up as a much larger player in the lubricants sector.

Terra Nova Solutions Acquires Lee County Solid Waste Facility

NORA Member Terra Nova Solutions, Inc., a provider of industrial, waste, and environmental services, announced today the acquisition of the Lee County Solid Waste Facility.

Founded by Warren "Wally" Lee in 2002 and based in Bishopville, South Carolina, LCSWF is permitted to receive and process a wide variety of non-hazardous waste and provides solidification, composting and waste-to-energy solutions to a broad array of businesses in the southeastern United States.

Appeals Court Denies Review of HOS Shorthaul, Driver Break Requirements

A challenge to certain federal hours-of-service regulations filed by the Teamsters Union and three nonprofits will not be reviewed by a three-judge panel of the U.S. Court of Appeals for the District of Columbia Circuit.

In their legal challenge, the groups argued that the May 2020 final hours-of-service rule was "arbitrary and capricious" because it failed to address the safety and driver health consequences of changes to record-keeping rules for shorthaul commercial vehicle drivers, and rest break requirements for longhaul drivers.



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2022 NORA Mid-Year Meeting Wrap Up

From June 22-24, over 120 industry leaders gathered in Louisville, Kentucky for networking opportunities, business development and updates on various issues related to the liquid recycling market.

The event started with ninth annual NORA Environmental Health & Safety (EH&S) Forum. Over 40 members participated in the program that featured five educational sessions and an interactive roundtable discussion. The presentations are now on the members' only section of www.noranews.org. See page 14 for information.

The NORA Mid-Year Meeting took place on the next day. Interactive committee sessions addressed various issues facing NORA members and provided valuable information. The following committees met during the event: Wastewater Working Group, Parts Cleaning Council, Antifreeze Working Group, Membership & Marketing, Advanced Processors Working Group, Industrial & Environmental Services Council, Conference Committee, Guiding Principles Committee, Used Oil Recycling Council and Government Affairs Committee.

The NORA Mid-Year Meeting started with the latest information on the supply of used oil – today and the forecast for the future. The Meeting also featured a panel called “Combatting Inflation, Best Practices for NORA Members to Maintain Bottomline”. A speaker also addressed the significant issue for members titled, “Hiring Talent in Today’s Market: How NORA Members Can Keep Their Team at Full Strength.” See page 12 on how to access this information.

Finally, an optional NORA Bourbon Trail Tour completed the event on Friday.

NORA thanks the sponsors of NORA Mid-Year Meeting. See page 16.









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312.803.7447
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John Wasilchuk
Environmental
Vice President
812.327.5512
john_wasilchuk@ajg.com

ajg.com/us

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*These presentations were done at the NORA Mid-Year Meeting.
Visit the Members Only Resource Center at noranews.org to view them online.*

Used Oil Supply

Presented by: Scott Parker

The opening session of the 2022 NORA Mid-Year Meeting was presented by Scott Parker who discussed the current Used Oil Supply market and its forecast.



Hiring Talent in Today's Market How NORA Members Can Keep Their Team at Full Strength

Presented by: Noah Berkheimer

Having a difficult time attracting and hiring talent? Join the club. Just about every NORA member is struggling with this issue in today's employment marketplace. To assist members, NORA hosted a session to the 2022 Mid-Year Meeting to provide information and today's best practices to assist attendees for successfully hiring talent in today's market.





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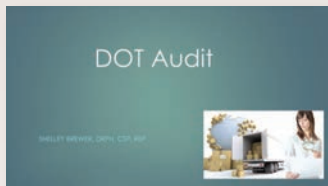
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How to Prepare for an OSHA & DOT Audit

Presented by: Paul Oliver & Shelley Brewer, Tank Industry Consultants



Paul reviewed how you can get both your documentation and facility ready for an OSHA inspector and also discussed how to handle OSHA when they show up at your site. Shelley

reviewed what training, documentation and fleet inspections a company needs to have in place to prepare for a DOT audit and also discussed how DOT rates an employer based on the audit results.

Basic Tips on Contracts

Presented and Moderated by: Matt Gartner, XL Insurance, Division of AXA



The forum concluded with an open session that generated practical ideas to take back to their companies to improve their safety culture.

Walk the Talk - Five Ways Safety Professionals Can Support ESG Initiatives

Presented by: Ashley Gill, Valicor Regional Safety Manager



Safety professionals have been reporting on environmental health and workplace safety for decades, having extensive knowledge in achieving compliance standards while remaining

risk-averse. With the advent of ESG (environmental, social and governance), companies are now motivated to commit beyond compliance on issues that relate to EHS. This presentation provided an overview of ESG, examined how EHS and ESG intersect, and what safety professionals can do to reinforce ESG initiatives.

