LIQUID RECYCLING
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Mid-Year Meeting
June 20-22 in Baltimore
See pages 20-25

Event Information   Registration Form
Page 20             Page 21

$20/issue | FREE for Members | 2018, Issue 2

NORA
AN ASSOCIATION OF RESPONSIBLE RECYCLERS
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Mergers & Acquisitions

There are many reasons why mergers and acquisitions (M&A) occur in an industry. One reason is that as an industry matures, companies in the sector seek efficient methods to grow market share and profitability.

In the United States, the liquid recycling industry has experienced significant M&A over the last few years. On last count, NORA has recorded 27 industry transactions in the last few years. There are certainly other transactions not recorded by the association.

All NORA members should be following the M&A activity in this sector, regardless of your future plans.

If your company is seeking to grow through M&A, understanding how other companies have planned for and executed successful programs helps a member company prepare for the future. Also, private equity has taken a larger role recently and strategic acquisitions are still active. Understanding the different models and lessons learned from companies with experience with both forms can be critical in planning.

If your company is considering being acquired in the next few years, understanding how to prepare your business today to maximize the value of your business in the future is important.

Not interested in buying or selling? Understanding how the market is changing that you operate in helps you plan for future success.

To help members better understand the M&A activity in our industry, NORA has prepared an all-star industry panel on this subject during the 2018 NORA Mid-Year Meeting in Baltimore, Maryland, June 20-22. Attendees will learn how to position their companies to maximize value and how to assess potential acquisitions. An overview of the recent M&A activity in the liquid recycling market will be provided.

To join nearly 150 industry leaders and explore this and other topics, see the registration form on page 21.
WELCOME TO NORA’S NEWEST MEMBERS

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Eyemar Energy Private Limited
Singapore, Singapore
Singapore
65-91117909

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MET LLC
Dallas, Texas
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The Ultragroup Ltd.
Boucherville, Quebec Canada
450-650-0770

INDUSTRY CALENDAR

2018 Mid-Year Meeting
Baltimore, Maryland
June 20-22, 2018

2018 Conference
Rancho Mirage, California
November 7-10, 2018

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This will be a major topic of discussion at the NORA June 20-22, 2018 Baltimore Committee Meetings, EPA has recently released their initial study of this activity which could significantly impact many NORA members. Over the past few years we have continued to discuss in our NORA Waste Water Committee meetings EPA’s efforts to re-evaluate the CWT-ELG, particularly with regards to CWTs that receive significantly contaminated oil and gas extraction produced waters. This wastewater typically results from hydraulic fracturing (fracking) backflow water, produced water, spent drilling fluids, etc.

Under the Clean Water Act that governs the development of ELGs, EPA is required to re-evaluate each industry ELG every two years to determine if there have been significant changes to the regulated industry that would justify possible modification to the ELG. On May 2, 2018 EPA released the latest of these investigations entitled “Final 2016 Effluent Guidelines Program Plan” which addresses their activities with regard to CWT’s. CWT’s receiving O & G extraction water caused EPA to begin in 2014 to look harder at CWT’s and possible changes to the CWT-ELG.

On May 2, 2018 EPA also released their initial study entitled “Detailed Study of the Centralized Waste Treatment Point Source Category for Facilities Managing Oil and Gas Extraction Waste”, EPA-821-R-18-004, May 2018. It is a very extensive document with 262 pages of details on the industry including treatment methods and resulting pollutant concentrations, estimated capital and operating costs, and much more. EPA has identified numerous facilities that they confirmed or believe may handle these wastes in AR, CO, LA, MD, MO, ND, NM, OH, OK, PA, TX, WV, WY, and others. The Agency also indicated that they intend to continue to study the industry before making a final decision on whether or not to initiate work to actually revise the CWT-ELG. This study will be discussed in detail at the NORA Mid-Year meeting in Baltimore.

The constituents in these waters depend on the oil and gas geological formation. Typically these waters have very high concentrations of Total Dissolved Solids (TDS) that can be over 100,000 mg/l or 3 times more TDS than sea water. Examples of other troublesome constituents are Strontium and Naturally Occurring Radioactive Materials (NORM). As a general rule, these waters have historically been handled on-site through injection back down the drilled holes and treatment/recycling on-site. Some is disposed by commercial deep well injection facilities; however, more and more of these waters are being reported to be sent to CWT’s.

In the past few years, EPA has focused on the CWT’s because there were a few instances where these high TDS waters have been handled and treated by CWT’s and discharged to the local POTW or directly to a stream. Some of these resulted in causing substantial environmental problems with the receiving streams. These events have been highly publicized and happened in New York, Pennsylvania, Ohio, and others.

Directly related to this CWT issue is that in 2016 EPA
promulgated a related rule, the **Oil and Gas Extraction ELG**, which covers the actual oil company locations where the water is generated, not CWT operations. It requires “zero discharge” from these facilities, however they can currently send these waters to some CWT’s. However, EPA is now announcing that it is embarking on a new study that will take a **holistic look** at how the Agency, states, and stakeholders regulate and manage wastewater from these oil and gas industry waters which would include the CWT’s.

EPA says, “Large volumes of wastewater are generated in the oil and gas industry, and projections show that these volumes will only increase. Currently the majority of this wastewater is managed by disposing of it by using a practice known as underground injection, where that water can no longer be accessed or used. The limits of injection are evident in some areas, and new approaches are becoming necessary. Some states and stakeholders are asking whether it makes sense to continue to waste this water, particularly in water scarce areas of the country, and what steps would be necessary to treat and renew it for other purposes.”

