Industry Veteran Joe Chalhoub to Retire
See page 44

NORA Winter Meeting to be held February 22-24, 2017 in Las Vegas
Register Now — See Page 32
At Vertex Energy, we see things differently. Challenges are just new opportunities to create responsible solutions. By collecting, recycling and re-refining used motor oil and other petroleum coproduct streams, we are working hard to decrease dependence on foreign oil and reduce environmental impact.

To learn how we’re Producing Tomorrow’s Energy, visit us at VertexEnergy.com

Contact us: 866-660-8156
The Trump Effect

On the eve of the 2016 NORA Conference in Hawaii, dozens of members gathered around the television at the hotel to witness one of the greatest political upsets in history.

Donald Trump won the election. The question many NORA members have is how will this affect the liquid recycling industry and how will it affect my company.

In a 2015 interview, Trump was asked what departments he would cut. He responded, “Environmental Protection, what they do is a disgrace. Every week they come out with new regulations.”

Later in the campaign, Trump backed off his plan to eliminate the EPA. He said, “My environmental agenda will be guided by true specialists in conservation, not those with radical political agendas.”

After the election, those with the Trump campaign stated the media took everything the candidate said too literally.

For NORA members, it is an interesting time. As an industry, environmental regulations create the framework on how materials are handled and how members conduct their business. Environmental regulations can also pose a threat to NORA and its members if they are misguided or damage the business climate without significantly improving the environment.

NORA welcomes the opportunity to work with the new administration, and specifically the new leadership at the Environmental Protection Agency. Trump has named Scott Pruitt, Oklahoma Attorney General to head the Environmental Protection Agency. Since Oklahoma is an oil and gas-intensive state, NORA is optimistic that the new EPA Administrator will appreciate the issues that the association and its members have before the agency.

To help NORA members better appreciate what effect the election will have on the industry, NORA has secured Jeff Longsworth of Barnes & Thornburg as the lunch speaker at the NORA Winter Meeting in Las Vegas in February. He will be addressing what impact the new Trump Administration will have on you and your business.

Barnes & Thornburg is an Indiana-based law firm with a strong environmental practice in Washington, DC. Jack Waggener and I recently attended a program in D.C. hosted by Barnes & Thornburg that provided an insider view of a presidential campaign and insight into what to expect the first 100 hundred days of the new administration. The insight provided was very interesting.

I strongly encourage you to attend the NORA Winter Meeting to better understand how the results of the 2016 election will impact you in 2017 and beyond.
WELCOME TO NORA’S NEWEST MEMBERS

Ecube Labs Co.
Michael Son
Los Angeles, California
213-999-0086

EHS Momentum
Chip Duffie
Dallas, Texas
469-999-2500

FILTERVAC
Richie Sanasy
Breslau, Ontario
519-653-6464

INDUSTRY CALENDAR

2017 NORA EH&S FORUM
February 22, 2017
Las Vegas, Nevada

2017 NORA WINTER MEETING
February 22-24, 2017
Las Vegas, Nevada

2017 NORA MID-YEAR MEETING
June 21-23, 2017
Pittsburgh, Pennsylvania

2017 NORA ANNUAL CONFERENCE & TRADE SHOW
November 8-11, 2017
Naples, Florida

www.continentalrefiningco.com
Somerset, Kentucky  |  (606) 679-6301
OBERG® SB-600
Oil Filter Baler

Fully Automatic!

Process 17-19 Drums Per Hour/Continuous Feeding
Makes 6” x 6” x variable length bricks

Call for more info: (800) 848-8228

Bedford Industries Inc.
Monroe, WA

www.oberg-crusher.com
Senn Dunn Insurance Merged with Marsh
NORA member, Senn Dunn Insurance merged with Marsh, and at the end of 2016, Senn Dunn Insurance’s new name will be Marsh and McLennan Agency. Marsh is one of the most well respected insurance brokers in the world. Senn Dunn joined Marsh’s global environmental practice with a focus on accounts in the middle market. The merger provides added Marsh resources including Marine and International programs.

Vertex Energy, Inc. Announces the Appointment of Michael Sommer as Manager of Product Sales Development
NORA Member Vertex Energy, Inc. announced the appointment of Michael Sommer as Manager of Product Sales Development, a newly created position within Vertex. Mr. Sommer is a 30-year veteran of the lubricants industry and brings to Vertex demonstrated leadership in management as well as sales and marketing experience in base oil, finished blended lubricants and refinery byproducts such as asphalt extenders and recycled fuel oil.

Completion of Sale Little Dipper Holdings Ltd and New Company Information
On October 27th, 2016, NORA Member Little Dipper Holdings Ltd. sold its company and related business to Revolution ORS LP, and operating division of NORA Member Terrapure Environmental. Effective on that date, Little Dipper became a business unit of Terrapure. Little Dipper Holdings Ltd will now be operating under the name Terrapure Environmental.

Chemical Engineering Partners to contract with Gulf Solvents to build Re-refinery
NORA Member Chemical Engineering Partners (CEP) and Gulf Solvents located in the Kingdom of Saudi Arabia announced the signing of a contract to build a 155,000 metric ton per year capacity re-refinery in Hail City, Kingdom of Saudi Arabia to produce API Group II/II+ and III base oils. Gulf Solvents will be the first re-refiner to introduce the API Group II/II+ and III technology in Saudi and the largest in Middle East in terms of production. The re-refinery will be built in Hail City with the intention of possibly building additional plants throughout the Kingdom of Saudi Arabia.

Avista Re-refinery Producing Group III Base Oil
NORA Member Avista Oil is making API Group III base oil at its plant in Peachtree City, Georgia, steadily ratcheting it up to about a quarter of its total base oil capacity now and laying plans to double that in 2017. According to Avista, this makes it the first rerefiner in the world to produce Group III commercially, as well as the sole U.S. producer of Group III on an ongoing basis. Juan Fritschy, CEO of Avista Oil Refining and Trading USA, said that Group III volumes now account for roughly one-quarter of the facility’s production. Peachtree City produces around 80,000 metric tons per year of base oil, he added.

OnePlus Corp. Acquires SmartBin
NORA Member SmartBin™ announced that OnePlus Corp., the leader in remote waste compactor monitoring systems and portfolio company of ParkerGale Capital, LP, has acquired SmartBin™. Combined, SmartBin™ and OnePlus Corp. monitor tens of thousands of compactors and waste containers across the world, with over 300 clients. SmartBin executives Brendan Walsh and Seamus Devitt will join CEO Klaus Voss and CFO Jay Alter as members of OnePlus’ executive team. Walsh will assume the role of President, responsible for sales for marketing initiatives for the combined company and as Chief of IoT, Devitt will lead next generation sensor strategy and development.
FOUNDER AND CEO OF AARON OIL COMPANY, INC.

Dan was a Past President of NORA as well as a long-serving Board Member. He was an industry leader and innovator. More importantly, he was a true gentleman and supported causes he was passionate about – including NORA and the oil recycling industry. He will be missed.

Members of the Cowart family will be providing funeral arrangements to NORA in the near future and we will distribute the information once it is available.

Aaron Oil Company, Inc.
Announces the Death of Its CEO and Founder, Daniel A. Cowart

With a heavy heart, Aaron Oil Company, Inc. announces that Daniel A. Cowart, its founder and CEO, passed away on December 13, 2016, after a brief illness. Dan is survived by his wife, Lauren, father, Bob, son, Zack, brothers, sisters, and a large extended family. His passion for recycling, reclamation and petroleum production led Dan to grow Aaron Oil Company from a one-truck operation in 1981 to being listed for six consecutive years as one of the fastest growing companies in the country by Inc. 5000. In 2014, Dan founded International Hydrocarbon Services, LLC as a wholly-owned subsidiary of Aaron Oil Company. He also founded International Used Oil Research Institute in 1995, which is based in Washington, D.C. Dan was also past president of the National Oil Recycler’s Association and served on its Board of Directors.

Dan celebrated his entrepreneurial spirit. At the same time, Dan was a man of great faith. Earlier this year, Aaron Oil Company, Inc. celebrated its 35th Anniversary. When asked, what contributed most to Aaron Oil’s 35 years of success, Dan did not hesitate in his response: “Our faith in God; Biblical principles, Godly mentors who have provided us great wisdom over the years; prayerful decisions; our team of employees that is committed to a vision, mission and long-term strategic plan that we all believe in; and last, but not least, our customers who choose to do business with us over others in the marketplace.”

Dan’s enthusiasm was contagious. He was known for his positive outlook as well as for his joy and exuberance. Because of his pioneer spirit and courage, Dan was an avid learner and explorer. He believed that the people perish where there is a lack of vision, and so he never quit looking ahead for the Company and our nation. Dan quietly gave of his time, resources and energy to many causes and many individuals. Dan was an accomplished musician, and he founded Fellowship Ministries in 1980 which grew to include other ministries under its umbrella such as Audio Outreach International and The Freedom and Family Tour. His passion was saving souls by taking inspirational country music to radio, military, and NASCAR events.

Dan’s leadership will be missed, but more than that his friendship, wisdom and relentless sense of humor will leave a hole in all our lives. Being the visionary he was, Dan put a succession plan in place to facilitate the continued growth and success of Aaron Oil Company and International Hydrocarbon Services for many years to come. The management and employees are dedicated to continuing Dan’s legacy.

Thank you for your thoughts and prayers for Dan’s family in this sad time.

Contact
Trey Miller
207 Commerce Drive
Saraland, AL 36571
Office: 479-1616 ext. 222
Fax: 251-650-1780
trey@aaronoil.com
I fully expect that there will be many positive aspects and changes in the immediate future and over the next year or two for NORA and many other large and small businesses. Already one obvious good sign has been the large continuous rise to record levels in the stock market since the election. Many businesses are very energized about where things are headed.

It is believed that we are seeing a transition from perhaps the most anti-business administration in history to perhaps one of the most pro-business ones. I certainly can attest to this based on my work on behalf of NORA and other industries in Washington, D.C. for over four (4) decades in dealing with EPA, OSHA, DOE and other government entities.

There have been many unnecessary EPA regulations and Presidential Executive Orders issued under the Obama Administration that are not technically or economically justified and are abusive to most businesses. The legality of some of them has been brought into serious question in Federal Courts of Appeals. Under Obama many of the EPA leaders and managers have been emboldened to arrogantly do as they wish to the detriment of most of the regulated community and the authority of states.

To set the stage for major changes in EPA actions, Trump has recently nominated the Oklahoma Attorney General Scott Pruitt to be the new EPA Administrator. Over the past several years Mr. Pruitt has been a leader in court against a number of major EPA rulings and other administration regulations and policies. He is expected to quickly halt this overreach of the Federal Government. Major issues that he has attacked are EPA’s overreach initiatives, such as the Clean Power Plan and the expansion of EPA’s authority under the Waters of the United States rule. He is a friend of fossil fuels.

A Pruitt EPA and his appointed assistant administrators and managers are expected to provide a caring ear for NORA to help secure positive rulings and guidance on issues that NORA has been actively pursuing for several years. These include the continuation of combustion for energy recovery of off-spec used oil under the Non-Hazardous Secondary Materials rule and the easing of how used oil and wastewater found to contain PCBs can be treated and/or combusted without unduly crippling NORA small businesses and large corporations. To date the EPA staffs have been slowly working with NORA on these issues through many meetings and communications. We are very hopeful that under the Trump Administration this process will be more effectively addressed in favor of NORA’s positions.