Professional and Pollution Exposures for the Environmental Service Industry

Presented by: Donna Sugg, CPCU, SCLA, AXA XL Insurance



Donna shared information with members to help identify and manage the professional and pollution claims exposures that environmental contractors and consultants face. The

session offered tips for NORA members to increase awareness of these exposures and facilitate the claims process in the event a claim arises.

PFAS: Current and Future EH&S Liabilities and Considerations

Presented by: Dr. Mitch Olson, Emerging Contaminants Practice Leader at Trihydro



Per- and polyfluoroalkyl substances (PFAS) in drinking water have gained an ever-increasing share of public attention and concern. What are PFAS, how are they used, and how do they end up in drinking water? This presentation addressed these questions, as well as advantages/limitations of current treatment methods for PFAS in water streams. We also discussed analytical methods and how these might apply for characterization of incoming waste streams (aqueous and non-aqueous), as well as considerations for PFAS in air.

Unlocking the Secrets of Successful Corporate Representative Testimony

Presented by: Scott Novak and Associate Danielle Ross of Mayer LLP



Partner Scott Novak and Associate Danielle Ross of Mayer LLP presented “Unlocking the Secrets of Successful Corporate Representative Testimony.” Scott and Danielle discussed

the keys to preparing to be deposed as the face of the company and what it takes to make sure your corporate representative is equipped for success. This presentation discussed (1) who should be the corporate representative; (2) what the purpose of the deposition or testimony should and should not be; (3) strategies for preparation; (4) common tactics and how to avoid tricky questions; (5) how to actively defend without being defensive; and (6) other keys to a successful deposition.

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PFAS Contamination Issues Are Growing Rapidly on a Daily Basis!

By: Jack Waggener, P.E., AECOM, NORA Senior Consultant

The PFAS issues have been a major subject of NORA's focus for several years as it is impacting or will impact the centralized wastewater treaters and used oil recyclers. It could have both positive and negative business impacts on the NORA members and the industries they serve. Exposure to PFAS has become one of the News Media's "Breaking News".

Per- and poly-fluoralkyl substances (PFAS) have become an urgent public health and environmental issue facing communities across the USA and in other countries. There are over 4,000 PFAS compounds that have been in use since the 1940's that can be found in drinking



water, wastewater, surface water, groundwater, soil, and air. The US EPA, Congress, DOD, state and local governments are moving forward to establish enforceable limits and clean-up standards for the family of PFAS substances. Unfortunately, they are being inconsistently proposed and set at extremely low concentrations of parts per trillion. The analytical methods have just been established or they are just being developed to detect PFAS at these low levels. The method for testing wastewater is only considered to be guidance until finalized by EPA by the end of 2022 or into 2023.

In the December 27, 2021 Federal Register, EPA finalized a rule requiring all public potable water systems (PWSs) serving 3,300 or more people to begin testing their potable water for 29 PFAS substances and lithium. This data will be reported to EPA by over 10,000 PWSs.

EPA has also issued a new memorandum to its regional water division directors titled *Addressing PFAS Discharges in EPA-Issued NPDES Permits and Expectations Where EPA is the Pretreatment Control Authority*, which the agency says aligns EPA-issued wastewater and stormwater discharge permits under the National Pollutant discharge Elimination System

(NPDES) and pretreatment program with the goals articulated in the PFAS Roadmap. These include enhanced monitoring provisions, use of new analytical methods, and implementation of pollution prevention and best management practices (MBPs) to address PFAS discharges at the source.

As an example of liability, industry is sounding alarm bells after a federal judge in a landmark ruling certified a class of about seven million Ohio residents with small amounts of PFAS in their blood in a pending class action suit, *Hardwick v 3M Company, et al.*, opening the door to millions more plaintiffs in other states. They say the suit may have dangerous implications on the potential role that the federal judiciary could play in overseeing PFAS litigation.

Moreover, some industry attorneys are warning that while the Ohio class action suit is currently focused on PFAS manufacturers, it could spawn new litigation that targets a range of other parties including downstream users and those that released PFAS or otherwise contributed to contamination in plaintiffs' blood.

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Canoe Challenge

NORA Members Work Together for a Good Cause

BY: M. DIANE MCCORMICK

“As most great stories start, we were drinking.”

Nothing overboard, of course, but so says Craig Patrick about a poolside gathering at the 2021 NORA Annual Conference & Trade Show. This gabfest launched a tale of grit, friendly competition, 340 miles of canoeing, meals for families of hospitalized children, scholarships for children of fallen service members, and a camaraderie born in friendship and strengthened in trust.