The focus of the Agency’s study will be to engage with **stakeholders** to consider available approaches to manage wastewater from both conventional and unconventional oil and gas extraction at onshore facilities. EPA’s study will address questions such as how existing federal approaches to produced water management under the Clean Water Act can interact more effectively with state regulations, requirements or policy needs, and whether potential federal regulations that may allow for broader discharge of treated produced water to surface waters are supported. EPA indicates that they are particularly interested in working with its regulatory partners at the state level, who are at the forefront of the changing industry, and often manage complex water allocation programs under state law.

EPA states that they plan “to reach out to **stakeholders**—including states, industry and NGOs—to facilitate conversations. Following this study, EPA will determine if future Agency actions are appropriate to further address oil and gas extraction wastewater.”

It goes without saying that NORA and interested members will need to be participating stakeholders in this process. Even though the main EPA focus is the O & G produced waters, there is the possibility of a trickle down effect on the existing CWT-ELG categories that we would not want. Obviously, this is only a brief overview of the issue. If you are interested in more details, you can contact me at Jack.Waggener@aecom.com or 615.224.2133. See you in Baltimore.
EPA Grants Hydrodec of NA Renewal to Store MODEF
The Region 5 office of the U.S. Environmental Protection Agency (EPA) recently granted renewal approval to Hydrodec of North America, LLC (Hydrodec) to store PCB-containing mineral oil dielectric fluid (MODEF) and to operate its chemical dechlorination system, a non-thermal alternative Polychlorinated Biphenyls (PCBs) disposal method, to destroy PCBs in contaminated MODEF.
This approval is applicable to operations at the Canton, Ohio facility in Region 5. Hydrodec was issued a national approval in 2012 because they intended to build and operate an identical facility in another region. However, since the other facility was never built, EPA Region 5 is issuing Hydrodec’s renewed approval.

Trihydro Acquires Wyoming Engineering Firm
NORA member, Trihydro Corporation (Trihydro), a national provider of engineering and environmental services, recently announced its acquisition of the Sheridan, Wyoming-based consulting firm Steamboat Technical Services. This acquisition supports Trihydro’s continued dedication to the Rocky Mountain region and enhances the company’s ability to serve its clients with infrastructure, solid waste, surveying, and environmental capabilities.
According to Jack Bedessem, Trihydro President and CEO, “We are continuously looking for ways to expand our roots and better serve our clients. The addition of Steamboat Technical Services fits the bill in many ways – their talented team of professionals are experts in solid waste and infrastructure engineering. We share the same core values and they are equally dedicated to delivering great results for our clients and communities.”

Ex-employee of Honda Embezzles $500k from Tuscon Auto-dealership
Brenda Reiko Bryan, former employee of Chapman Honda, was recently sentenced to 15 months in federal prison for embezzling $514,000 from the auto dealer. Prosecutors said she spent nearly six of her fourteen years at Chapman forging signatures, depositing Chapman checks into her bank accounts, and using company money to pay her personal bills.
According to court documents, Bryan deposited $38,000 into her personal bank account from an oil recycling company who had been paying Chapman for its used motor oil. Bryan made 15 transfers to pay personal expenses with Chapman checks ranging from about $400 to $3,000.
Bryan was responsible for the accounts payable and receivable for Chapman Honda and its luxury brand Chapman Acura, according to the indictment. Prosecutor Jane Westby said she, “used her position of trust” to steal the money and “she only stopped stealing because she was caught.” Judge Rosemary Marquez ordered Bryan to pay back the $514,000 she embezzled from 2007 to 2013.

NORA Member Mark D. Wentworth as 2018 NH Small Business Person of the Year
The U.S. Small Business Administration (SBA) and the New Hampshire Bankers Association (NHBA) recently announced Mark Wentworth, founder and President of Green View Technologies of Rollinsford, NH as its 2018 New Hampshire Small Business Person of the Year. The award recognizes outstanding small business owners throughout the state.
Wentworth began Green View Technologies in 2010 with the vision of re-refining used oils with a focus on preserving a valuable resource while also reducing the toxic emissions associated with the common practice of burning used oil. Today, when they receive a gallon of used motor oil they are able to return 98% of it as quality base oil, fuel or an asphalt material used in roofing and paving. Mark maintains a hand in the greenhouse and oil distribution businesses and serves his local business community as a director of the Strafford Economic Development Corporation.
Safety-Kleen Supports NASCAR’s Green Effort

Safety-Kleen continues to assist NASCAR in becoming even greener with the launch of Bio24 – a bio-based aqueous parts washing solution. Around NASCAR tracks this year, crews and Safety-Kleen parts washer stations using Bio24 cleaner and degreaser will offer an added level of sustainability to the sport.

This new solvent brings all the advantages of aqueous cleaning along with the environmental benefits of being a bio-based product.

“Bio24 is tough on grime and environmentally responsible,” said Safety-Kleen Vice President Leigh Harrington. “As a founding partner of NASCAR Green, we know those are two features NASCAR stands behind.” Bio24 is competitively priced and as effective as or better than any other non-renewable solvent. It’s designed to work on a broad amount of equipment to remove typical soils. “We see Bio24 as the next evolution for our customers and for a greener planet,” said Harrington. Safety-Kleen has provided oil recycling and re-refining services each weekend during the race season – ensuring all solvents, oil, lubricants and other fluids are properly collected and recycled into useable products.