There are many other anti-small business actions and rules by the Obama Administration that will likely be corrected by the Trump Administration. Some of these Acts and regulations include the Affordable Care Act and regulations, Dodd-Frank, Labor Department issues (OSHA, Minimum Wages), and more. These types of corrective actions will most likely be very favorable to NORA members.

Since the election there has been much discussion by the Trump Administration and the Congress to greatly expand investment in infrastructure. This could result in an increase in the use of asphalt and concrete, therefore improving the demand for RFO and re-refined vacuum tower asphalt extender.

Scott Parker and I attended more than five hours of meetings in Washington, D.C. the end of November with high level staff attorneys from the House, Senate, Vice President Elect Pence’s manager and others. We were pleased to hear that they all support and expect immediate actions of making the changes discussed above and that they expect very strong support from the Congress on these issues and others.

These D.C. meetings were facilitated by the law firm of Barnes and Thornburg (BT) in Washington D.C. Longtime friend Jeffery Longsworth, partner of BT, invited Scott and I to these events. I have worked successfully with him on many EPA issues over the past 20 years. Scott and I are pleased to say that Mr. Longsworth has agreed to be a speaker at the NORA winter meeting in Las Vegas. He will be updating the NORA members on what is happening with the new Administration and Congress and how their actions will impact NORA members and issues. The NORA meeting will be a month after the inauguration, therefore it should be very informative.

I hope to see you there.
Werts Welding & Tank Service, Inc. believes in the term stocking distributor, all eight of our locations carry a large, diversified inventory.

Let us put our knowledge and experience to work for you!
How long has your company been in the industry? What have been the major milestones in the growth of your business?

Agricultural Services Inc. is our legal name. We started our company in the poultry industry using a product called “Poultry Guard” to treat chicken litter to reduce ammonia odor via microbes. To financially support this objective, another blend of microbes was used to remediate diesel spills at fueling facilities. The chicken litter odor project ultimately started “stinking” financially due to the cost, the lack of regulatory oversight, and the producer’s reluctance to spend the money for the service. So, Richard focused his efforts on the hydrocarbon recovery and remediation business and what is now ASI Environmental and Hydrocarbon Recovery Services evolved.

ASI began focusing its hydrocarbon recovery business in 1996 in northeast Texas. In the early years of operation, our business consisted of collecting oily water and used oil and filters, then transporting these to the Texarkana transfer facility. Our service area consisted of an approximate 250-mile radius from this facility. In 1998, another satellite transfer facility was added in Little Rock, Arkansas. Ultimate reclamation of the materials collected was conducted at a third party’s facility. This changed in 2002 when ASI built a state-of-the-art industrial wastewater pretreatment facility at its current location in Texarkana, Texas. In 2006, a third transfer facility was added in south Dallas at Hutchins, Texas. Richard plans to build another wastewater pretreatment facility in the Dallas area by 2018.
What services do you provide? What products do you provide?
ASI primarily provides industrial wastewater pretreatment as a service. Our focus is to collect and ultimately reclaim oily water, used oil and off-spec fuels. We offer a fleet of vacuum transport tankers for delivery of materials to our plants. We also have several Dominator® wet-vac trucks and equipment handling trucks for industrial projects. If a customer has used oil filters or absorbents, we can collect them for recycling. ASI provides vacuum and roll-off boxes, as well as our portable industrial storage tanks, to support turnkey project work. If a customer has industrial waste that cannot be accepted at our treatment facility, ASI offers profiling and transportation services of this material to their approved disposition facility.

ASI sells a bioremediation powder for neutralizing minor petroleum hydrocarbon spills. These products are sold under the name of BugMan's Soil Guard and BugMan's Shur Step Concrete Cleaner. ASI also offers a complete line of sorbent products for spill cleanup and containment.

Where does your company provide service?
ASI operates in a four state region. With the three service locations, we can cover northeast and northcentral Texas, all of Arkansas, northern Louisiana, and southeast to southcentral Oklahoma.

Why are you a member of NORA? How do you see NORA helping you build your business?
ASI has been a member of NORA since 2007. We believe this organization is an excellent way for our company to network with industry partners and provides us with industry information that is vital to preparing for the future. Without the benefit of belonging to this organization, we would be reacting to changes in our industry rather than preparing for them proactively.

What are the biggest challenges and opportunities you see facing the industry over the next 5 years?
With the presidential election completed, there is an unknown as to what regulatory changes will be made by the new administration. Our environment is fragile and we cannot roll back 40 years to when there were few regulations. But over-regulation is never a good thing for our industrial customers. Protecting the environment for us, our children and future generations is something we should all consider a priority. Our industry is a part of the solution to help preserve our natural resources and NORA does a great job in promoting this.

What role has EH&S played in your company?
ASI places a high value in doing the “right” thing. EH&S priority is a top-down focus for us. Environmental compliance is a must for us to be a good corporate citizen. Also, we expect our employees to work safely and to help keep their coworker safe too. Our customers evaluate us on our safety record and if we underperform, we could lose their business. Providing quality safety training, PPE and positive incentives for superior safety performance is a must.

Of special interest to ASI is NORA’s EHS committee and the excellent work being done to help us and our member companies improve safety and compliance programs. We take pride in sponsoring this effort.
How is your company connected to the industry?
We proudly have been a member of NORA since 2000. We provide Insurance, Loss Control & Claims Management Solutions to the Liquid Recycling Industry.

How/why was the company established?
The Environmental Division of XL Catlin celebrated its 30th year anniversary in 2016. When we were first established there was a significant lack of knowledge and experience within the Insurance Industry regarding the Environmental Industry as a whole. The predecessor to our division, ECS (Environmental Compliance Services) was established specifically to provide solutions to the environmental industry for its Insurance, Loss Control & Claims Management needs. ECS was acquired by XL Catlin in 1999.

What products/services does your company provide?
Within the Environmental Division the Insurance Products we offer include Automobile, General Liability, Umbrella/Excess, Property, Professional & Contractors Pollution & Site Pollution coverages. Beyond the Environmental Division, the portfolio of coverages provided by XL Catlin is even more expansive, providing solutions such as Maritime, Rail, Cyber, Foreign and Director and Officers coverages.

What value do you find in NORA Membership to expand your business opportunities?
Easy answer, the members themselves. The association and its members are very welcoming. Throughout the past 16 years, this welcoming atmosphere has allowed me to develop very strong relationships with many different NORA members. The members have always been very gracious in passing on industry knowledge to me. I’ve learned a lot from them, I will always be very thankful for this!

What are the biggest challenges and opportunities you see facing the liquid recycling industry over the next five years?
Through discussions with my recycling customers, one the biggest challenges has been the movement from the pay for oil collection model to the being paid for providing recycling collection & services model. Through these same discussions I have learned that while the “old timers” have been through this market in the past, many of the newer folks in the industry have not. As the market changes new challenges are created at many levels, salespeople are finding that their discussions with customers change. Operations personnel continually are challenged to look for ways to process their commodities as efficiently as possible. Fleet personnel are challenged to move their commodities without taking their eye off of maintenance and safety. Despite these challenges, I’ve seen that the NORA members are not only meeting these challenges head on, but are succeeding.
What role has your company had in the development of NORA’s EH&S Program?

Approximately 6 years ago, while serving as Vice Chair of the Membership & Marketing Committee, Chairman Bill Hinton of Valicor, Inc and I met with Scott Parker. The purpose of the meeting was to develop plans to grow new membership and increase participation of existing members. While the networking at NORA is second to none, I thought, “How can we get more participation and provide content beyond the networking?” One area we focused on was the development of the EH&S forum. For 10+ years at XL Catlin we hosted a safety directors roundtable. We invited EH&S personnel to our office for a day of safety focused presentations and discussions. We found it to be a great success, I thought we should develop a similar program at NORA. We put together the plan, presented it to board of directors, who approved its development.

Gary Risse of Trihydro, Inc & Dave Weber of Valicor, Inc have both played big roles from the beginning in the development and implementation of the program. NORA Member Richard Norton of ASI has been a major sponsor of the conference since its inception. Our first conference was held in 2013, it was well received, with 50+ EH&S Professionals in attendance. The roundtable discussions are my favorite part; the knowledge in the room is simply amazing. We now have 6 members assisting directly with the committee. Our program and attendance has remained strong as we move towards our fourth conference set for February 22, 2017 in Las Vegas.

I am very grateful to all of the members who continue to attend and support the conference, it is 100% a membership driven conference. “Safety is Not a Corporate Secret!!!”
More than 100 years ago, as horseless carriages were being introduced to the American motoring public, hundreds of automobiles were produced by hundreds of car companies.

Since nobody knew what a car should look like the variety of cars seemed endless. Some cars appealed to the practical buyer while other models were plush and aimed to attract the attention of the affluent motorists.

After a few years the various car companies sorted out where they each fit in the hierarchy of the automobile world. The top tier of automobiles soon was dominated by three separate manufacturers. The names of the three all started with the letter “P” and they came to be known as the prestige three.

Peerless built cars from 1900 to 1931 while Packard was in business from 1899 to 1958. Pierce-Arrow sold cars from 1901 to 1938.

Reggie Nash, the sixth and current owner of a 1934 Pierce-Arrow seven passenger Model 840A limousine reports that his car was purchased new at the Pierce-Arrow dealership in Richmond, Virginia by a retired railroad executive.

Eventually his sister acquired the car and kept it until well after World War II. The third and fourth owners, like the first two, kept the car well protected in the Shenandoah Valley.

The fifth owner brought the Pierce-Arrow back to
Richmond. Almost 30 years later Nash bought the car.

Originally the limousine rolled out of the Pierce-Arrow factory in Buffalo, New York coated with blue paint. Somewhere along the line it was repainted a two-tone green.

Since then the well-preserved automobile has been resprayed again, this time with a Maroon Light body and a Maroon Dark on the fenders. The two similar colors are separated by Fireglow pin striping.

The base price of the expensive Pierce-Arrow was $3,350 which was bumped up to $3,739.50 with the addition of extras such as:

- Artillary wheels/sidemounts/truck * rack.................... $150.00
- Two-tone paint...............................................................90.00
- Leather front seat.........................................................50.00
- Metal side mount covers...............................................32.00
- Chrome radiator shutters..............................................25.00
- Rear foot rest hassocks...............................................25.00
- Mirrors atop side mounts..............................................17.50

Most everything else on the 6,000-pound luxurious limousine was considered standard equipment. A 384-cubic-inch straight-eight-cylinder engine develops 140 horsepower.

Although Nash has driven his Pierce-Arrow about 10,000 miles he says it was designed to be chauffeur-driven. That explains why the front seat for the chauffeur is upholstered in durable leather while the rear seat behind the division window is covered in more comfortable cloth.

The rear seat is adjustable and in the ceiling above the right end of the seat is a microphone. Above the driver’s seat is a speaker so the passenger in the rear compartment can communicate with the driver as the car motors along on its 144-inch wheelbase.

Nash, who does his own driving, says the shoulder-wide three-spoke steering wheel is easy to operate as long as the car is moving, even slightly. Mechanical brakes are up to the task of stopping the heavy car.

Both front and rear compartments have clocks. Running lights help illuminate the way after the sun goes down.