It began with Adam Gray, of GFL Environmental, sharing his tale of canoeing the Missouri American Water MR340 with a team in 2021. At poolside with him were Craig Patrick and Bob Mangiapane, of Buck's Oil Co., and Gary Freedlund, of Turn-Key Environmental. In Patrick's retelling, Gary said something along the lines of, “It'd probably kill you guys.”

From there, Freedlund picks up the story.

“Craig looked over his left shoulder, and Bob Mangiapane was on his left side,” says Freedlund. “And then he looked over his right shoulder, and I was over his right shoulder.”

When they said they were in, Patrick said, “Challenge accepted.”

“And then we found out what it was,” says Freedlund. “Who needs enemies when you have friends like Craig?”

With a handshake, Gray agreed to make donations to Folds of Honor and to Mattea's Joy, a nonprofit founded by Freedlund and his wife, for every hour the team beat his time in the 2022 MR340.

“I knew they were outdoor guys and they would find the challenge interesting enough to where I could pique their interest if I gave them enough guff,” says Gray, whose first – and probably only – MR340 raised about \$50,000 for Folds of Honor, which provides scholarships to the spouses and children of fallen and disabled American service members. “It's quite the

adventure. It's a lot of fun, and it's for a good cause.”

The Freedlunds founded Mattea's Joy to honor their daughter, Mattea, who was born in 2009 with severe complications, spreading sunshine to others in her nine and a half months of life. The experience taught the Freedlunds the challenges parents face during long hospital stays with a medically fragile child.

“When someone has their child hospitalized, it's very rarely what they planned,” says Jamie Freedlund. “Even when it's a recovery, that's not where they want to be. It can come with a lot of isolation and loneliness.”

The Freedlunds created Mattea's Joy to spark care and connections, providing once-monthly dinners for families with children in the PICU and NICU of Comer Children's Hospital, Chicago, and for families staying at the local Ronald McDonald House.

While they provided home-cooked meals for 10 years – interrupted by COVID but now set to resume – the organization also developed “transfer packets” with helpful tips, gas cards, and other useful items for parents dealing with the transfer of their children to Comer from community hospitals.

And in 2021, Jamie launched Joy in the Journey, a podcast offering medical professionals insights into the experience of families with hospitalized children.

“The meals are nice because you're bringing people food, but it's never only about the food,” says Jamie. “It was about creating a space for connection.”

With Mattea's Joy as one of the beneficiaries, training for the MR340's team division began around the end of March. There might be 60 miles of canoeing one day, 98 another, sometimes in extreme heat.

“I had no idea there was this much involved in it,” says Pat-



rick. “The learning curve was kind of steep. We got in the canoe and flipped it over about a million times.”

Their first time in the canoe “was embarrassing,” Mangiapane agrees. He tried steering, only to spin the boat against the bank multiple times.

“I’m a desk guy,” he says. “My goal was to not get any blisters.”

The team had one advantage going in – Gray’s loan of his lightweight, 24-foot Kevlar canoe. They emblazoned it with industry sponsors and a picture of Gray’s face on the stern, to motivate them ever forward.



The race began on July 12, with Freedlund’s ultra-fit friend Adam Ehrend joining the team. At stopping points along the way, the team called on its superpower – the ground crew comprising Patrick’s wife, Mandi Patrick, and four sons, ages 13, 16, 17, and 19. Without them to provide food, hydration, and

encouragement, the team wouldn’t have beaten Gray’s time, Patrick says.

“Mandi runs an amazing ground crew,” he says. “The only thing we had to do was get in, shut up, and paddle.”

“We could not have done as well as we did without our ground crew, hands down,” agrees Freedlund.



Mandi deserves the most credit for the team’s success because she was “the most prepared of anybody,” says Mangiapane. Her boys were invaluable at stopping points, when they would help the paddlers walk up the ramp, or jump in the water to pull in the canoe – a task so exhausting that many paddlers without ground crews suffered cuts from falling.

“I actually don’t know if we would have been able to finish if we hadn’t had them,” Mangiapane says.

To maximize the time advantage of the challenge, the team slept only 90 minutes for three days. Even with Missouri’s sum-

mer heat and the river's brutal lack of shade, Patrick calls sleep deprivation "hands-down the hardest part" of the excursion. Up and down the river, sleep-deprived paddlers saw hallucinations.



"You saw things that weren't there," says Patrick. "I knew it wasn't true, but I couldn't get my eyes to stop seeing them. I saw excavators up in the sky, scooping leaves out of the trees. I saw a tree get up and walk and plant itself back in the ground. I saw dolphins in the water."

Patrick didn't like the hallucinations, but Mangiapane loved his visions of wildlife and "kind of rock-troll people" along the riverbanks.