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Heritage-Crystal Clean Purchases Products Plus
Recently Heritage-Crystal Clean, LLC (“HCC”) purchased the assets of Products Plus, Inc. and AO Holding-Kansas City, LLC (collectively “PPI”). PPI is primarily engaged in the collection and recycling of spent antifreeze as well as the manufacturing and selling of a full line of antifreeze products. HCC’s President and CEO Brian Recatto commented, “we are extremely excited to welcome the employees of PPI to the HCC team. The combination of PPI and HCC will allow us to further expand our superior closed-loop antifreeze offer.”

U.S. Petroleum Demand Sustains its Highest Levels in 11 Years
Recently the American Petroleum Institute reported that the first few months of 2018 saw U.S. petroleum demand average 750 thousand barrels a day above the same period in 2017 despite higher prices, a sign of solid economic activity. It also saw the U.S. produce a record 10.5 million barrels per day (MBD) of oil.

“Iranian oil supply uncertainty has recently dominated global oil market news, but a key figure from the United States should trump that concern: two million barrels per day of U.S. production,” said API Chief Economist Dean Foreman. Strong global demand raised international oil prices by more than domestic ones. WTI crude oil traded as an average discount of $5.38 per barrel below Brent in April, which was the second consecutive monthly increase in the price differential and returned it to the same level as in January. As U.S. production has expanded rapidly, infrastructure constraints continued to suppress WTI prices.

NORA Releases 2018 Membership Directory
Distributed to leaders of companies who responsibly recycle used oil and related materials

NORA recently released the 2018 NORA Membership Directory, the ultimate networking tool for the liquid recycling industry.

This annual publication provides valuable information on NORA’s hundreds of member companies that is essential for NORA members in their efforts to easily find key business partners.

The “yellow pages” of the liquid recycling industry, the 2018 NORA Membership Directory includes company and personnel contact information, volume levels, service areas, services provided, products provided and more. This desktop resource also includes key indexes of responsible recyclers by service area, services provided and by products provided. In addition, an index of Supplier/Vendor members is also provided.

All member companies have been sent copies of the membership directory. If you are interested in receiving a copy, contact NORA at 703-753-4277 or info@noranews.org.
Centralized Waste Treatment

- Recycled Fuel Oil Purchase Programs
- Industrial and Retail Used Oil Collection
- Transportation via Tanker, Rail and Barge
- Centralized Oil Purification and Reclamation Services
- Base Oil Manufacturing and Distribution
- Recycled Petroleum Products Processing (RPP)
- Consumer Product Destruction and Recycling
- Surfactant Recovery and Beneficial Reuse
- Container Management and Waste-to-Energy Processing

- Cincinnati
- Huntington
- Burlington
- Huntsville
- Kansas City
- St. Louis
- Memphis
- Oklahoma
- Texas
Ford Motor Company no longer produces Mercurys, however, one of the first ones continues rolling on after close to 80 years.

This tale involves Clem Clement and the 1940 Mercury Convertible Sedan that he bought twice. In the spring of 1956 the car was parked on a side street in Hoboken, New Jersey. “It was worn out, abused and tired,” he says. The top had been replaced with a painter’s canvas.

With youthful logic, the unemployed student with no money thought buying the car was a great idea.

He left a note with a monetary offer on the windshield, not expecting a response. A fortnight had passed when the call came informing Clement that he was the new owner of the 1940 Mercury.

Clement scraped together $25 and, he says, “made the first major purchase of my life.”

The manual transmission and clutch were shot, but the new owner still had to get it home to Woodbury, New Jersey.

His sympathetic and understanding father came to the rescue and towed the prize home. Clement reports that his mother was somewhat less than thrilled. “No matter what you do with it, it is still an old car,” she admonished.

The front bench seat was in tatters and was replaced with an ill-fitting seat from a junkyard. That same junkyard provided a radio speaker which Clement installed in a hole cut in the back of the front seat. Another hole was cut in the floorboards under the driver’s seat to accommodate an underseat heater salvaged from a 1940 Buick.

A replacement engine hood was found for $15 after the original came unlatched with the car in motion and bent over the windshield frame.

Work progressed on the Mercury until the untimely death of Clement’s father.

Family finances were strained at that time so the Mercury had to go. Clement sold his beloved car to a cousin for $25, the same amount he had paid. Years passed and the whereabouts of the Mercury were unknown.

After college, Clement served more than two decades in the United State Air Force but he never forgot his first four-wheeled love — the 1940 Mercury. He commenced searching for his old car uncertain that it had survived after all these years. All of his efforts led to dead ends.

As a last resort, Clements says, I wrote a letter to a publication specializing in antique cars hoping to learn what
had happened to his Mercury.

He was beyond surprised by a telephone call from Bob Aufderheide in Ohio about the car he had written about. The car had gone through a handful of owners and had traveled to New Jersey, Pennsylvania and Ohio.

Aufderheide asked Clement if there were any unusual characteristics about the car he was calling about. Clement mentioned the hole he had cut in the seat for the speaker and the hole under the driver’s seat for the heater. “I have your Merc,” Aufderheide said. “I was so excited the ’40 Mercury survived,” Clement said.

For 26 years, the car was parked unchanged in an Ohio garage. In 1997 Aufderheide had the rare car restored. Less than 1,000 such cars reportedly were manufactured.

A rebuilt 239.4-cubic-inch V-8 engine under the hood delivers 95 horsepower. The 3,249-pound Mercury rolls on 6.00x16-inch white sidewall tires mounted on a 116-inch wheelbase. Fuel from a 17-gallon tank flows through a single barrel carburetor. Atop the engine is the oil bath air cleaner.

The convertible sedan wears the same shade of Como Blue Poly paint that it had when new. The dashboard is covered in a Cloudmist Gray.