The only painful part of owning such an exquisite car is when it comes time to refill the fuel tank. Nash says his wonderful car delivers between five and eight miles per gallon. ■
2016 NORA Conference & Trade Show Wrap-Up

NORA Hawaii Conference features Networking & Education

The 2016 NORA Conference and Trade Show, held November 9-12, 2016 on the Big Island of Hawaii, attracted nearly 200 industry leaders and featured 35 exhibitors. This created a great atmosphere for business development and networking.

In addition, the conference featured a variety of educational sessions that was headlined by Dr. Loren Scott who addressed “When Will Oil Break Out of the $40-$50 Funk?” and “The Economy: How Did We Get Here and What is the Forecast for 2017?” The PowerPoints for all the conference sessions are now available on-line in the members only section of the website.

NORA would like to thank the sponsors of the conference for their support (please see pages 20–21 and 24–28).

“NORA is a great community of companies that are looking for the best possible ways to operate their businesses. Most are constantly searching for the best techniques, technology, EHS standards, business practices in which to improve the quality of service to their customers, employees and stakeholders.”

- SCOTT EDDINGS, AVISTA OIL - UES

Nolan Award Goes to Steve Anacker

Steve Anacker of Construction Resources Management was the recipient of the John J. Nolan President’s Award of Excellence. The award is presented to individuals who have demonstrated extraordinary service and dedication to the liquid recycling industry. Steve served as the President of NORA in 2002 during a time of transition for the association and provided the leadership and direction for the association to grow. In addition, he was a long-serving Board Member and has served in a variety of committee positions. Thank you, Steve, for all you have done for the association and the industry.

“Key deciders in the oil recycling industry are there and take the time to visit the booths.”

- LOUIS BERTRAND, SWEET GAZOIL
“Great networking opportunity because of the geographic nature the business. This allows you to ask others, just like you, outside your service area how they have solved the issues you are struggling with today.”

- LUBE TECH

Bulk Windshield Washer Fluid
Bulk Antifreeze & Coolants
Let us do it for you.

We supply the products, truck, driver, and dispensing equipment. You invoice your customer. Call us for pricing in your area today!
“This is the best place to meet others in the industry who have common issues and learn from each other.”

- GREG RAY, HERITAGE — CRYSTAL CLEAN

“It is a great place to gain insight into the dynamics of the used oil market as well as connect with key suppliers/players in this industry segment.”

- DAVID TELLER, DYNONOBEL
“Join the wave, be part of a group of like-minded industry professionals who are an important part of the U.S economy and want to make a difference in the appropriate handling, storing and recycling of their liquid products.”

- GUILLERMO SILVA, OLEIN RECOVERY CORPORATION
THANK YOU 2016 Conference & Trade Show Sponsors!
Images from the 2016 Conference & Trade Show
25th Annual NORA Golf Tournament
2016 Closing Party

Brought to you by

Lub LINE
Lubricants & Additives

Level 1

WORLD OIL
DEMENNO-KERDOON

Level 2

Level 3

CATALYST TRADING COMPANY

Lubrizol

Level 4

Spirit Services, Inc.

UNITEK

Level 5

ORG CHEM GROUP

Paradise Energy
15th Annual NORA Fishing Expedition

Brought to you by

SERVING THE OIL PRODUCTION, REFINING, AND RE-REFINING INDUSTRIES FOR 31 YEARS.

- Infrastructure & Civil Site Design
- Regulatory Compliance, Permitting, & Auditing
- Risk Management
- Solid Waste Management
- Surveying & Mapping
- Water & Wastewater Engineering
- Unmanned Aerial Systems (UAS)
- Health & Safety Auditing, Training, & Reporting

SOLUTIONS YOU CAN COUNT ON. PEOPLE YOU CAN TRUST. www.trihydro.com | 800-359-0251
PERMANENT FILTRATION—
Self-Cleaning Filter for the Petroleum Industry-Refining & Recycling

Features
- Constant Cleaning
- Back-flushable
- 316 Stainless Steel
- Filter as small as 25 micron or as large as customer requires
- Flow rates to 2200 gal/min
- Pressures to 400psi
- Temperatures to 400°F+

Advantages
- Eliminate Filter Bags
- Improve Product Reliability
- Protect Downstream Equipment
- Eliminate Spillage & Resulting Waste & Environmental Liability
- Minimize Disposal & Other Environmental Costs
- Reduce Labor Costs

Where used
- Oil Recycling
- Petrochemical Processing
- Trucks - DC Motor

Spencer Strainer Systems
6205 Gheens Mills Road
Jeffersonville, Indiana 47130
www.spencerstrainer.com
P: 800-801-4977
Fax: 812-282-7272
When a company joins the Association, they confirm their commitment to NORA’s Guiding Principles. The first is:

“We make health, safety, and environmental considerations a top priority in our planning for all existing and new facilities, processes, products, and services.”

To build on the first guiding principle of NORA, the association will host its 4th annual NORA Environmental, Health & Safety (EH&S) Forum on Wednesday February 22, 2017 at the Caesars Palace in Las Vegas, Nevada prior to the start of the Winter Meeting. This forum is tailored for those whose roles within their companies significantly relate to EH&S issues.

You may register for the EH&S Forum as a stand-alone event for just $149, or combine it with the NORA Winter Meeting Registration for $359.

Register for the event online at www.noranews.org or by using the enclosed registration form on page 35.

**EH&S Forum Session Descriptions (subject to change)**

- **Falling Down on the Job? How to Protect Workers On Site & On Vehicles**
  This session will explore the new OSHA Fall Protection rule that is scheduled to go into effect January 17, 2017. Specifically, this session will address how this rule applies to NORA Members. The types of policies NORA members should have as it relates to trucks and on-site will be reviewed. After attending this session, you will understand how to implement or improve your fall protection program and understand the importance of enforcing it.

- **Electronic Logging Devices (ELD): Creating a Safer Work Environment for Drivers**
  The Federal Motor Carrier Safety Administration’s ELD Rule has created confusion. This session will add clarity to the specifics in the rule and a thorough understanding of the different implementation deadlines in 2017 and 2019. For NORA members, the ELD Rule will be the perfect opportunity to integrate the data from the ELDs with existing safety programs to impact the driver safety.

- **The Trump Effect on Federal Enforcement Initiatives**
  President-Elect Donald Trump has named Oklahoma Attorney General Scott Pruitt to head the EPA and Andrew Puzder as Secretary of the Department of Labor (over OSHA). In addition, he is set to name a whole slew of new leadership in Washington, DC in his attempt to “drain the swamp”. What effect, if any, will this have on NORA members when it comes to EHS compliance and regulations? Attend this session to explore how the 2016 election may affect you in 2017 and beyond.

- **How to Avoid Hiring Your Next Worker’s Comp Claim**
  Have you ever hired an employee and they then injure themselves weeks after being hired? And then did you wonder if this wasn’t the first time they were injured on the job? A major expense to employers is Workers’ Compensation insurance. NORA members are extremely limited in the questions they can ask a potential hire. This session will explore best practices that are legal to reduce the risk of future worker’s comp claims.

- **How to Relate EH&S Compliance to Profitability**
  Too often, EH&S compliance is viewed as a cost which can cause internal conflicts. This session will explore how to calculate the real and potential costs of being out of compliance. Also, methods on how to calculate the financial benefit of being in compliance will be demonstrated. These tools will assist members to communicate and demonstrate to the management/ownership the profitability of EH&S compliance.

- **NORA EH&S Roundtable: Building a Culture of Safety through Employee Engagement**
  The final session of the EH&S Forum will feature industry leaders demonstrating the best techniques to get employees and stakeholders to truly buy into safety. The use of employee surveys about their perception of safety, communication, contests and more to generate employee engagement will be explored. This will generate practical ideas for NORA members to take back to their companies to improve their safety culture.
HAZ~MAT’s Flash Fractional Vacuum Distillation Systems are specifically designed to purify antifreeze and industrial source glycols in accordance with ASTM specifications. A variety of configurations are available. Single and Double stage systems can be used in various combinations to increase production capacity.

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

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

For more information, contact Bill Dempsey at 402-297-2643 or email bill@hazmatnc.com.
Over 150 industry leaders are expected to attend the 2017 NORA Winter Meeting to be held February 22-24, 2017 in Caesars Palace in Las Vegas, Nevada. As with all NORA events, the Winter Meeting is an excellent opportunity for NORA members to network and discuss news and issues related to the liquid recycling industry. This event is highly interactive and fosters the development of business opportunities and industry knowledge. Special interest committees help members explore the opportunities and threats facing different sectors of the business. All are welcome to join any committee meeting.

The NORA Winter Meeting is a forum for members to have a say in the policies and positions of the association. View the tentative agenda on page 34 and register for the event on page 35, or by visiting the events page at www.noranews.org.

All NORA members are invited to sponsor this event and advertise in the Winter Meeting Book. You may purchase your sponsorship or advertising space by using the enclosed form on page 35 or by visiting the Sponsorship tab on our website.

Hotel rooms are available for NORA members at the Caesars Palace in Las Vegas, Nevada, for a discounted rate of $139/night (+ $29 daily resort fee). Call (866) 227-5938 to reserve your room by phone.

Please reference “NORA Winter Meeting” if making reservations by phone or book online at http://www.noranews.org/2017WMHotel. The cut off date for room reservations is January 31, 2017, but rooms may sell out earlier.

For more information, visit www.noranews.org > Events or contact Casey Parker at casey@noranews.org or (703) 753-4277.

---

SERVING NORA MEMBERS WITH QUALITY AND AFFORDABLE TESTING

**Summit Environmental Technologies, Inc.**

**Analytical Laboratories**

Larry Pacheco
(877) 299-0563 | lpachecoset@aol.com

Michael Pacheco
(615) 720-7568 | michaelp@settek.com

---

The New Trump Administration: An Insider’s View & The Impact for NORA Members

By the time the NORA Winter Meeting occurs, Donald Trump will have been inaugurated President of the United States. Scott Pruitt, the current Oklahoma Attorney General and nominee to head the Environmental Protection Agency, will likely be facing confirmation hearings. How will all of this impact NORA members? Jeff Longsworth of the Washington, D.C. office of Barnes & Thornburg will provide attendees with an insider’s perspective of how the new administration may impact NORA members.
The core mission of the International Used Oil Research Institute (IUORI) is to research, develop and implement best practices for the international used oil recycling industry. The IUORI also serves as an industry watchdog, monitoring practices in an effort to educate, protect and promote better health and safety practices within the used oil international recycling industry.

The Institute is committed to being an active participant in developing educational resources for the advancement of technological discoveries in the used oil industry. In addition to its work with U.S. national accredited universities, the IUORI is dedicated to the development, promotion and compliance with international environmental laws, as well as federal, state and local regulations within the U.S. as a responsible steward of our natural resources and better management of human health and environmental standards.