"It was crazy to me, and it was fun," Mangiapane says. "I knew what I was seeing wasn't real. I knew they were trees. I felt that somebody must trim all the trees along the river to look like elephants."

Teamwork kept the boat afloat. Freedlund realized at one point that, lost in the rhythm of paddling, he hadn't hydrated and was suffering heat exhaustion. The group huddled at the next checkpoint, and Jamie urged her husband to continue. The team had his back, she said, and he would regret it if he soon felt better and had let the opportunity pass.

Freedlund got back in the boat, wrapped in ice and not paddling for the next two or three hours.



"The guys carried me," he says. "I didn't want to let them down, because ultimately, I knew that it was going to benefit a cause that's near and dear to my heart."

On the water, Mangiapane steered for 270 of the 340 miles. The need to keep constant pressure on the rudder while thinking constantly about where to go next made the job physically and mentally taxing.

"The front guy had to paddle the hardest because he's setting the pace, but you didn't have to think as much," says Mangiapane. "You just had to paddle."

The team also built relationships with the community of paddlers on the river, all striving for the goal of completing the trek.

"Pretty much everyone on the river was encouraging," says Mangiapane. "Nobody was really trying to beat anyone else. Everybody was rooting for everybody."

One kayaker sitting idle had hurt his shoulder, and Patrick gave him ibuprofen and Biofreeze from their stash, but they worried that he wouldn't make it. On the third day, the NORA team was drained, facing their final 25 miles, when they heard a loud greeting from behind.

"Here's this dude, coming up behind us," says Patrick. "He just kind of brought energy back into the boat. We raced for the last five miles. He was laughing and cussing us at the same time."

The camaraderie, the support, and especially, the causes behind the effort "drove everyone in the boat farther and faster," says Patrick.



"When you're absolutely worn out, when you push yourself to what you think your limit is, that's when you dig down and find something deeper," he says. "I'd do an hour for one of my kids, or an hour for my wife, or an hour for the kids that Mattea's Joy can help. The soldiers are overseas doing their thing, and if they can do it for us, we can put in this next hour for them. You're not doing it for yourself anymore. You're finding deeper value."

Though the team members were longtime friends, the experience revealed new depths of character to each other.

"You know who's got character and heart at the end," Patrick

says. “Bobby is unbreakable. That dude is a rock star. Just a crazy guy with a deep heart.”

The teammates also hope they were teaching life lessons to their own children.

“I wanted my kids to see that if you put your mind to it, you can do hard things in life,” says Freedlund. “That’s a phrase in our house, and this is definitely one of the hardest things I ever did.”

The canoe crossed the finish line at 57 hours, 46 minutes – more than eight hours ahead of Gray’s 2021 time. At that moment, Freedlund’s rush of emotions included pride in being part of an amazing team, and the knowledge that his guardian angel, little Mattea, had been watching over them.

“Adam set the bar high,” he says. “We tried to be as respectful as possible to that. We rose to the occasion, and because of that, our team raised a lot of money for a great cause. It’s a great feeling to know that you have friends who have your back in numerous ways.”

Channeling the challenge into support for families of service members and hospitalized children “does without a doubt feel good,” says Gray. “We need to give back when we have the opportunity.”

Friendships forged through work and NORA membership are a constant inspiration, the paddlers agree. The shared challenges of the industry “bring us all together,” says Patrick. “There’s so much variety in our industry. They’re just good people all around the country. NORA’s the reason to come together and get to know them.”

And, he adds, “I talk to Gary three times a week, and you want to talk about a guy with a real love for humanity? He’s feeding the families of sick kids. The guy’s a saint.”

Freedlund says he is “unbelievably grateful” for the relationships built through NORA, joking that “it took a lot of years of stupid friendship for Craig to be able to look over his shoulder to find two guys who are willing to do this.”

But he also returned the compliment on the strength of character he sees in his friends.

“The guys have always been unbelievably supportive throughout the years of our friendship,” he says. “Knowing what we did was grueling and hot and long, and to know that they’re willing to do this on behalf of Mattea’s Joy, to benefit hundreds of families – it’s a testament to who they are.”





NORA

Conference & Trade Show

Naples, Florida

November 9-12, 2022

The 2022 NORA Annual Conference and Trade Show is the liquid recycling industry's premier networking and education event. Now is the time to begin making plans to attend. Everything you need for your plans is included in this magazine.

AGENDA

The tentative agenda is on page 25. It includes the timing of the various networking events, trade show hours as well as the conference sessions. Most attendees will arrive Wednesday, November 9th. Depending on travel plans, exhibitors may want to arrive on Tuesday to be on site for booth set up. Most attendees will depart on Saturday, November 12th.