Peering through the two-spoke steering wheel the 110 mile per hour speedometer is clearly visible.

Clement saved the Mercury off the streets of Hoboken in the ’50s and Aufderheide had it restored in the ’90s.

Upon Aufderheide’s passing the family contacted Clement, knowing he would be the most likely caretaker for the Mercury cared for by both men. In 2017, the car is in Clement’s garage in Virginia.
The fifth annual NORA Environmental, Health & Safety (EH&S) Forum held on February 27, 2018 educated over 60 NORA members on safety issues facing oil recycling companies.

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

This year, attendees discussed safety with regards to driving, preparation for the unexpected, EHS, and Root Cause Analysis. The Forum then wrapped up with a Q&A roundtable discussion.

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

The sixth annual EH&S Forum will be held in February 2019.

THANK YOU
2018 EH&S Forum Sponsors
2018 NORA EH&S Presentations
February 27, 2018

EH&S PRESENTATIONS AVAILABLE ONLINE
Visit the Members Only Resource Center at noranews.org

Driving a Safety Focused Culture
Brandon Dow of Spirit Services, Inc

Unlocking the Value of EHS
Chip Duffee of EHS Momentum

Preparing for the Unexpected- A Few Things to Think About
John Kyte of Kyte Consulting and Eric Pastor of Pastor, Behling & Wheeler, LLC

Root Cause Analysis
Mike Toney of Enterprise
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Over 150 national and international leaders from the liquid recycling industry gathered in Austin for the NORA Winter Meeting to discuss regulatory and business issues.

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

In addition to committee meetings, attendees heard a presentation by attorney Jeff Longsworth, Partner at Barnes & Thornburg LLP titled “Washington DC 2018: A Year of Opportunity for NORA”.

In addition to committee meetings, attendees heard a presentation by Steven Giacona, Founder & Managing Partner, Round Table Wealth Management titled “The New Tax Bill: How It Will Affect You”.
Join us for the NORA Mid-Year Meeting in Baltimore, Maryland. Since the redevelopment of the Inner Harbor in the late 1970s, Baltimore has set the standard for urban renewal. Being located on the Inner Harbor provides many activities only minutes away. The National Aquarium features stunning exhibits and more than 20,000 aquatic animals with just a ten-minute walk from the Marriott. The city was named No. 2 on Zagat’s list of “The Top 17 Food Cities of 2015”.

REGISTER NOW
Use the form on page 21
Register online at www.noranews.org > Events
Call the NORA office (703) 753-4277

SPONSOR THE EVENT
Many sponsorship and advertising opportunities are available for the 2018 Mid-Year Meeting. Starting at just $150 to place your logo in the event book, you can support your industry and promote your company. Visit www.noranews.org for more information or contact Casey Parker at casey@noranews.org. Page 22 has details and you can reserve your sponsorship on page 21.

HOTEL INFORMATION
NORA has secured a room block at the Baltimore Marriott Waterfront for $215 per night. Most attendees will arrive on Wednesday, June 20 and depart on Friday, June 22. To reserve your room, visit www.noranews.org > Events or call 410-385-3000 and ask for the NORA rate. More information and a direct link to the hotel website is available at www.noranews.org.
### Contact Info

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### Registration

#### EVENT

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- Opening Reception: $2750 **SOLD**
- Lanyard Sponsor*: $1400 **SOLD**
- Key Card Sponsor*: $1400 **SOLD**
- Notebook Sponsor*: $1300 **SOLD**
- A/V Sponsor*: $800 **SOLD**
- Premier Sponsor: $750
  *6' table top display, does not include registration fee*
- Happy Hour Sponsor: $625
- Event Page Banner*: $600 **SOLD**
- Charging Station Sponsor: $550
- Lunch Sponsor: $500
- Breakfast Sponsor: $250
- Candy Bowl Sponsor: $175

#### EVENT BOOK ADVERTISING

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- Inside Front Cover Full Page Color Ad*: $750 **SOLD**
- Inside Back Cover Full Page Color Ad*: $725 **SOLD**
- Full Page Color Ad: $575
- Full Page B&W Ad: $390
- Half Page Color Ad: $390
- Half Page B&W Ad: $225
- 1/3 Page Horizontal Color Ad: $315
- 1/3 Page Horizontal B&W: $200
- 1/4 Page Color Ad: $200
- 1/4 Page B&W Ad: $175
- Color Logo in Company Index: $150

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- [ ] American Express
- [ ] Visa
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### Submit Your Registration

Registration may be scanned and emailed to accounting@noranews.org. Please do not email credit card information. Please indicate form of payment:

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

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June 20-22 | Baltimore Marriott Waterfront | Baltimore, Maryland

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Your company logo will be printed on the lanyard handed to all attendees.

Key Card Sponsor  
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Notebook Sponsor  
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Only one available. Your logo will be on the notebook placed at each seat at the beginning of the Mid-Year Meeting.

Audio/Visual Sponsor  
Sold  
Only one available. Your logo will be prominently displayed when the ‘splash screen’ is displayed in the main meeting room on Thursday, June 21. This also includes a full page black and white or half page color ad printed in the committee book.

Premier Sponsor - Available  
$750 (Includes Half Page Color or Full Page B&W Ad)  
$900 (Includes Full Page Color Ad)  
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, June 21 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.

Happy Hour Sponsor - Available  
$625  
Your company logo will be prominently displayed during happy hour on Thursday, June 21. 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 Mid-Year Meeting agendas.

Event Page Banner  
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One web ad available on event page on NORA website.