The IUORI advocates the collaborative efforts between stakeholders within industry, academia, regulatory agencies and concerned citizens in securing technology and practices which provide a long-term strategic approach to the management of our industry’s challenges throughout the world.
# 2017 NORA Winter Meeting and EH&S Forum Agenda

**February 22-24, 2017 | Las Vegas, Nevada**

Tentative, subject to change

<table>
<thead>
<tr>
<th>Day</th>
<th>Wednesday, February 22</th>
<th>NORA’s Environmental Health and Safety Forum</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>Registration and Continental Breakfast</td>
</tr>
<tr>
<td></td>
<td>8:00 AM - 8:30 AM</td>
<td></td>
</tr>
<tr>
<td></td>
<td>8:30 AM - 11:45 AM</td>
<td>EH&amp;S Presentations</td>
</tr>
<tr>
<td></td>
<td>11:45 AM - 12:45 PM</td>
<td>Lunch</td>
</tr>
<tr>
<td></td>
<td>12:45 PM - 3:30 PM</td>
<td>EH&amp;S Presentations</td>
</tr>
<tr>
<td></td>
<td><strong>WEDNESDAY, FEBRUARY 22</strong></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Day</th>
<th>Thursday, February 23</th>
<th>NORA Winter Meeting</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>7:45 AM</td>
<td>Registration/Check-In Opens</td>
</tr>
<tr>
<td></td>
<td>8:00 AM - 7:15 PM</td>
<td>Display Tables Available for Premier Sponsors</td>
</tr>
<tr>
<td></td>
<td>8:00 AM - 8:30 AM</td>
<td>Continental Breakfast</td>
</tr>
<tr>
<td></td>
<td>8:00 AM - 8:15 AM</td>
<td>Committee Chair Meeting</td>
</tr>
<tr>
<td></td>
<td>8:30 AM - 10:00 AM</td>
<td>Welcome / Opening Presentation</td>
</tr>
<tr>
<td></td>
<td>10:00 AM - 10:40 AM</td>
<td>Break</td>
</tr>
<tr>
<td></td>
<td>10:40 AM - 11:15 AM</td>
<td>Re-Re/fined Lubricants Working Group</td>
</tr>
<tr>
<td></td>
<td>10:40 AM - 11:45 AM</td>
<td>Parts Cleaning Working Group</td>
</tr>
<tr>
<td></td>
<td>11:45 AM - 1:15 PM</td>
<td>Lunch</td>
</tr>
<tr>
<td></td>
<td>1:15 PM - 2:15 PM</td>
<td>Wastewater Working Group</td>
</tr>
<tr>
<td></td>
<td>1:15 PM - 2:15 PM</td>
<td>Distilled Fuels Working Group</td>
</tr>
<tr>
<td></td>
<td>2:15 PM - 3:15 PM</td>
<td>Antifreeze Working Group</td>
</tr>
<tr>
<td></td>
<td>2:15 PM - 3:15 PM</td>
<td>Conference Committee/Membership and Marketing Committee</td>
</tr>
<tr>
<td></td>
<td>3:15 PM - 3:40 PM</td>
<td>Break</td>
</tr>
<tr>
<td></td>
<td>3:40 PM - 5:40 PM</td>
<td>Guiding Principles Committee</td>
</tr>
<tr>
<td></td>
<td>5:45 PM - 7:15 PM</td>
<td>NORA Happy Hour Reception</td>
</tr>
</tbody>
</table>

**FRIDAY, FEBRUARY 24**

<table>
<thead>
<tr>
<th>Time</th>
<th>8:00 AM - 9:00 AM</th>
<th>Past Presidents Meeting</th>
</tr>
</thead>
<tbody>
<tr>
<td>9:00 AM</td>
<td>12:30 PM</td>
<td>Board of Directors Meeting</td>
</tr>
</tbody>
</table>
Contact Info

<table>
<thead>
<tr>
<th>Name</th>
<th>Badge First Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>Company</td>
<td></td>
</tr>
<tr>
<td>Address</td>
<td>City</td>
</tr>
<tr>
<td>Phone</td>
<td>Email</td>
</tr>
</tbody>
</table>

Registration

<table>
<thead>
<tr>
<th>EVENT</th>
<th>MEMBER PRICE</th>
<th>NON-MEMBER PRICE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Winter Meeting Only</td>
<td>$235/person</td>
<td>$900/person</td>
</tr>
<tr>
<td>EH&amp;S Forum Only</td>
<td>$149/person</td>
<td>$500/person</td>
</tr>
<tr>
<td>Winter Meeting + EH&amp;S Forum</td>
<td>$359/person</td>
<td>$1400/person</td>
</tr>
</tbody>
</table>

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

SPONSORSHIPS

- Opening Reception  
  - Key Card Sponsor: $1400  
  - Lanyard Sponsor: $1250  
  - Notebook Sponsor: $800  
  - A/V Sponsor: $750  
  - Premier Sponsor

  * Includes 6’ table top display on Thurs. 2/23/17

- Lunch Sponsor: $700  
- Happy Hour Sponsor: $625  
- Charging Station Sponsor: $550  
- EH&S Sponsor: $500  
- Event Page Banner

  * These items are offered via lottery. Email casey@noranews.org by January 13, 2017 to enter the lottery.

- Breakfast Sponsor: $250  
- Candy Bowl Sponsor: $175

EVENT BOOK ADVERTISING

- Back Cover Full Page Ad: $1100  
- Inside Back Cover Full Page Ad

- Inside Back Cover Full Page Color Ad

- Full Page Color Ad

- Half Page Color Ad

- Half Page B&W Ad

- 1/3 Page Horizontal Color Ad

- 1/4 Page Color Ad

- 1/4 Page B&W Ad

- Color Logo in Company Index: $150

Payment Options

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 Registration

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

**Please note that there is a $15 surcharge for making reservations via phone. To avoid this charge, you can make your hotel reservations online at noranews.org > Events.

Book Your Hotel Room Now

Caesars Palace Las Vegas
3570 S Las Vegas Blvd.  
Las Vegas, NV 89109

NORA Rate $139/night (+$29 daily resort fee)
To secure your room, call 1 866-227-5938** and ask for the NORA Winter Meeting or reserve your rooms online at www.noranews.org > Events by January 31 to book at a discounted rate (though rooms may sell out early).
## WINTER MEETING & EH&S FORUM

### Opening Reception Sponsorship $2750
Exclusive sponsorship.

### Lanyard Sponsor* $1400
Only one available. Your company logo will be printed on the lanyard handed to all attendees. Offered via lottery.

### Key Card Sponsor* $1400
Only one available. Your company logo and message will be printed on all room key cards given to attendees staying at Caesars Palace. Offered via lottery.

### Notebook Sponsor* $1250
Only one available. Your logo will be on the notebook placed at each seat at the beginning of the Winter Meeting. Offered via lottery.

### Audio/Visual Sponsor* $800
Only one available. Your logo will be prominently displayed when the “splash screen” is displayed in the main meeting room on Thursday, February 23. This also includes a full page black and white or half page color ad printed in the committee book. Offered via lottery.

### Premier Sponsor $750
Premier sponsors have the opportunity to use a 6’ table near the NORA registration desk to display company information and literature for the duration of the meetings on Thursday, February 23 and are allowed up to 60 seconds to address the entire group at the beginning of the meeting on Thursday. Your company logo will be printed on the front cover of the committee book, and on a large sign inside the meeting room. This also includes a full page black and white or half page color ad printed in the committee book. Please note that meeting space allows for materials to be displayed only on a 6’ table. Tables are assigned on a first-come first-served basis on the day of the event. Floor signs are not permitted.

### Lunch Sponsor $700
Your company logo will be prominently displayed during lunch on Thursday, February 23. Your company logo will appear on all Winter Meeting agendas. You may address the entire group before lunch for up to 60 seconds. Only six available.

### Happy Hour Sponsor $625
Your company logo will be prominently displayed during happy hour on Thursday, February 23. Your company logo will be printed on each drink ticket. Your company will receive extra drink tickets for the event. Your company logo will appear on all Winter Meeting agendas.

### Charging Station Sponsor $550
Your company logo will be prominently displayed near a charging station near the NORA registration desk to supply power for mobile devices.

### EH&S Sponsor $500
Your company logo will be shown on signage inside the EH&S Forum meeting room on Wednesday, February 22. Your company logo will appear on all the EH&S Forum schedules in the EH&S book. This also includes a half page black and white ad in the EH&S printed materials.

### Event Page Banner* $500
One web ad available on event page on NORA website.

### Breakfast Sponsor $250
Your company logo will be displayed during breakfast on Thursday, February 23. Your company logo will appear on all Winter Meeting schedules.

### Candy Bowl Sponsor $175
Your company logo will be displayed next to the candy bowl at registration on Wednesday, February 22 and on Thursday, February 23.

### Committee Book Advertising

<table>
<thead>
<tr>
<th>Type</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>BACK COVER*</td>
<td>$1100</td>
</tr>
<tr>
<td>INSIDE FRONT COVER*</td>
<td>$750</td>
</tr>
<tr>
<td>INSIDE BACK COVER*</td>
<td>$725</td>
</tr>
<tr>
<td>FULL PAGE Color</td>
<td>$575</td>
</tr>
<tr>
<td>FULL PAGE Black and White</td>
<td>$390</td>
</tr>
<tr>
<td>1/2 PAGE VERTICAL/ HORIZONTAL Color</td>
<td>$390</td>
</tr>
<tr>
<td>1/2 PAGE VERTICAL/ HORIZONTAL Black and White</td>
<td>$225</td>
</tr>
<tr>
<td>1/3 PAGE HORIZONTAL Color</td>
<td>$315</td>
</tr>
<tr>
<td>1/3 PAGE HORIZONTAL Black and White</td>
<td>$200</td>
</tr>
<tr>
<td>LOGO IN COMPANY INDEX</td>
<td>$150</td>
</tr>
<tr>
<td>1/4 PAGE Color</td>
<td>$200</td>
</tr>
<tr>
<td>1/4 PAGE Black and White</td>
<td>$175</td>
</tr>
</tbody>
</table>

* These items are offered via lottery. Email casey@noranews.org by January 13, 2017 to enter the lottery
Introducing the new **ONIXline.**
The progressive Rotary Lobe Pump.

The proven **BLUEline.**
The established Rotary Lobe Pump.

**Macerating Technology.**
Lineup of durable grinding units.

The new **ONIXline**
An advanced generation of pumps
- Extremely pressure-resistant
- Best performance
- Highest energy efficiency

The proven **BLUEline**
20 pump models in six series
- Pulsation-free operation
- Self-priming and low shear
- Dry-run capabilities

**Macerating** equipment
Three durable grinding units
- Multicrusher (Twin shaft grinder)
- Multichopper (Single shaft grinder)
- Rotorrake (Single shaft grinder)

To learn more visit us at www.boerger.com or call 612.435.7390.
**2017 NORA Elected Leadership**

<table>
<thead>
<tr>
<th>Executive Committee</th>
<th>Board of Directors</th>
<th>Andy Pritchard*</th>
</tr>
</thead>
<tbody>
<tr>
<td>President</td>
<td>Ellie Bruce**</td>
<td>Enterprise Oil</td>
</tr>
<tr>
<td>Chris Bergstrom</td>
<td>Heritage - Crystal Clean, LLC</td>
<td></td>
</tr>
<tr>
<td>NOCO Energy Corp</td>
<td>Scott Eddings*</td>
<td></td>
</tr>
<tr>
<td>Executive Vice President</td>
<td>Avista Oil</td>
<td></td>
</tr>
<tr>
<td>Roy Schumacher</td>
<td>Leon Glenn</td>
<td></td>
</tr>
<tr>
<td>Schumacher Consulting, LLC</td>
<td>Texpar Energy</td>
<td></td>
</tr>
<tr>
<td>Past President</td>
<td>Steve Lewis</td>
<td></td>
</tr>
<tr>
<td>Bill Hinton</td>
<td>Safety-Kleen, a Clean Harbors Company</td>
<td></td>
</tr>
<tr>
<td>Valicor Environmental Services, LLC</td>
<td>Ned Murray*</td>
<td>Midstate Environmental Services LP</td>
</tr>
</tbody>
</table>

**Board of Directors**

- Ellie Bruce**
- Heritage - Crystal Clean, LLC
- Scott Eddings*
- Avista Oil
- Leon Glenn
- Texpar Energy
- Steve Lewis
- Safety-Kleen, a Clean Harbors Company
- Ned Murray*
- Midstate Environmental Services LP

**Newly Elected**

**Re-Elected**

---

**DOBER CHEMISTRY AND TECHNOLOGY**

We deliver inspired innovative chemistry solutions to solve our customers’ most challenging problems.