BOOK YOUR ROOM

The event will be hosted at the 4-diamond Naples Grande Beach Resort. The block of discounted rooms for NORA members are available through October 19 or until it sells out. See page 26 for information about the resort.

REGISTER NOW

Register online to attend the Conference using the form on page 27. To save money, register early. Please note that Non-Exhibiting Supplier/Vendor Members have a separate registration rate. Supplier/Vendor Members who exhibit receive one free registration.

TRADE SHOW

The NORA Trade Show already has over 30 companies displaying the latest products and services available to the liquid recycling industry. See page 28 for the NORA Exhibitor Showcase. Booths are still available. Contact Casey Parker at 703-753-4277 or casey@noranews.org to reserve your space.

SPONSOR THE EVENT

Many sponsorship and advertising opportunities are available for the 2022 NORA Conference & Trade Show. For as little as \$175, you can support your industry as well as promote your brand. See page 30 for details and how to secure your sponsorship.

Become a single source vendor for your customer.

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2022 NORA ANNUAL CONFERENCE & TRADE SHOW AGENDA

NOVEMBER 9 - 12, 2022 | Naples, Florida

(Tentative, Subject to Change)

WEDNESDAY, NOVEMBER 9

11:00 AM - 4:00 PM	Exhibitor Check- In and Booth Set Up
2:00 PM - 7:00 PM	Attendee Check-In/Registration
3:00 PM - 4:00 PM	NORA Board of Directors Meeting
4:00 PM - 4:30 PM	NORA Board of Directors Reception for New Members/First Time Attendees
4:30 PM - 8:30 PM	Grand Opening Reception in Trade Show <i>All exhibitors, attendees, registered spouse/companions welcome</i>

THURSDAY, NOVEMBER 10

7:30 AM - 11:45 AM	Conference Check-In/Registration
7:30 AM - 8:30 AM	Continental Breakfast in Trade Show
8:30 AM - 10:00 AM	<i>NORA Opening Session & Keynote Speaker</i>
10:00 AM - 10:30 AM	Refreshment Break in Trade Show
10:30 AM - 12:15 PM	Conference Sessions
10:30 AM - 11:30 PM	Spouse/Companion Brunch, Open to Registered Spouses/Companions
1:00 PM - 7:00 PM	NORA Golf Tournament
1:00 PM - 4:00 PM	Spouse/Companion Off site Event

FRIDAY, NOVEMBER 11

8:00 AM - 9:00 AM	Continental Breakfast in Trade Show
9:00 AM - 10:30 AM	Conference Sessions
10:30 AM - 11:30 AM	Refreshment Break in Trade Show
11:30 AM - 1:15 PM	Conference Sessions
11:30 AM	Trade Show Tear Down
1:15 PM - 5:30 PM	Fishing Tournament
6:00 PM - 10:00 PM	Closing Party <i>All exhibitors, attendees, speakers, and registered spouses/companions are invited to attend this great event! Wristband required</i>

SATURDAY, NOVEMBER 12

All day	Activities on your own (shopping, tours, departures, etc.)
---------	--

- » Items in bold are dedicated trade show open hours
- » ***Items in bold/italic area trade show open hours with concurrent activities***

NAPLES GRANDE BEACH RESORT BOOK YOUR ROOM TODAY!



RESERVATION INFO

Room Rate: \$249/night

**The cut off for reservations in the NORA block is
October 19, 2022.**

**A daily REDUCED resort charge of \$20.00 (normally
\$40.00) includes:**

- Complimentary self-parking (normally \$20.00 + tax per car per night)
- High speed WIFI in guest room
- Two bottles of water in room
- Bicycle rentals
- 1 hour beach kayak or paddle board rental
- Beach towels and luxury chaise lounges
- Range balls and use of driving range at Naples Grande Golf Club
- 24-hour access to the fitness club; weekly fitness classes
- Newspaper in the lobby
- 10% discount on tennis court fees and weekly resort activities.

Hotel Reservation Cancellation Policy: Please note that if you need to cancel your reservation, please ensure that you do so at least 7 days prior to arrival to prevent a cancellation fee of one night's room and tax.

Reserve by phone:

(844) 489-9663 (mention the NORA Group when booking over the phone)

If you need assistance in securing a room, please contact NORA at 703-753-4277 or visit www.noranews.org/2022ConfHotel for more information.

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 into Southwest Florida International Airport (RSW).

Southwest Florida International Airport (RSW)

Distance from Hotel: 30 miles

Drive Time: 38 minutes

Parking at hotel:

- Valet Parking: \$30/day
- Self Parking: Free
- Event Parking: \$10/day (for attendees not staying at hotel)



Naples, Florida • November 9 - 12, 2022

2022 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.