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

Lunch Sponsor - Available  
$500  
Your company logo will be prominently displayed during lunch on Thursday, June 21. Your company logo will appear on all Mid-Year Meeting agendas. You may address the entire group before lunch for up to 60 seconds. Only six available.

Breakfast Sponsor - Available  
$250  
Your company logo will be displayed during breakfast on Thursday, June 21. Your company logo will appear on all Mid-Year Meeting schedules.

Candy Bowl Sponsor - Available  
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Committee Book Advertising

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| Inside Back Cover | Sold |
| Full Page Color Ad | $575 |
| 1/2 Page Horizontal/Vertical Color Ad | $390 |
| 1/3 Page Ad | $315 |
| 1/2 Page Horizontal/Vertical B&W Ad | $225 |
| 1/3 Page B&W Ad | $200 |
| 1/4 Page Color Ad | $200 |
| 1/4 Page B&W Ad | $175 |
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Mid-Year Meeting Presentations

Lunch Presentation
Mergers & Acquisitions in the Liquid Recycling Industry

Private Equity vs. Strategic, How to Position your Company

Mergers & Acquisitions activity has increased significantly in the last few years in the liquid recycling industry. Private Equity has taken a larger role recently and strategic acquisitions are still active. This session will highlight the different models and lessons learned from companies with experience with both forms. Attendees will learn how to position their companies to maximize value and how to assess potential acquisitions. An overview of the recent M&A activity in the liquid recycling market to be provided.

ELD Presentation
ELD Rule: Major Impact on the Liquid Recycling Industry Today and in the Future

The congressionally mandated Electronic Logging Device (ELD) Rule is meant to enforce the federal hours-of-service rule, which limits time behind the wheel. Now that enforcement of the ELD Rule has kicked in, other serious unintended consequences to companies operating fleets, like NORA members, are becoming apparent. How are companies addressing the reduced trucking capacity and the increasing costs of securing or attracting drivers? This session will address the issues the ELD Rule has caused related to insurance, training and rates that are affecting members today and in the future.
# 2018 NORA Mid-Year Meeting Agenda

**June 20-22, 2018 | Baltimore, Maryland**

**Tentative Agenda**

## Wednesday, June 20

<table>
<thead>
<tr>
<th>Time</th>
<th>Activity</th>
</tr>
</thead>
<tbody>
<tr>
<td>3:45 PM - 5:00 PM</td>
<td>Board of Directors Meeting</td>
</tr>
<tr>
<td>4:30 PM - 7:45 PM</td>
<td>Registration</td>
</tr>
<tr>
<td>5:30 PM - 6:00 PM</td>
<td>New Member &amp; Board Member Reception</td>
</tr>
<tr>
<td>6:00 PM - 8:00 PM</td>
<td>Opening Reception</td>
</tr>
</tbody>
</table>

## Thursday, June 21

<table>
<thead>
<tr>
<th>Time</th>
<th>Activity</th>
</tr>
</thead>
<tbody>
<tr>
<td>8:00 AM - 6:45 PM</td>
<td>Registration/Check-In</td>
</tr>
<tr>
<td>8:00 AM - 7:15 PM</td>
<td>Display Tables Available for Premier Sponsors</td>
</tr>
<tr>
<td>8:00 AM</td>
<td>Continental Breakfast</td>
</tr>
<tr>
<td>8:00 AM - 8:15 AM</td>
<td>Committee Chair Meeting</td>
</tr>
<tr>
<td>8:30 AM - 9:00 AM</td>
<td>Welcome</td>
</tr>
<tr>
<td>9:00 AM - 10:00 AM</td>
<td>Opening Presentation</td>
</tr>
<tr>
<td>10:00 AM - 10:40 AM</td>
<td>Break</td>
</tr>
<tr>
<td>10:40 AM - 11:45 AM</td>
<td>Re-Refined Lubricants Working Group</td>
</tr>
<tr>
<td>11:45 AM - 1:15 PM</td>
<td>Parts Cleaning Working Group</td>
</tr>
<tr>
<td>2:15 PM - 3:15 PM</td>
<td>Conference Committee/Membership and Marketing Committee</td>
</tr>
<tr>
<td>3:15 PM - 3:40 PM</td>
<td>Break</td>
</tr>
<tr>
<td>3:40 PM - 5:40 PM</td>
<td>EH&amp;S Committee</td>
</tr>
<tr>
<td>5:45 PM - 7:15 PM</td>
<td>Used Oil Recycling Council (including the Filter Working Group)</td>
</tr>
<tr>
<td></td>
<td>Government Affairs Committee (including the Subcommittee on Research)</td>
</tr>
<tr>
<td></td>
<td>NORA Happy Hour Reception</td>
</tr>
</tbody>
</table>

## Friday, June 22

<table>
<thead>
<tr>
<th>Time</th>
<th>Activity</th>
</tr>
</thead>
<tbody>
<tr>
<td>8:00 AM - 9:00 AM</td>
<td>Past Presidents Committee</td>
</tr>
<tr>
<td>9:00 AM - 12:30 PM</td>
<td>Board of Directors Meeting</td>
</tr>
</tbody>
</table>
The 2018 NORA Annual Conference and Trade Show will be held November 7-10, 2018 in Rancho Mirage, California. Join 350 plus industry leaders for networking, business development, and education.

TRADE SHOW - 70% SOLD
The NORA Trade Show will feature over 45 exhibit spaces with companies displaying the latest products and services available to the liquid recycling industry. See page 28 for the current trade show floor plan. Companies interested in exhibiting should contact Britanne Gasser at (703) 753-4277 or marketing@noranews.org.

Visit www.noranews.org > Events for more information.