- **Super Syrup**
  - Coolant Additives
  - Our syrups feature high-performance and cost-effective chemistries for antifreeze and engine coolant applications. Super Syrups are highly concentrated, stable, single-syrup formulations that enable easy and consistent blending.

- **GreenFloc**
  - Natural Coagulants
  - Break any emulsion - Oil, Synthetic coolants, lubricants, and cutting fluids. Our natural coagulants will break your tough-to-treat emulsions, while lowering overall treatment costs and increasing treatment process efficiency.

- **HaloKlear**
  - Natural Flocculants
  - Solid-feed total water treatment systems for cooling towers are simply better than traditional solutions. Eliminate hazardous liquid chemistry and go solid with easy to install, safe to handle, and reliable applications.

11230 Katherine’s Crossing | Woodridge, IL 60517
Toll Free | 1-800-323-4983
Local | 1-630-410-7300
www.dober.com

---

**Image**

- Illustrations of industrial settings and product applications.
- Logo and contact information.

---

**Contact Information**

- 11230 Katherine’s Crossing | Woodridge, IL 60517
- Toll Free | 1-800-323-4983
- Local | 1-630-410-7300
- www.dober.com
In late February 2017, NORA will be releasing its 2017 Membership Directory, the ultimate networking tool for the liquid recycling industry. Over 1,000 copies will be distributed to industry leaders.

The annual publication provides valuable information on all of NORA’s nearly 400 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 2017 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 provided.

All member companies will receive copies of the 2017 Membership Directory.

If you are interested in becoming a NORA member to be included in the Membership Directory and to receive your copy of the Membership Directory, contact NORA at 703-753-4277 or sparker@noranews.org.

---

**A Reliable, Leak-Free Pump for Used Oil Transfer**

"The CC20 pumped over 1.4 million gallons in a 10-month period and was still pumping without a leak. I'm extremely satisfied with the performance and reliability of this Mouvex® pump."

Guy Miller, Fleet Manager
Universal Lubricants, Wichita, KS, USA

- Strong suction, self-priming capabilities to clear tanks, lines
- Minimal maintenance for low life-cycle costs
- Handles varying viscosities and particulate levels
- Flow rates to 88 gpm and pump speeds to 500 rpm

Improve Your Reliability:
[mouvex.com](http://mouvex.com)

---

**Mouvex** is supported by the following Master Distributors:

- United States
  - Werts Welding & Tank Service, Inc.
    - +1 800-851-4452
    - werts@werts welding.com
- Canada
  - Commercial Truck Equipment Co.
    - +1 877-915-9140
    - www.comtruck.ca

---

**2017 Membership Directory**

2017 Membership Directory by NORA, the ultimate networking tool for the liquid recycling industry. 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 provided.

All member companies will receive copies of the 2017 Membership Directory.

If you are interested in becoming a NORA member to be included in the Membership Directory and to receive your copy of the Membership Directory, contact NORA at 703-753-4277 or sparker@noranews.org.

---

**Improve Your Reliability**

- Strong suction, self-priming capabilities to clear tanks, lines
- Minimal maintenance for low life-cycle costs
- Handles varying viscosities and particulate levels
- Flow rates to 88 gpm and pump speeds to 500 rpm

Mouvex is supported by the following Master Distributors:

- United States
  - Werts Welding & Tank Service, Inc.
    - +1 800-851-4452
    - werts@werts welding.com
- Canada
  - Commercial Truck Equipment Co.
    - +1 877-915-9140
    - www.comtruck.ca

---

**Contact your authorized Mouvex distributor today, or email contact@mouvex.com**

---

**Stationary Eccentric Disc Pump**

**CC20 Eccentric Disc Truck Pump**
Managing environmental, health and safety (EHS) programs is a constant challenge for NORA members and it is something we all have in common. Companies of all sizes struggle to balance regulatory concerns with maximizing productivity and revenue generation. For small to mid-size businesses without robust EHS support teams, trying to manage EHS programs can be intimidating and frustrating. While no one wants to operate out of compliance or put their employees at risk, many companies feel overwhelmed and do not believe they have the aptitude or resources to follow best practices.

Most companies generally recognize the need to do it right, but the costs seem endless, the regulations are complicated, the processes feel disruptive, and the value seems intangible. Motivation can, unfortunately, become centered around simply "staying out of trouble".

At the core of this motivation is the idea that EHS programs are an “add-on” or something that must be layered on top of operations. This perception often leads to compliance and safety programs being considered a impediment to progress. However, the safest and most heavily regulated brands in the world use management systems to integrate EHS requirements into operations, setting programs up designed to actually increase productivity. Perhaps surprisingly to some, implementing a safety or environmental management system (a “SMS” or "EMS") is not reserved just for big companies. We believe any size company can incorporate compliant practices into their daily operations. Here are 12 key factors to a successful implementation:

1. **Leadership Engagement** - The single most important factor to a successful SMS/EMS and long-term cultural improvement is the engagement and support of executive leadership. If it’s important to the boss, it will be important to the staff. It’s really that simple.

2. **Get Documentation In Order** - Archive old policies and ensure new policies are clearly communicated to all employees. Also, make sure the policy is customized to fit your business. A generic policy may check a box, but likely does not actually help your program, especially in an emergency. A systematic review of your program documentation will clarify roles, responsibilities and risks.

3. **Set an Action Cadence** - Get on a repeatable, sustainable schedule of inspections, training, meetings and safety huddles that your employees understand and will come to expect. You have to be disciplined and consistent, but it will rapidly become second nature to everyone.

4. **Leadership Committee Meetings** - A management system does not run itself. Executive involvement in meaningful, routine committee meetings is critical. A Management Committee sets goals, approves policies, solves problems, develops a communication plan and addresses escalated issues.

5. **Identify Key Performance Metrics** – The safest and most compliant brands track many key metrics related to their programs, and a company needs to set goals and targets for these metrics. Also, encourage your team to come up with additional site-specific metrics to be measured and tracked.
Employee Training – Make sure all employees know how to do their job right. Of course you have to meet OSHA and EPA minimum standards (ex. HAZCOM), but a management system does not settle for the minimum. Job specific training and apprenticeship programs are the best way to reduce injuries and ensure compliance.

Accountability and Recognition – A SMS or EMS is a team effort and no one is above the requirements. There must be consequences for repeated failures and there should be a way to recognize outstanding contributions.

Employee Engagement – The operations staff know the actual risks of their job – ask for their involvement and feedback and involve them in crafting solutions. A management system does not simply hand down high level policy, it is built from the ground up and gives the employees input in the process. It also allows them to take a positive messages home to their families every day.

Assess Risk by Job Type – A management system looks at every job and identifies the risk of noncompliance and the hazards facing employees. This is again more than checking a box, it is making sure every employee knows how to do the job right. A robust job type risk review will also give you confidence that you know how to onboard work-ready employees.

Leverage Leading and Lagging Indicators – Move beyond only relying on TRIR, DART and EMR which, while useful, are only looking in the rear-view mirror. Track leading metrics like training and behavior based observations to ensure you can avoid problems before they happen.

Standardize Practices and PPE Across Multiple Sites – Many companies struggle with standardization, especially when it comes to job training and buying PPE for multiple operations. Take the time and effort to get everyone on board with the management system and drive consistency across all your operations.

Believe in the ROI – Multiple studies, including several sanctioned by the National Safety Council have confirmed that every $1 invested in injury prevention and safety programs return between $2- $6. The regulatory penalties associated with noncompliance can be staggering, and these are over and above increased insurance premiums, claim management, rehiring expenses, and lost time/productivity. A management system is not a short term play, it is an investment in your brand and your people that will pay dividends for years to come and define the way you do business.

Chip Duffie is the President and Founder of EHS Momentum, LLC, a full service EHS consulting and software firm that focuses on empowering small and mid-sized business to implement EHS management systems using their existing headcount.

At the NORA 2016 Annual Trade Show and Conference, multiple NORA members shared their own Best Practices in the MyMomentum software system, including the following:

- We have installed apps on all our driver’s cell phones that prevents use a cell phone while driving. It was the only way to be sure, and drivers adjusted quickly.
- GPS/telematic tools for commercial motor vehicles are great. I can see all my drivers all the time and get real data if there an accident or issue.
- Keeping up with the regulatory clearing houses like ISNet world is a real challenge. You must stay on top of it and communicate with them frequently.
- If anyone (regulatory agency, customer, etc.) ever wants to take samples of your used oil, tanks or tankers, you should always ask for split samples and do your own analysis
- Lab error can lead to false positives for PCBs. Before call Federal EPA – be sure you have a real problem. We always send out confirmation samples to other labs.
- Having our guys carry a spare uniform has saved us several times from issues at customer sites. It is a requirement for us.
- We always test samples from high risk sources before we ship any material. We have just been burned by scrapyards and always take and confirm pre-shipment samples.
- If you pick up DIY oil, you should use a guard tank system at your facility to limit any potential contamination to a manageable volume.
- High levels of chlorine (from chlorinated paraffin’s for example) can appear as PCBs on a GC at first glance. Always confirm your results.
EPA’s “Leading By Example” Initiative Encourages Federal Agencies to Recycle Used Oil and Purchase Re-Refined Lubricants

In a memorandum dated November 23, 2016, EPA’s Director of the Office of Resource Conservation and Recovery, Barnes Johnson, announced that the Agency’s Federal Green Challenge Program (FGC) has been expanded to include recycled and re-refined used oil. The Federal Green Challenge, a national effort under the EPA’s Sustainable Materials Management Program, challenges EPA and other federal agencies throughout the country to lead by example in reducing the federal government’s adverse environmental impact. According to Mr. Johnson’s memorandum, “recycling motor oil and using re-refined oil result in significant greenhouse gas reductions throughout the life cycle of oil production and use.”

Director Johnson also pointed out that “re-refining used oil takes only about one-third the energy of refining crude oil to lubricant quality. According to a 2013 American Chemistry Society Journal report, life cycle analysis shows that production of re-refined motor oil generates 70% fewer greenhouse gas emissions than production of oil from virgin stock.”

EPA’s action to include recycled and re-refined oil in the Agency’s Federal Green Challenge program helps implement RCRA’s “procurement guidelines” provisions which were enacted by Congress more than 35 years ago. The procurement guidelines mandate that federal agencies purchase and use recycled products wherever feasible. NORA has consistently supported use of the procurement guidelines to encourage used oil recycling and re-refining but has observed that federal agencies have been slow to actually carry out Congress’ intent. NORA’s Executive Director, Scott Parker, asserted that EPA’s expansion of the FGC initiative “is definitely a step in the right direction.”
WORLD OIL ENVIRONMENTAL SERVICES & DEMENNO-KERDOON

ARE PROUD TO SPONSOR NORA

WORLD OIL

Doing right, in everything we do.