Contact Information

Name	Badge Name, If Different		
Company			
Address	City	State	Zip
Phone	Email		

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

	Early <i>(paid by September 4)</i>	Regular <i>(paid by October 23)</i>	Late <i>(after October 23)</i>
NORA Recycler Member: First person	<input type="checkbox"/> \$830	<input type="checkbox"/> \$860	<input type="checkbox"/> \$890
NORA Recycler Member: Additional person	<input type="checkbox"/> \$730	<input type="checkbox"/> \$760	<input type="checkbox"/> \$790
NORA Non-Exhibiting Supplier/Vendor Member	<input type="checkbox"/> \$1450	<input type="checkbox"/> \$1480	<input type="checkbox"/> \$1510
Non-Member: First person	<input type="checkbox"/> \$2300	<input type="checkbox"/> \$2400	<input type="checkbox"/> \$2500
Non-Member: Additional person	<input type="checkbox"/> \$2200	<input type="checkbox"/> \$2300	<input type="checkbox"/> \$2400

EXTRAS

- Spouse/Companion: Full Package \$275*
- Spouse/Companion: Friday Only \$210**
- Golf \$240
- Golf Club Rental \$85
- Fishing TBD
- Spouse/Companion Tour TBD

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

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

If you selected fishing, please include your shirt size: _____

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

**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*

Payment Options

Total Amount Due \$ _____

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

Name On Card	Signature	
Card Number (American Express, Mastercard And Visa Accepted)	Exp. Date	Security Code

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

Book Your Hotel Room

**NAPLES GRANDE BEACH RESORT
NAPLES, FLORIDA**

475 Seagate Drive
Naples, Florida 34103

NORA Rate \$249/night

To secure your room, call (844) 489-9663 and reference the NORA Group or reserve online by Friday, October 19, by visiting www.noranews.org/2022ConfHotel to book at a discount rate.

NORA CONFERENCE EXHIBITORS

For more information or to purchase a booth, contact Casey Parker at casey@noranews.org.



ABT Metals
www.abtmetals.com



Jaxon Filtration
www.jaxonfiltration.com



AECOM Corporation
www.aecom.com



Multitherm LLC
www.multitherm.com



Bedford Industries, Inc
www.oberg-crusher.com



Oilmen's Truck Tanks Inc.
www.trucktanks.com



ChemTec LLC
www.chemtecllc.com



Par-Kan Company
www.par-kan.com



Clean Burn LLC
www.cleanburn.com



Paratherm a Division of Lubrizol
www.paratherm.com



Dexsil Corporation
www.dexsil.com



PESCO - Pragmatic Environmental Solutions Company
www.pescova.co



EHS Momentum
www.ehsmomentum.com



PT
www.ptcoupling.com



Engine & Accessory, Inc.
www.rampstar.com



Seneca Tank
www.senecatank.com



Evonik Corporation
catalysts.evonik.com



Sequoia Global Inc.
www.sequoia-global.com



Flottweg Separation Technology, Inc.
www.flottweg.com



Standfast TRAM
www.sftram.com



Gallagher
www.ajg.com



Summit Environmental Technologies
www.settek.com



GFS Chemicals
www.gfschemicals.com



Sweet Gazoil Inc.
www.sweetgazoil.com



GTech USA
www.gtechus.com



Thermopac Process Engineering LLP
www.thermopac.in



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



Titan Logix Corp.
www.titanlogix.com



Innovative Fluids
www.innovativefluids.com



Trihydro Corporation
www.trihydro.com



Ironshore Environmental
www.ironshore.com

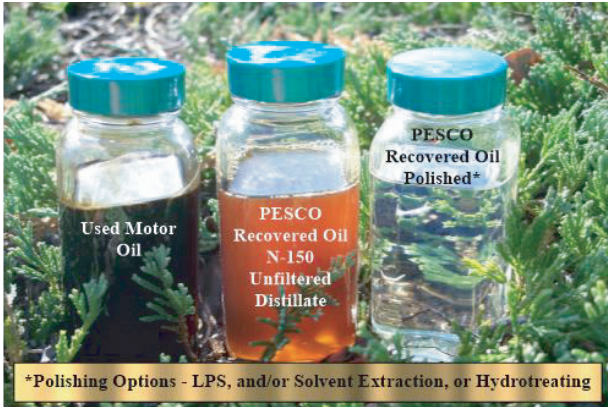


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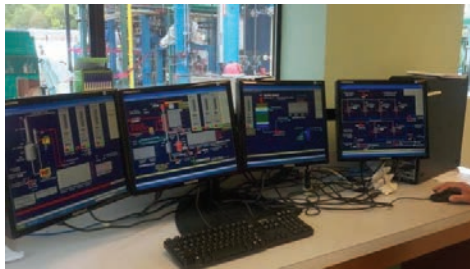
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2022 NORA CONFERENCE & TRADE SHOW SPONSORSHIPS

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 casey@noranews.org with any questions. To enter the lottery to have the right to purchase the exclusive sponsorships, email casey@noranews.org by September 9th, 2022.