SPONSOR THE EVENT
There are many sponsorship and advertising opportunities available for the 2018 NORA Conference & Trade Show. For as low as $150, you can support your industry as well as promote your company. You may purchase your sponsorship or advertising space by calling Casey Parker at (703) 753-4277, emailing casey@noranews.org or by visiting the “Sponsorship” page at www.noranews.org.

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

Closest Airport: Palm Springs International Airport (PSP) which is 10 miles from Omni Rancho Las Palmas Resort & Spa. An approximate Uber fare from the airport to the resort is $23.

HOTEL INFORMATION
Hotel rooms available for NORA members at the Omni Rancho Las Palmas Resort and Spa for $209. To reserve your room call 1-800-THE-OMNI and mention the NORA Conference, or book online through www.noranews.org > Events. The cut off date for reservations is October 16.

Please note that the only valid ways of securing a room in the NORA room block are by calling the Omni Rancho Las Palmas Resort and Spa or booking through the link on the NORA website. NORA does not contract with third parties for hotel room sales and cannot guarantee rooms booked in this manner.

CALL FOR INTERESTED CONFERENCE SPEAKERS AND TOPIC IDEAS
For the 2018 NORA Conference & Trade Show

NORA needs your help to create an incredible set of education and knowledge sessions for the 2018 NORA Annual Conference and Trade Show. Our goal is to deliver helpful, practical, real-world information to the attendees to help you grow and prosper.

We are looking for speakers and topic ideas to drive the momentum and help us build the best educational program we can. Please email a proposal to info@noranews.org.

PLEASE NOTE: Proposals promoting specific company products or services will not be accepted.
## 2018 NORA ANNUAL CONFERENCE & TRADE SHOW AGENDA

**NOVEMBER 7-10, 2018 | Rancho Mirage, California**

### WEDNESDAY, NOVEMBER 7

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>10:00 AM</td>
<td>Exhibitor Set Up</td>
</tr>
<tr>
<td>2:00 PM</td>
<td>Conference Check-In/Registration</td>
</tr>
<tr>
<td>3:00 PM</td>
<td>Board Member Meeting</td>
</tr>
<tr>
<td>4:00 PM</td>
<td>New Member/Board Member Reception</td>
</tr>
<tr>
<td>4:30 PM</td>
<td>Grand Opening Reception in Trade Show</td>
</tr>
</tbody>
</table>

### THURSDAY, NOVEMBER 8

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>7:00 AM</td>
<td>Conference Check-In</td>
</tr>
<tr>
<td>7:00 AM</td>
<td>Continental Breakfast in Trade Show</td>
</tr>
<tr>
<td>8:00 AM</td>
<td>NORA Opening Session</td>
</tr>
<tr>
<td>10:00 AM</td>
<td>Refreshment Break in Trade Show</td>
</tr>
<tr>
<td>10:30 AM</td>
<td>Spouse/Guest Brunch, Open to Registered Spouses/Guests</td>
</tr>
<tr>
<td>10:30 AM</td>
<td>Conference Sessions</td>
</tr>
<tr>
<td>12:30 PM</td>
<td>NORA Golf Tournament</td>
</tr>
</tbody>
</table>

*Brought to you by Dexsil—Pre-Registration Required*

### FRIDAY, NOVEMBER 9

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>7:30 AM</td>
<td>Continental Breakfast in Trade Show</td>
</tr>
<tr>
<td>8:30 AM</td>
<td>Conference Sessions</td>
</tr>
<tr>
<td>10:00 AM</td>
<td>Refreshment Break in Trade Show</td>
</tr>
<tr>
<td>11:15 AM</td>
<td>Trade Show Tear Down</td>
</tr>
<tr>
<td>11:00 AM</td>
<td>Conference Sessions</td>
</tr>
<tr>
<td>5:00 PM</td>
<td>NORA Closing Party: All exhibitors, attendees, speakers, and registered spouses are invited to attend this great event!</td>
</tr>
</tbody>
</table>

### SATURDAY, NOVEMBER 10

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

“We are always looking for ways to bring our product in front of the customer. This year’s show was one of the best most well organized shows I have attended. The opening night reception, 4 hours long, and in the same area as the exhibitors, provided excellent opportunity to network our product. Having this in the exhibiting area was an ingenious idea.”

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   b. Treat more types of feedstock (not just ULOs)
   c. Increase the quality and quantity of valuable products
   d. Stabilize and make products meeting specifications without expensive hydrotreating.

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LouisBertrand@sweetgazoil.com
1-514-502-5093

Patent Applications
Anti-Fouling distillation (PCT/CA2013/050111)
Fouling resistant cracking (PCT/CA2011/050207, PCT/CA2013/050091, PCT/CA2013/050092)
Stabilizing/desulphurizing (PCT/CA2011/050117)
B alancing environmental health and safety (EHS) compliance with trying to maximize productivity and revenue generation is a constant challenge for NORA members. It is something we all have in common. Companies of all sizes struggle with how to operate within everchanging regulations while staying in business. Many companies fail to raise the profile of their company’s commitment to compliance, especially small to mid-size businesses without robust EHS support teams. However, in today’s transparent marketplace, operating in regulatory compliance is simply the table stakes. How do you take it the next level and drive a corporate culture of EHS excellence?

To differentiate from the competition and remain attractive to investors, companies often make their commitment to EHS a staple of its value proposition and brand identity. Of course, any EHS professional will express that this only works when leadership is aligned and committed to improvement. This alignment first involves taking care of the “low hanging fruit” such as program documentation and employee training which otherwise would be a roadblock in a functional EHS program. For a company that is looking to drive an EHS focused culture beyond the basics, a branded program is suggested. This type of program is an effort to publicly and systematically display the executive commitment to doing the job right. The focus is on incorporating commitment to what is already required in a highly visible internal brand that will give your employees a purpose which they can rally around and take pride in.