REFINING / ENVIRONMENTAL SERVICES / RECYCLING / TERMINALS / TRANSPORTATION
FUELING STATIONS / DEVELOPMENT

www.worldoilcorp.com
Joe Chalhoub, founder of Heritage-Crystal Clean, LLC, has served as its President and Chief Executive Officer since the formation of the company in 1999. He started his career with Shell Canada as a process engineer, and he then worked for several years at SNC, an engineering firm. In 1977 he founded Breslube Enterprises in Ontario, Canada and he built this into the largest used oil re-refiner in North America before selling a controlling interest to Safety-Kleen in 1987. Mr. Chalhoub then served as an executive of Safety-Kleen from 1987 to 1998 and was President of Safety-Kleen from 1997 to 1998. At Safety-Kleen, Mr. Chalhoub and his team were responsible for designing, building, starting up and operating the Safety-Kleen East Chicago re-refinery, which is the largest re-refinery in the world. Mr. Chalhoub holds a Chemical Engineering degree with high distinction from École Polytechnique, Montréal. At Heritage Crystal-Clean, Mr. Chalhoub and his team designed, constructed, and operated a large used oil re-refinery in Indianapolis – the second largest in North America. As a result, Mr. Chalhoub and his teams have been responsible for the three largest re-refineries on the continent, comprising more than two-thirds of North America’s re-refining capacity.

Mr. Chalhoub is a descendant of Syrian-Lebanese grandparents, was born in Egypt, and immigrated to Canada where he completed his Chemical Engineering degree. He has 8 children (two of whom work at HCC). He is also very active in his church, the Melkite Greek Catholic Church in Montreal. Several years ago he was the head of the committee that did the fundraising and building design for a new cathedral for this church. He also supervised its construction. He has travelled to Rome and met two different popes, Pope John Paul II and Pope Francis.

NORA: Good morning, Mr. Chalhoub, it is an honor to be able to talk with you. We very much appreciate your spending time for this interview.

Joe: My pleasure. Please call me Joe

NORA: It is my understanding that the re-refineries that you have built during your long career have collectively recycled more than four billion gallons of used oil. During your career, what obstacles, if any, prevented the recycling of even greater quantities of used oil?

Joe: The only real obstacle is the price of oil. Obviously, there is less investment capital and less incentive to produce when the price is low. It’s very hard to expand production when the price of a barrel of crude oil is 15 dollars. But with higher prices, the necessary capital is more forthcoming. It’s a chicken and egg dynamic.

NORA: Is there a stigma associated with re-refined lubricants? In other words, do some consumers still believe that a re-refined lubricant can never achieve the same quality as lubricant made from virgin stock? Or has it been largely eradicated?

Joe: There is no question that there was a stigma several decades ago. Some of the major oil companies portrayed re-refined oil products as inferior. But with the advance of technology in the field of re-refining, particularly hydrotreatment and improved polishing, which have replaced the acid-clay process and the vacuum distillation-clay process, that stigma has virtually disappeared. After we solved the product color and odor issues and met the same stringent
specifications as virgin products, and were able to use the same additive packages, there was no difference in quality. I should point out that Shell Canada was one of the pioneers in re-refining when they modified the Phillips PROP process in the early 80s. And, for quite some time, railroads have used re-refined lubricants in their multi-million dollar locomotive engines. Also, General Motors, Ford and Chrysler have embraced re-refined lubricants in their manufacturing plants. So, yes, I believe any prejudice against re-refined products has vanished.

NORA: HCC has a reputation for being an extremely well-run company with over 1,200 employees, working in more than 80 locations throughout North America. What is your approach to management? Are you very detail-oriented, bordering on micro-management, or, do you prefer to delegate?

Joe: I don’t really have the patience to engage in micro-management – except when it comes to technology. As an engineer, I stick my nose into the details of improvements in technology. As a CEO I try to focus on the bigger issues. We have a great management team and we let them get the job done. I am attentive to the culture of the company, so if we lose a good branch manager, I want to know why.

NORA: Will you have any role in advising HCC following your retirement?

Joe: Well, I’m not retiring from business as long as I’m healthy. Yes, I’ll provide whatever advice to the new CEO and to the Board of Directors that might be helpful.

NORA: The used oil industry has seen a great deal of consolidation in the past 10 years or so – many mergers and acquisitions. Do you expect this trend to continue? If it does continue what will the oil recycling industry look like ten years from now?

Joe: Yes, there has been a lot of consolidation in the oil recycling industry and I expect it will continue. But I think there will always be a role for the smaller, independent oil collectors and recyclers.

One important trend is that the volume of used oil being generated is shrinking, partly due to the extended oil change interval. Another key trend is that the market for recycled fuel oil is diminishing. This is driven by lower prices for natural gas – and increasingly strict air emission regulations. I’m not
a fan of over-regulation. At the same time, I think it is fair to say that the markets for VGO and re-refined base oils and lubricants are expanding. And so is the export market for used oil products.

NORA: Do you agree with President-elect Trump’s promises to roll back regulations promulgated by EPA?
Joe: Well, I agree and disagree. In general, less regulation is a good thing. We don’t need the system of over-regulation and subsidies that we see in Europe. At the same time, the prevention of pollution is important. We don’t want someone to pour oil into the sewer just because he doesn’t want to pay for proper treatment. As for Trump, we’ll just wait and see what he actually delivers.

NORA: Many thanks for this chance to talk with you.

Joe: I got interested as a young kid in Cairo. My father worked for a cigarette manufacturer and would bring home envelopes from the company’s extensive correspondence. My three sisters and I would carefully remove the stamps from the envelopes that we soaked in our bathtub. The stamps would then be put together in bundles of 100, and I would trade them for higher value stamps.

NORA: Is it true that your Egyptian stamp collection is the most extensive in the world?
Yes, that’s true. And I have written a book about Egyptian stamps – actually more of a catalog – that won seven gold medals and is used by auction houses all over the world to appraise Egyptian stamps. I’m very proud of that.

We are a leading manufacturer of absorbent pads, rolls, booms, socks, spill kits, wipers and secondary containment for the marine and industrial markets.

NORA: What is the oldest stamp in your collection?
Joe: It is from 1866, the first year that Egypt issued postage stamps. Of course mail was sent before then and I have a collection of what I call “rarities” including a letter from Napoleon Bonaparte to one of his generals in Egypt directing the general to place a cannon to guard one of the pyramids. Now that’s micro-management!
NORA Supplier/Vendor Members in good standing as of 12/20/16 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.

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

AECOM Corporation
Jack.Waggener@aecom.com
615-771-2480
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.

Air Products & Chemicals
lebrectd@airproducts.com
610-481-8388
Air Products is the global leader in hydrogen production and services. Additionally, Air Products provides atmospheric gases such as nitrogen, oxygen, & argon, and technology to enable customers to become more productive, energy efficient and sustainable.

Albemarle Corporation
aaron.williams@albemarle.com
225-388-8011
HPC and FCC catalysts

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

American Testing Technologies
stacy.youssef@gmail.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.

Argus Media
chloe.bazille@argusmedia.com
713-429-6343
Argus Base Oils provides weekly base oils spot prices, posted prices, and market analysis for all the key markets globally as well as valuable price analytics information on base oil premiums to VGO, crude, and gasoil.

ATEK Access Technologies
mmurray@atekcompanies.com
763-553-7700
TankScan is a technology leader in wireless level monitoring solutions for light industrial liquid tanks. TankScan data is used to optimize delivery routes, enhance customer service, and provide global inventory management

Automotive Fluid Recycling, LLC
rustyp@afr.cash
904-222-1174
Reclamation of auto fluids to Include oil; Gasoline; Antifreeze

Baheth Research & Dev Labs, Ltd
m.a.baaheth@baahethresearch.com
251-345-1060
Scientific Research/Chemical Analytical Testing

BASE Engineering Inc.
info@baseng.com
506-635-2280
Radio Remote Controls for Industrial Tanks

Bedford Industries, Inc
david@bedfordindustries.com
800-848-8228
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.

Blend Tech, Inc
kughn@blendtech.biz
888-869-4827
Antifreeze inhibitor sales, chemical sales, antifreeze fortifiers, technical support, laboratory testing and analysis. Seminar training for fluids, including antifreeze. Antifreeze recycling consulting.

Boerger, LLC
mja@boerger.com
612-435-7300
Boerger specializes in reliable and cost effective Rotary Lobe Pumps and Macerating Technology for the conveyance of low to high viscous and abrasive materials.

Bright Technologies a Division of Sebright Products, Inc.
alex@sebrightproducts.com
800-253-0532
Bright Technologies a division of Sebright Products, Inc., manufactures Oil Filter recycling equipment along with other recycling equipment for dewatering and solidification of wet materials. Such as belt filter presses, conveyors, extruders, densifiers.
SEQUOIA’S TECHNOLOGIES
Hydrotreating
Vapor Compression
Vacuum Distillation
Regenerative Adsorption

RECYCLING OF
Used Oils
Antifreeze
Solvents
Wastewater
Cooling Fluids
Transformer Oils

Make a better product
Upgrade equipment
Find new markets
Process more
Reduce costs

...How can we help?

Call: (704) 780 1089  |  Mail: info@sequoia-global.com  |  Visit: www.sequoia-global.com
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
rberg@build-all.com
800-558-2148 x12
Manufacturer of parts washers and degreasing equipment.

Cambridge Consulting Group
rmangiapane@cambridge-cg.com
248-743-4300
Insurance

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.

Chemical Engineering Partners
harrison.phillips@ceptechnology.com
949-440-8317
Chemical Engineering partners (CEP) provides used oil re-refining design and technology to clients worldwide. CEP is a global leader in licensing state of the art re-refining technology and hydrotreating processes, with over 10 plants operating worldwide.

Chemtex, Inc.
ljohnson@chemtexinc.com
401-305-3030
Chemtex is a leading manufacturer of marine and industrial oil sorbent pads, rolls, boom, socks, pillows, and spill kits used to clean oil and chemical spills on both land and water.

Citamora Processes Inc.
gmarquez@citamora.com
305-725-2805
Citamora develops innovative solutions to recycle used oils into high quality fuels, lubricants and other products. We deploy easy to use, low cost technologies to maximize process yields & product quality, generating a strong return on investment.

Coco Products
scottlucas48@gmail.com
855-551-COCO (2626)
Manufacturing & Distribution

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

Dolphin Centrifuge
sales@dolphincentrifuge.com
248-522-2573
Dolphin Centrifuge specializes in Centrifuge based Oil Recovery Systems. Our systems are primarily built around New & Reconditioned Alfa Laval Centrifuges. Complete modules include Hi-Speed Disc Centrifuges, Automatic PLC Controls, Feed Pumps, Heaters etc

Eastman Chemical Co
aruntyagi@eastman.com
314-365-3036
Heat Transfer Fluids - Therminol.

EconoHeat Inc.
sales@econoheat.com
800-255-1363
Waste Oil Burning Equipment

Ecosorb International Inc.
larry@ecosorb.com
713-413-1173 x4714
Environmentally Friendly Absorbents

Ecube Labs Co.
michael@ecubelabs.com
213-999-0086
Smart waste management solutions

EHS Momentum
cduffie@ehsmomentum.com
469-999-2500
EHS Consulting and Software

Dober
dkelly@dobergroup.com
773-343-7537
Full service chemical manufacturer specializing in antifreeze additives, oil treatment, wastewater treatment, boiler water treatment, and cooling water treatment.