CLOSING PARTY NAMING RIGHTS.....\$7500 |
SOLD: VALICOR

Exclusive sponsorship. Only 1 available. Offered on a first-right of refusal 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.

PREMIER SPONSOR.....\$5000

Only one available. Your logo will be prominently displayed when the “splash screen” is displayed in the main meeting room. As an added bonus, a free full page color ad in the conference book is included (a \$625 value). Offered via lottery to be held on September 9, 2022.

WATER BOTTLE SPONSOR.....\$3000

Only one available. Your logo will be printed on reusable bottles of water that will be set at every seat at the beginning of the conference on Thursday morning. Offered via lottery to be held on September 9, 2022.

HAND SANITIZER SPONSOR.....\$3000

Only one available. Your logo will be printed on the front of bottles of hand sanitizer distributed at registration in the conference bags. Offered via lottery to be held on September 9, 2022.

ELEVATOR CLINGS SPONSOR.....\$3000

Only one available. Your company logo will be prominently featured on elevator doors on the hotel's main level and the meeting space level. The NORA logo and Meeting Name will also be included on signage. Offered via lottery to be held on September 9, 2022.

LANYARD SPONSOR\$3000

Only one available. Your company logo will be printed on the lanyard distributed to all attendees. Offered via lottery to be held on September 9, 2022.

NOTEBOOK SPONSOR\$3000

Only one available. Your logo will be on the notebook placed at each seat at the beginning of the conference on Thursday morning. Offered via lottery to be held on September 9, 2022.

AUDIO/VISUAL SPONSOR.....\$3000

Only One Available. Your logo will be prominently displayed when the “splash screen” is displayed in the main meeting room on Thursday. This also includes a full page black and white or half page color ad printed in the committee book. (Upgrade to a full color ad for an additional \$185). Offered via lottery to be held on September 9, 2022.

CHARGING STATION SPONSOR.....\$3000

Only One Available. NEW FOR 2023 CONFERENCE: custom logo charging station table near the registration desk to supply power for mobile devices. Offered via lottery to be held on September 9, 2022.

CAN COOLER SPONSOR (COOZIE STYLE)\$1500

Only One Available. Your company logo will be printed on the can coolers placed next to the bars in the Trade Show. Offered via lottery to be held on September 9, 2022.

KEY CARD SPONSOR\$3000

Only one available. Your company logo and message will be printed on all room key cards given to attendees staying at the hotel. Offered via lottery to be held on September 9, 2022.

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. Offered via lottery to be held on September 9, 2022.

LEVEL 1 CLOSING PARTY SPONSOR\$5000

Only 4 available. Your logo will be featured on the front cover of the Conference Book 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.

LEVEL 2 CLOSING PARTY SPONSOR \$2000

Only 8 available. Your logo will be featured on the front cover of the Conference Book and displayed at the Closing Party. You also receive a Closing Party Sponsor ribbon on badge, recognition at Closing Party dinner, 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.

KEYNOTE SPEAKER SPONSOR..... \$2000

Your company will be thanked prior to the speaker’s keynote address and your logo will be prominently displayed. In addition, you will have an exclusive opportunity to meet with the speaker before the event and will receive a signed copy of the speaker’s book or related item.

GOLD SPONSOR BUNDLE \$1800

Your logo will 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 September 9 (10 available). For purchases after September 9, a level 4 closing party sponsorship will be substituted for the bag sponsorship.

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 September 30, 2022 to allow time for printing.

LEVEL 3 CLOSING PARTY SPONSOR \$1000

Only 12 available. Includes: Name on front cover of Conference Book, 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.

GLASS WALL CLINGS \$850

Your full-color company logo will be largely displayed on window clings on both sides of the glass wall leading to the meeting space.

FLOOR STICKER SPONSOR..... \$800

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

EVENT PAGE LOGO \$600

Your company logo on the main event page on NORA website.

BAG SPONSOR \$550

Your logo will be printed on the conference bags distributed to attendees. Available through September 30, 2022 to allow time for printing.

LEVEL 4 CLOSING PARTY SPONSOR \$500

Your logo will be 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.

GRAND OPENING EXHIBIT RECEPTION \$450

Your logo will be prominently displayed on all signs for the reception and printed next to the event on conference agendas.