Everyone has seen such programs which relate to employee safety (ex. “Safety First”, “Arrive Alive”, “Zero Incidents is the Goal!”) Such programs often start with a logo and slogan. The creation of a logo is easier than it sounds with the assistance of freelance graphic artists who are readily available online as well as logo creating websites. Typically, slogans speak to the employees, playing off existing company taglines or otherwise relate to the business. In addition, many companies have branded programs that go beyond safety and focus on environmental compliance as well as ethical business practices. For example, a logistics company, let’s name it Haul Co., could use something like “EHS Excellence – Everyday. Guaranteed.” Such headline would allow Haul Co.’s management to generate programs and content of a wide variety under the umbrella of EHS and business excellence. The goals of such a program are to engage employees, increase productivity, minimize risk and improve morale. Once a program is properly branded, employees instantly recognize the brand on all communications and facility signage as a constant and unwavering reminder to do it right.

Once Haul Co has established branded program, what can they do to keep up program momentum? Here is a list of initiatives that they might consider:

1. **Communication Plan** – Develop a consistent cadence of regularly scheduled, succinct, and related communications that underscore management’s commitment and highlight employee actions. These communications should leverage social media and
include direct video communication. It only takes an iPhone and a YouTube account to make a serious impact on workforce.

2. Visual Management – Always make sure that all locations have the proper regulatory signage including posters and banners carrying key messages of the branded program. This is a daily reminder that “do it right” matters to management.

3. Deep Dive Assessment – Engage a third party to undertake comprehensive EHS assessment and evaluation of the current state of compliance so a baseline can be set and improvement can be managed. If done under the banner of a branded program, employees will be much more likely to embrace such an audit.

4. Create Feedback Loop – This process is similar to be a modern-day suggestion box. It allows employees to share ideas, concerns, insights and best practices about the things that matter to them. In return, management should be prepared to act on those comments.

5. Development Recognition Program – People want to feel appreciated and incorporating recognition or rewards into a branded program can be a very effective in engaging employees and praising the unsung compliance champions that help drive the business forward.

6. Tell the Marketplace – Integrating branded program related messages into sales, training and other collateral will help maximize the value of your commitment and can be a very impactful message to your customers, insurers and communities.

A branded program can help establish a new company tone from the top, where leadership is on the same page and compliance, safety and ethical behavior are an essential part of their management style. A branded program is more than an awareness campaign because it can be designed to fundamentally enhance the corporate culture of EHS excellence and help minimize risk. It is also a great way to set a proactive tone for the entire organization that operating safely and compliance everyday drives market identity, profitability and morale.

Bio of Chip Duffie
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. Duffie is also Sr. Counsel in the Dallas, TX office of Clark Hill Strasburger where is a member of the Environmental and Regulatory Team. Prior to these jobs, Duffie served as Chief Compliance Officer for Safety-Kleen and then as SVP, Compliance for Clean Harbors.
“Toss out the paper!” That is the basic message of the Hazardous Waste Electronic Manifest Establishment Act, signed into law on October 5, 2012. Implementing this statute is a final rule issued by EPA on January 3, 2018. The “e-Manifest Act” and EPA’s regulations have one fundamental purpose: to modernize the Nation’s cradle-to-grave hazardous waste tracking procedures and documentation.

According to EPA, by enabling the transition from a paper-intensive process to an electronic system, it is estimated that the e-Manifest system “will ultimately reduce the burden associated with preparing shipping manifests by between 300,000 and 700,000 hours, saving state and industry users $75-$90 million annually.”

In addition to cost savings, the Agency asserts that several other benefits will result from implementation of the e-Manifest system. These include:

- Accurate and more timely information on waste shipments;
- Rapid notification of discrepancies or other problems related to a particular shipment;
- Creation of a single hub for one-stop reporting of manifest data for use by EPA and states;
- Increased effectiveness of compliance monitoring of waste shipments by regulators;
- The potential for integrating manifest reporting with Resource Conservation and Recovery Act (RCRA) biennial reporting process and other federal and state information systems;
- Generators and transporters will be able to create, edit, and sign manifests and will be able to retrieve copies and status information on manifests. Transporters can also locate manifests created by generators that indicate they are the intended transporter;
- Facilities receiving waste shipped on a manifest will be able to sign manifests when the waste is received, submit the manifests to EPA, make corrections to submitted manifests, and retrieve copies of manifests submitted within the past three years;
- e-Manifest data will be accessible to the general public through the system’s public-facing website.

And who will pick up the tab for moving the manifest system into the 21st Century?

The e-Manifest Act requires that manifest users pay for the entire cost. EPA has not finalized the e-manifest fee structure. However, the January 3, 2018 final rule estimated that each e-manifest would cost $4.00. This fee will be paid by the receiving facility. To spread the financial burden, receiving facilities will presumably hike the prices paid by their generator/customers. And to discourage use of the old-fashioned paper manifests, using a paper manifest it will set you back $20.00 (but that is just an estimate at this point.)

When will all this happen? EPA says it will “launch” the e-manifest system by June 30, 2018. Stay tuned.