EcoSil Corporation
ckopylec@ecosil.com
203-288-3509
On-site test kits that are quick and easy to use, affording the user an economical advantage over time-consuming and costly laboratory methods. Products detect chlorine contamination in used oil, organic chlorine in wastewater, and more.
Since its formation in 1983, Intergulf Corp. has been a known leader in liquids management for plants and refineries on the greater Gulf Coast and throughout the nation. With multiple locations in Pasadena and La Porte, Texas, Intergulf has built a solid reputation within the industry by specializing in wastewater processing and recycling oils and fuels. Intergulf has the experience, financial strength and conservative management principles needed to meet the requirements of its customers.

**Refining**
**Fuel Recovery and Processing**
**Buyers of Petrochemical Co-Products**
**Recycling**
**Waste Management**
**Used Oil Collection Services**
**Marine Services**
**Field Services**
**Transportation**
EnergyLogic
dnewbury@energylogic.com
615-471-5221
EnergyLogic manufactures and sells used oil furnaces and boilers, less than 500,000 Btu/hour in size.

Enevo, Inc.
julie.vairo@enevo.com
617-784-5686
Enevo provides innovative fill level monitoring and reporting solutions; complete end-to-end services that are easy and enjoyable to use, while saving money, grey hairs and CO2.

Engine & Accessory, Inc.
rcs@rampstar.com
305-573-2268
Waste Oil Trucks/Vacuum Trucks

Environmental Packaging Technologies
adoris@eptpac.com
713-961-2795
Flexitanks, liquiride tanks for moving bulk non-haz liquid products.

Environmental Resource Associates
eragortze@comcast.net
508-428-6282
Exclusive representative of Oil Eater Cleaner Degreaser and full line of Absorbent Products including our new line of Natural Absorbents for NORA members. Products include: degreasers, cleansers, truck wash, aqueous parts washers, absorbent pads and more.

Eurecat US
TCampbell@eurecat.com
832-284-0609
Supplier of regenerated hydrotreating catalyst, catalyst sulfiding/activation services, catalyst regeneration, and specialty grading

Evolution Sorbent Products
chris@esp-us.com
630-450-6558
Oil absorbent and spill control products (environmental, industrial, hazmat).

FILTERVAC
richies@filtervac.com
519-653-6464

Flottweg Separation Technology, Inc.
esweeney@flottweg.net
203-838-6120
Decanter, Tricanter, and Separator Centrifuges for oil, water, solids separation.

Fountain Industries LLC
bdea@fntllc.com
800-328-3594
Fountain Industries LLC is proud to be an industry leading US manufacturer with complete product coverage of aqueous and solvent type parts washers in all capacities including spray cabinets and other speciality products.

GEA Group
Andrew.Rosina@gea.com
201-784-4309
Centrifuges-disc type and decanters for the purification of used oil and/or wastewater. Biodiesel-separator and decanters used in Biodiesel Process.

Geophilia LLC
pgkendrick54@gmail.com
704-502-8287
Absorption materials.

Graymills
tkucklick@graymills.com
773-477-4100
Parts Cleaning Manufacturers

GTI
sgephart@gti-e.com
973-630-0990

Houlihan Lokey
ssergeant@hl.com
212-497-4275
Investment bank providing range of advisory services: M&A; debt/equity financing, valuation, restructuring. Environmental Services industry deals include sale of Siemens HS to FCC Environmental, Thermo Fluids to Heckmann and Safety-Kleen to Clean Harbors.

Husky Corporation
dwieda@husky.com
636-825-7200
Husky Corporation serves the lube and industrial market with BJE oil filter crushers, tank monitors, gauges, and overfill alarms & accessories. Through enevo, we offer a web enabled electronic liquid level measurement system via cellular technology.

Hydrodec of North America, LLC
michael.pitcher@hydrodec.com
330-409-8672
Used transformer oil re-refiner. Hydrodec collects, manages and processes used naphthenic transformer oil up to 2000 ppm PCB content. Hydrodec produces and markets the highest quality new transformer oil that meets ASTM and IEC specifications
Air Products Investing in Hydrotreatment Capability

The Air Products Hydrogen Reactions Lab is on-stream. Air Products continues to focus on the growth and support of the Waste Oil Refinery industry by using its knowledge to support re-refiners. The new lab enables companies with small hydrotreaters, such as waste oil recyclers, to perform tests on their material before changing their larger processes. Air Products can assist current hydrogen customers as well as other hydrotreaters with strategies to minimize their cost. The new lab has the benefit of multiple reactors, variable flow and pressure capability, process pressures up to 2000 psig and flexible interconnection. Air Products has gained a vast knowledge of hydrotreatment through 50+ years of supplying gases and technology to purify new and different materials in the crude oil industry. By simulating various hydrotreatment processes in the new lab, Air Products can help customers:

- Optimize hydrotreatment severity for your specific set of waste oil impurity and process conditions
- Optimize oil-to-hydrogen ratio
- Understand waste oil impurities and their effect on discoloration and off-spec oil
- Identify differences in performance between various catalysts

Refiners can test things such as feedstock changes or variation, a new catalyst or new operating conditions before applying the change within their process. Air Products team can help determine how to use industrial gases more effectively and efficiently. They strive to assist their customers by generating, and now testing, ideas that can allow for safe and profitable growth.

For more information, contact Air Products at 800-654-4567, code 7401 or gigmrktg@airproducts.com.

Hydrogen Reactions Lab on-stream to help Air Products customers develop strategies to minimize costs.

Need hydrogen for recycling waste oil?

Air Products cryogenic hydrogen compressor system can give you:

- High pressure, high flow flexibility
- Lower capital expense
- Reduced operating costs through minimized vent losses
- Increased efficiency through load-following

800-654-4567

(mention code 7401)
IHS Markit
Blake.Eskew@ihsmarkit.com
832-679-7272
IHS is the leading research and consulting company to the global energy industry. IHS acquired Purvin & Gertz in November 2011, adding Purvin & Gertz’ strengths in the petroleum refining, lubricants and base oil industries.

InCon Process Systems - GIG Karasek GmbH
rscully@ips-gigk.com
630-305-8556
Offering 20 years experience in Used Oil distillation systems. Our clients range from fuel blenders wishing to upgrade to cleaner fuel or base oils and seek Modular Plants. Major clients upgrade to GIG Karasek Wiped Film Technology.

Innovative Fluids
tmcclead@innovativefluids.com
216-385-8601
“Bulk” Windshield Washer Fluid and Antifreeze. Delivered in bulk to (25) states.

InTerraChem, LLC
curtis.ellis@interrachem.com
812-425-0989
We offer a full line of Demulsifiers, Waste Water Treatment Chemicals, Cleaners, Degreasers and Environmentally Safe Green Chemistry.

Ironshore Environmental
mark.hayes@ironshore.com
312-237-3485
Insurance Company

J. Smith Lanier & Co.
mfox@jsmithlanier.com
229-883-2424
Insurance/Risk Management Services

Jaxon Filtration
james@jaxonfiltration.com
706-675-3996
Filtration Equipment, Media, Custom Elements

Keteca USA, Inc.
kparks@ketecausa.com
602-278-7789
Offers alternatives to dangerous cleaning chemicals & high performance cleaning solutions with low V.O.C. emissions. Industrial parts & pressure washing, cnc sump & machine, offshore & land production tank & vessel, rig and frac tank cleaning solutions.

KeyBanc Capital Markets, Inc.
rmacdonald@key.com
216-689-4445
Investment bank providing M&A and financial advisory services, debt and equity capital markets and debt.

Kline & Company, Inc.
ian.moncrieff@klinegroup.com
973-615-3680

Labcal Repair and Services Inc
jscholes@lcs-llc.com
281-474-1334
LabCal Services is a full-service, independent, analytical laboratory specializing in petroleum, petrochemical, environmental, water, soil, and bio fuels. We offer a complete battery of standard test methods, from gravities to the most complex methods.

Lamb Fuels, Inc
cynthia@lambfuels.com
678-525-6889

LCI Corporation
jhorton@lcicorp.com
704-398-7880
Thin-film evaporation and short path distillation. Complete used oil distillation systems including dehydration, defueling, and oil distillation into multiple cuts.

LevelCon- Remote Tank Level Monitoring
jmitchell@levelcon.com
937-689-6537
LevelCon, family owned for over 30 years, offers innovative solutions for monitoring fluid levels, overfill protection, pump control and GPS tracking. Your vital data is easily accessible from our web-based portal or ported to your choice of platform.

Lone Wolf Petroleum Co
eric@lonewolfpetro.com
217-280-0959
Fuel Buyer

Lubrizol
bryan.gray@lubrizol.com
812-858-3147
Demulsifiers for used oil treatment, wastewater treatment chemicals, metal precipitants, industrial cleaners, antifreeze recycling chemicals, hydrogen sulfide & mercaptan scavengers, and consulting.

Marsh & McLennan Agency
Environmental Insurance Group
sshepherd@senndunn.com
336-346-1347
Senn Dunns Environmental Group works with large & mid-sized companies across the United States to provide:Insurance & Risk Management Solutions,Licensed Professional Geologists/Engineers on staff,Lower Total Cost of Risk,Industry Specific Claim Advocates
Integrated Insurance Programs for the Recycling Industry

XL Group and Catlin Group are now one. We are XL Catlin! From insurance to reinsurance, a changing world needs new answers. We’re here to find them. With an incredible blend of people, products, services and technology, we have the power to find innovative, creative solutions to your risks – from the most familiar to the most complex.

For more than 20 years, XL Catlin’s Environmental team has been providing integrated insurance solutions that include
• Property & Casualty coverage
• Pollution coverage, tailored to customer needs
• Specialized risk control and claims management services

MAKE YOUR WORLD GO

For more information, please contact
Matt Gartner
AVP, Environmental
Toll-free: +1 800 327 1414
Direct: +1 610 968 9294
matthew.gartner@xlcatlin.com

505 Eagleview Boulevard, Suite 100
Exton, PA 19341-0636

xlgroup.com/insurance/environmental

XL Catlin and MAKE YOUR WORLD GO are trademarks of XL Group plc companies.
MemPore Environmental Technologies
alanfox@mempore.com
844-636-7673
Nano-filtration membrane systems for converting used oil into base stock

Mouvx
scott.jackson@psgdover.com
616-248-9218
Mouvx*, part of Pump Solutions Group (PSG®) Oakbrook Terrace, IL, USA, is a global provider of pumps for the transfer of liquids. The CC20 eccentric disc pump is designed for the Used Oil Market.

MultiTherm LLC
medie@multitherm.com
610-408-8361
Leading supplier of Heat Transfer Fluids and System Cleaners. Within a temperature range of -15° F to 660° F, MultiTherm can successfully and economically accommodate a customer’s heating or cooling requirements.

Munsch Hardt Kopf & Harr, P.C.
mkoks@munsch.com
713-222-4030
Legal Services

National Chemical Supply Corp
natlchem@gmail.com
800-515-9938
Manufacturer of the new, EB-series of oil demulsifiers that treat oil and water at the same time.

National Petroleum Products Co.
info@nppc-qatar.com
974-490-3839
Processing of used oil.