CHARGING STATION SPONSOR..... \$400

NEW FOR 2023 CONFERENCE: custom logo charging station table near the registration desk to supply power for mobile devices. Offered via lottery to be held on September 9, 2022.

BAG INSERT SPONSOR..... \$325

You provide the insert and NORA will distribute it in the conference or golf bags. Examples include hats, fliers, etc. Please deliver items to hotel by November 7. Items for bag inserts may not be similar to an item that is offered as a NORA sponsorship.

THURSDAY MORNING BREAK SPONSOR \$300

Your company logo will be displayed during the morning break on Thursday. Your company logo will appear on all Conference schedules

FRIDAY MORNING BREAK SPONSOR \$300

Your company logo will be displayed during the morning break on Friday. Your company logo will appear on all Conference schedules.

SPOUSE 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 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.

2022 NORA Conference & Trade Show Book Advertising

BACK COVER.....\$1100
Included with Premier Sponsorship. Offered via lottery to be held on September 9, 2022.

INSIDE FRONT COVER\$1100
Offered via lottery to be held on September 9, 2022.

INSIDE BACK COVER\$950
Offered via lottery to be held on September 9, 2022.

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

FULL PAGE B&W AD.....\$475
Ad is 7.5” by 10”.

1/2 PAGE COLOR AD.....\$475
Horizontal ad is 7.5” by 5”. Vertical ad is 3.75” by 10”.

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

1/2 PAGE B&W AD\$260
Horizontal ad is 7.5” by 5”. Vertical ad is 3.75” by 10”.

1/3 Page B&W AD\$200
Ad is 7.5” by 3.5”.

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

1/4 PAGE B&W AD\$200
Ad is 3.75” by 5”.

LOGO IN COMPANY INDEX.....\$150
1” high.

LOGO IN EXHIBITOR INDEX.....\$150
1” high.

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VAC3000 SERIES FEATURES

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3200 and 3600 gallons
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- **OPTIONAL OSHA PLATFORM**
OSHA platform and guardrail
- **ROLL OVER PROTECTION**
- **HEAVY DUTY BUMPER**
Step bumper with grip strut steps
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TRAILER UNITS



- 5,000-8,000 gallons
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Vice President, Environmental Property & Casualty

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NORA Supplier/ Vendor Directory



NORA Supplier/Vendor Members in good standing as of 8/4/2022 are listed below. Companies in **bold** have an ad in this magazine. Companies with a \$ are part of the **NORA \$ave** program by offering discounts/value added services to NORA members. Contact NORA to learn more about the NORA \$ave program. Companies in **red** are exhibiting at the 2022 NORA Conference & Trade Show as of 8/4/22..

ABT Metals

bryan.schultz@abtmets.com
(704) 978-0009

Supplier of Manufactured Products/
Machines

AECOM Corporation

Jack.Waggner@aecom.com
(615) 771-2480

AECOM Corporation is a full service engineering design firm with over 300 global offices and 100,000 employees. Services include process, environmental and construction engineering - water, air, solid waste, used oil and much more.

Air Products and Chemicals

info@airproducts.com
(610) 481-8388

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.

Altiras

mwilliams@altiras.com
(713) 416-8147

Oil and Petroleum Trading

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.

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Amthor International

bramthor@amthorinternational.com
(434) 656-6233
Tank Truck Manufacturer

ArmaKleen

Derek.Bryer@safety-kleen.com
Aqueous Cleaning Chemistry

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richardnorton@asicompanies.com
(903) 691-0292

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david@bedfordindustries.com
(360) 770-0612

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mjebert@yahoo.com
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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.

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Felicia.grubbs@calumetspecialty.com
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Catalyst Trading Co, LTD
rgarcia@resalecatalyst.com
(713) 926-6078

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(409) 883-8500
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(562) 230-9166

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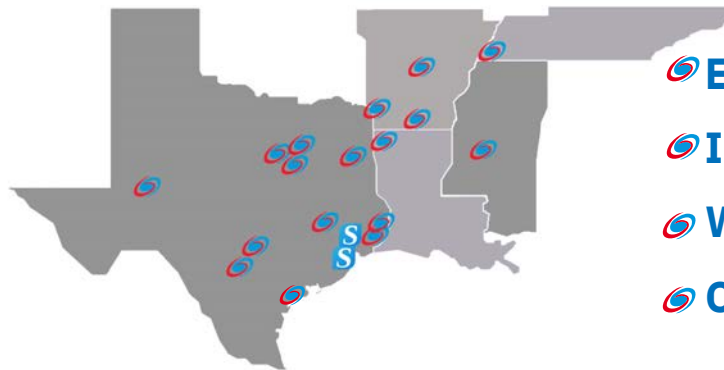
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