Finally, while the manifest system at the federal level relates only to shipments of hazardous waste, some states, such as California and Massachusetts, require manifests for non-hazardous waste and used oil. The e-manifest rule applies to all wastes and materials requiring a manifest. So, for example, to avoid paying for the higher fees for paper manifests, a used oil processor in Arizona that receives used oil generated in California will need to promptly implement an e-manifest system.
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The California Oil Filters Dilemma

BY CHRISTOPHER HARRIS

Everyone knows that used oil is a hazardous waste under California law. Not everyone knows what kinds of complications arise from that stubborn fact.

Recently, the California Department of Toxic Substances Control ("DTSC") announced that it had discovered "a significant number of undrained or improperly drained used oil filters..." resulting in increased enforcement actions. Oil filters with metal housing that are properly drained qualify for a detour from California's classification of used oil as a hazardous waste. The metal housing makes these filters eligible for the "scrap metal exclusion" from the definition of hazardous waste – and California has adopted this exclusion. Oil recyclers in California, as well as other states, are protected by this exclusion and do not need RCRA hazardous waste permits. But, the filter has to be properly drained. According to DTSC, "properly drained" means "emptied of all free-flowing oil." If not, the filter and its used oil must be managed as a hazardous waste. And when transported, this undrained or improperly drained oil filter must be accompanied by a hazardous waste manifest.

One problem is that most automobile makers require anti-drain back valves on oil filters. These valves are designed to ensure that the filter is always full of oil when the vehicle is started. In other words, every time your engine is shut off, the valve keeps oil from draining out of the filter. However, it has been determined that oil filters with anti-drain back valves prevent used filters from being fully drained when using traditional gravity draining.

According to DTSC, even without the anti-drain back feature, gravity draining alone will not remove all of the free-flowing oil. To do that, the filter must be punctured or crushed. All this puncturing, crushing and draining is very time-consuming for quick lube shops or other vehicle maintenance facilities. Also, it is inevitable that there will be plenty of drips and spills in the process. So, as DTSC has observed, it is either not done (undrained filters are simply thrown in the drum) or the filters are not drained properly. Consequently, such filters constitute hazardous wastes in California. In addition, some states, such as Oregon, have adopted laws that say: "if it is a hazardous waste in another state, it is a hazardous waste in our state." This prevents oil recyclers that are not licensed hazardous waste treatment facilities from receiving or processing undrained or improperly drained oil filters generated in California.

Another layer of difficulty derives from the regulatory status of cartridge or paper filters. Without any metal, these filters do not qualify for the scrap metal exclusion. Thus, used cartridge or paper filters are classified as hazardous waste under California law and cannot be mixed with filters with metal housing. Segregating the paper filters from the metal filters is a major challenge. Even one paper filter disposed of in a barrel of metal filters would constitute a violation.

Another consideration is cost. It has been estimated that proper disposal of a barrel of paper filters would cost in the range of $200 to $275 while proper disposal of metal filters would cost $50 to $75 a barrel.

Significantly, generators, transporters and recyclers in states that do not classify used oil as a hazardous waste do not encounter most of these issues. For example, used paper filters can be burned for energy recovery rather than solidified and
disposed of in a licensed hazardous waste landfill. And finding a paper filter in a barrel of metal filters would not lead to an enforcement action and penalty.

One final thought. With respect to metal filters, the scrap metal exclusion is triggered once the oil filter has been properly drained. Normally this is the task of the generator carried out at the generator's facility. But it is a messy and time-consuming job and it distracts from the generator’s basic service. It would be far more efficient for the oil recycler, using modern and high capacity oil filter crushing equipment, to engage in these operations. Under this scenario, the generator would place the undrained oil filters in the barrel. The crushing would be carried out at the recycler's facility. The recycler has the strong incentive to recover the maximum quantity of used oil from the oil filters (and also avoid drips and spills). Moreover, the recycler's facility is regulated under 40 CFR Part 279 and other environmental protection regulations. But to make this change the scrap metal exclusion would need to be modified. One approach, for example, would allow the exclusion to apply once the oil filter was destined to be properly drained. This could be verified by a contract between the generator and the oil recycler (regulated, of course, by 40 CFR Part 279). In this way, we keep the important legal protection of the scrap metal exclusion but provide much better environmental safeguards.
Engine coolant and antifreeze products that contain ethylene glycol are responsible for more than 10,000 animals poisoned each year, after ingesting the toxic substance, according to the Washington State University Veterinary Medical School.

The Antifreeze Bittering Act was introduced in the 108th Congress (2005-06) but it did not advance after its placement on the Senate Legislative calendar. In the U.S. House, HR 2567 passed the House Energy and Commerce Committee, but did not progress any further. Individual States continue to consider adding a bittering agent (most commonly, denatonium benzoate) to antifreeze to protect pets and small children from ingesting the substance. Currently, there are only 19 States that have passed legislation requiring the addition of bittering agent to antifreeze in consumer products.

Efforts continue to raise awareness on this issue. In December 2012, the Humane Society Legislative Fund and the Consumer Specialty Products Association announced an agreement to voluntarily add a bitter flavoring agent to antifreeze and engine coolant for sale for the consumer market in all 50 states and the District of Columbia. In addition, strong efforts continue from the American Veterinary Medical Association to move this issue forward.

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

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

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

Provided by NORA Antifreeze Working Group Chairman Dennis Kelly
VP Business Development, Glyeco
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NORA Supplier/Vendor Members in good standing as of 5/22/18 are listed below. Companies in **bold** have an ad in this magazine. Companies with a $ are part of the NORA $ave program by offering discounts/value added services to NORA members. Contact NORA to learn more about the NORA $ave program. Companies that are in **red** are exhibiting at the 2018 NORA Conference & Trade Show as of 5/22/18.

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