Newport Steel Inc. Oil Filter Processing Equipment
newportsteel@truvista.net
803-789-3194
Non Shearing Oil Filter Processing Equipment

Nuance Solutions
matt.ahrens@nuancesolutions.com
312-560-3927
Industrial cleaners/degreasers & dispensing equipment

Oilmen’s Truck Tanks Inc.
jfaris@oilmens.com
864-573-7400
Truck mounted tanks and trailers for waste oil recovery. All major brands of trucks available. Equipment for transportation and bulk storage sites. Certified R Stama facility for wreck repair and remounts.

OnePlus Systems
brendan@smartbin.com
353-18902633
Smartbin powers intelligent, more agile & cost-efficient collection operations with the latest fill-level sensor technology and route planning software. It’s smart, it’s simple......it’s the future for Waste Oil & Liquid collectors.

Owner Resource Group
msprinkle@orgroup.com
512-505-4119
Owner Resource Group is a private investment firm founded to bring superior outcomes to small and medium-sized businesses. We make investments that enable business owners to pursue their objectives and accelerate the growth of their companies.

Par-Kan Company
kbruner@par-kan.com
260-352-2141
Par-Kan offers Leakproof Steel Containers for storage of disposable oils and filters. Containers are available in various sizes with poly lids, fork pockets and caster frames.

Paratherm A Division of Lubrizol
sbeward@paratherm.com
610-941-4900
Superior heat transfer fluids ranging from -127°F to +675°F Refined petroleum & synthetic oils & thermal system cleaners Antioxidant Additives Fluid Analysis Technical Support & Training We stock what we sell all the time in all volumes available globally

The Penray Companies
wpeinhardt@penray.com
800-323-6329
Antifreeze Inhibitors

PESCO-BEAM Environmental
lukestaengl@mindspring.com
540-206-2788
Over 18 years in quality used oil recovery. Custom designed and built, complete turnkey, skid mounted, affordable systems with clay filtration, solvent extraction and hydrotreating lube polishing options. Engineered to meet your specific product goals.

Petroleum Solids Control
erogachevsky@petroleumsolids.com
562-424-0254
Dewatering rental equipment: centrifuges, mud cleaners

Porocel International
pdouvry@porocel.com
281-469-8555
Hydrotreating Catalysts and Activated Bauxite filter media

Praxair, Inc.
walter_renz@praxair.com
203-837-2378
Praxair, a Fortune 250 company, is the oldest and largest industrial gases firm in North and South America. Praxair offers a complete range of products including hydrogen, nitrogen and specialty gases in cylinder quantities to world-scale onsite plants.
Heritage-Crystal Clean is one of the fastest-growing used oil and environmental service companies in the USA. We are a long-standing member of NORA, and we actively support the following initiatives:

- Improving the regulatory framework for managing PCB’s in used oil through the NORA TSCA Workgroup
- Working toward establishing an industry standard for Vacuum Tower Asphalt Extender and an official ASTM spec through the NORA VTAE Workgroup
- Representation of the used oil re-refining industry through the NORA Re-refining Council

We continue to invest in our business and expand our geographic service area and scope of services, and we are pleased to work with other NORA members to improve the standards and visibility of our industry.

Check out our website: www.crystal-clean.com or call us at 847-836-5670 for more information.
PRTI, Inc.
info@prtitech.com
919-809-5440
PRTI offers a patented system for tires pyrolysis. This system of handling tires will break down the tires into four elements; oil, carbon ash, steel and a syn-gas. The syn-gas will be used as a fuel for combustion in a generator to produce energy.

Quantum Analytics
larmstrong@lqa.com
650-312-0370

Quest Resource Management Resources
tims@questrmg.com
972-464-0004

Radchem Products, Inc.
willradostits@radcheminc.com
708-966-4044
Chemical & Solvents

Radian Chemicals LLC
jspain@radianchemicals.com
281-610-6908
Management of spent solvents for beneficial reuse and/or treatment for recycle or disposition. Spent caustics, glycols, aminet, polyols, methanols, etc.

Redragon Oil & Gas Systems International Inc.
prakash@redragon.ca
519-756-8890
Redragon offers turnkey solutions for oil recyclers with our Wipe Film Evaporation, Clay Polishing, Transformer Oil Regeneration, High Vacuum Degasification and PCB Dechlorination systems. Our financing options permit reduced upfront capital costs.

ORG CHEM GROUP is a Major Leader in the recycling of used antifreeze in the United States. We work closely with collectors across the U.S. and Canada.

ORG CHEM GROUP purchases used antifreeze which allows collectors a safe, efficient way to properly manage their used antifreeze/glycol streams while at the same time providing them with a consistent revenue stream.

Our process extracts the Ethylene Glycol from used antifreeze, purifies it and blends it with proprietary additives to create new antifreeze that offers the benefits of lower cost and recycling.

ORG CHEM GROUP offers Ethylene and Propylene Glycol for sale and a full line of Antifreeze products available in cases, drums, totes and bulk.
Rich & Henderson, P.C.
thenderson@richlaw.com
410-267-5900
MD Law Firm - environmental, land use and business law focus

Schumacher Consulting, LLC
roy@oilbizconsulting.com
602-524-2944
Consulting Services, including strategic planning, mergers & acquisitions, market research, marketing, website development and sales training.

Sequoia Energy & Environment
info@sequoia-global.com
704-780-1089
Vacuum distillation, hydrotreating, regenerative adsorption technologies for recycling of used lubricating oils, transformer oils, waste antifreeze/coolants and waste fuels.

SESCO
jstout@sesco-inc.com
260-422-1671
SESCO has become the preferred source for oil purification, regeneration, and fluid conditioning equipment. Its reputation has been built from a foundation of solid engineering, quality manufacturing, and a commitment to customer support and service.

Spencer Strainer Systems
pdeaver@spencerstrainer.com
502-418-6769
Spencer Strainer Systems provides permanent, self-cleaning filtration for recycling of oil and glycol, and also of wastewater and many other applications.

SpillTech
contact@spilltech.com
800-228-3877
Absorbents, Spill Kits, Containment

Summit Environmental Technologies
lpachecoset@aol.com
615-794-9437
Full service QAQC environmental laboratory. Emphasis and experience with liquid recycling and environmental service industries. Nelac and AZLA ISO certifications.
Sweet Gazoil Inc.
louisbertrand10@gmail.com
579-721-1690
Engineering solutions tailored to meet your used and waste oil needs: Improve your current operations or design complete plants. Unique hybrid process that can treat used oils, waste oils and asphalt flux, and make only environmentally friendly products,

SystemOne Technologies Inc.
mansur.paul@systemonetechnologies.com
305-593-8015
The industry’s most powerful parts cleaning technology. Over 50,000 units installed in 30,000 locations worldwide. Cut costs by 60%; pure solvent on-demand daily; recovers 100% pure solvent; and eliminates 100% of hazardous solvent waste.

TCI Services
jgibson@tank-consultants.com
903-987-2912
Tank inspection, engineering, repair, construction, mechanical and service experts for above ground storage tanks and related equipment.

Titan Logix Corp.
jenniferdm@titanlogix.com
780-462-4085
Titan Logix Corp.s Guided Wave Radar gauges provide accurate, reliable level measurement in mobile tanks. The UsedOil-Stik is designed especially for used oil transportation. Ground level display of liquid level keeps the driver off the top of the tank.

Trihydro Corporation
grisse@trihydro.com
678-320-0493
Trihydro is an engineering and environmental firm offering due diligence; air & wastewater design/ops; multi-media permitting, compliance audits; soil & groundwater assessment/remediation services to NORA member industries.

Transcourt Tank Leasing Inc.
rpahanich@transcourt.com
773-800-2617
Tank Trailer leasing and financial solutions

A GREEN Approach to the Management of Spent Solvents

Radian Chemicals
www.radianchemicals.com
281.883.4389
Truck Works LLC
claye@truckworkslc.com
602-233-3713 x 305
OEM manufacturer of bulk liquids and transportation equipment. Truck tanks steel, aluminum, and stainless. MC 406/407/412 code and non-code tanks. 1500 gallon to 4500 gallon capacities. New and used units available. Parts in stock.

Turn-Key Environmental
gary@tkenv.com
815-929-9440
Licensed Non Hazardous, Special Waste Hauler. Drum and Box disposal, Vac Trucks, Used Oil, Environmental Construction Management, and Full Service Environmental Consultant.

The Ultragen Group Ltd.
steve.surveyer@ultragen.com
450-650-0770
Ultragen is a multi-disciplinary engineering firm & UMO specialists. We are engaged in all phases of a projects life cycle. We can develop process flow sheets, heat & material balances, plant layouts, & detailed cost estimates.

Werts Welding & Tank Service, Inc.
bruce@wertswelding.com
618-254-6967
Transportation tanks and trucks and all related parts and equipment. Pumps, hoses, fittings and valves. 8 locations across the USA.

XL Catlin
matthew.gartner@xlcatlin.com
800-327-1414 ext. 9294
The environmental division of the XL Insurance companies offers integrated environmental risk management solutions through insurance, loss control and claims management to leading businesses.

Zurich
steven.goebner@zurichna.com
610-727-5634
Zurich’s Environmental unit helps businesses navigate the ever-changing world of environmental risk. Zurich provides easy-to-understand environmental insurance solutions that can be customized to help meet customers’ needs for today and the future.

ENVIRONMENTAL SERVICES
- HAZARDOUS WASTE MANAGEMENT
- ENVIRONMENTAL CONSTRUCTION INCLUDING SERVICE STATION INSTALLATIONS
- SITE REMEDIATION INCLUDING LICENSED SITE PROFESSIONAL [MA 309 CMR 2.00] SERVICES
- 24/7/365 EMERGENCY RESPONSE
- LABORATORY SERVICES
- PCB CLEAN-UP, TRANSPORTATION AND DISPOSAL
- LAB PACK SERVICES
- INDUSTRIAL MAINTENANCE

AUTOMOTIVE SUPPORT SERVICES
- WASTE SERVICES
- GAS TRAP AND SEPARATOR CLEANING
- PARTS WASHERS
- ANTIFREEZE REMOVAL
- OIL FILTER RECYCLING
- ABSORBENT PAD RECYCLING & SALES
- BULK ANTIFREEZE & WINDSHIELD WASHER FLUID SALES

24 HOUR EMERGENCY SPILL RESPONSE
1-800-242-5818 in Mass.
1-800-622-6365 outside Mass.
1-800-899-1038 Waste Oil Removal
www.cynenv.com

STOUGHTON
781-341-1777

MAINE
Clean Fuels
207-872-9699

DOVER, NH
603-749-4969
The Tools of the Trade for Used Oil Testing

Clor-D-Tect 1000®
TOTAL CHLORINE IN USED OIL
YES/NO AT 1000 PPM

Clor-D-Tect Q4000®
QUANTITATIVE TEST FOR CHLORINE IN USED OIL
RANGE: 200-4000 PPM

HydroSCOUT®
WATER IN OIL ANALYSIS

- US EPA SW-846 Method 9077
- ASTM Method D-5384
- Fast, easy to use on-site
- Results in 5 minutes

- US EPA SW-846, Method 9001
- Quantify total % water
- Range 0-100%
- Easy to use - results in 3 minutes

Dexsil
One Hamden Park Drive, Hamden, CT 06517

CALL 203.288.3509
WWW.DEXSIL.COM