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

Member Spotlight:
DFW Waste Oil Services, Inc.
See page 14

Mid-Year Meeting,
June 21-23 in Pittsburgh
See pages 42-46
Event Information
Page 42
Registration Form
Page 45
Illegal Dumping Unacceptable

In early 2016, crude oil bottomed out near $26 per barrel. At that time, I authored an editorial for NORA called, "Oil Prices Drop—Environmental Concerns Rise." In the article, I noted, “A very real secondary impact has been caused by lower oil prices: new environmental concerns. As the trend from pay-for-oil to charge-for-oil has increased, the financial incentive for the generator community to properly collect and segregate used oil has been eliminated.”

Unfortunately, recent news stories have proved our hypothesis to be correct.

Illegal Dumping by Generators

News stories from around the country have surfaced about generators that have illegally dumped used oil to avoid paying reasonable fees to dispose of used oil.

Recently, Andres Pichardo, an owner of a Lawrence, Massachusetts auto shop was indicted in connection with illegally dumping over a thousand gallons of used oil down a drain.

According to authorities, “Rather than pay for proper disposal of his hazardous waste, Pichardo instructed an employee and a contractor to illegally dump more than 30 55-gallon barrels of used automotive waste oil down the drain, which ultimately can discharge to the Merrimack River in wet weather events.”

Elimination of DIY Programs

As the value of used oil derived products has diminished, NORA has received reports from around the country of counties and for-profit organizations that have eliminated their DIY drop off programs.

In fact, one county contacted NORA stating the only line item they had on their request for proposal form for used oil was how much would they would be paid for the oil. Given market conditions, this county and many others may need to update their forms.

It is clear that the amount of convenient DIY drop off locations for used oil is diminishing.

Generators: Do the Right Thing

Based on information provided to NORA, the majority of generators continue to responsibly segregate and manage their used oil and related materials (regardless of the value of the material). This is because it is the right thing to do.

Unfortunately, there are companies and individuals that are dumping used oil because it has become a cost center. NORA members are available to nearly every generator location to responsibly manage the material.

It is completely unacceptable for generators to not engage with NORA members to avoid fees. The environmental damage done by this activity is reckless and deserves to be prosecuted to the fullest extent available under law.

The overall energy and oil markets determine the value of used oil, not NORA members.

If you are aware of a generator that is illegally and inappropriately disposing of used oil, contact NORA so we can alert the authorities to stop this environmental crime.
WELCOME TO NORA’S NEWEST MEMBERS

Blue Process Advisors, LLC
Chesterton, Indiana
219-841-2124

Coco Sponge
Ogden, Utah
385-244-2626

FFS International
Monaco
+ 3 678633021

Harvest Fuels
Pearland, Texas
713-416-8147

HWH Environmental
Tinley Park, Illinois
708-263-0756

Midwest Gas
ON SPEC OIL & FUEL/ US FUEL OIL
Quartzsite, Arizona
623-302-2900

PNG Gold Corporation
Alberta, Canada
58-393-8373

QUALA Environmental Services
Tampa, Florida
225-259-0360

Radco Industries
Batavia, Illinois
630-232-7966 x123

Rational Energies
Plymouth, Minnesota
612-991-3352

TAS Environmental Services, L.P.
Fort Worth, Texas
817-535-7222

WasteBits
Akron, Ohio
330-842-6799

Water Integrated Treatment Systems, LLC
Dolton, Illinois
312-856-5155

INDUSTRY CALENDAR

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

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

2018 NORA WINTER MEETING
February 27 - March 1, 2018
Austin, Texas

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MAINE
Clean Fuels
207-872-9699

DOVER, NH
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STOUGHTON
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CEP WORKING TO BRING FIRST GROUP-II LUBE BASE OIL PLANT TO BANGLADESH
NORA Member Chemical Engineering Partners (CEP), California, USA and Lub-ref (Bangladesh) Limited, Chittagong, announce the signing of a contract to build a Lube Base Oil re-refinery in Chittagong. This facility will be the first of its kind in Bangladesh; it will treat used lube oil and refinery by-products combining two purposes in a single plant. It is projected to start up by the end of March 2019.

“We are pleased to increase our global clients by bringing the CEP Process to this Southeast Asian country” said Joshua Park, CEO/President of CEP.

Lub-ref (Bangladesh) Limited has contracted CEP to design the plant, which will have a feed capacity of 69,000 MT/Year producing approximately 50,000 MT/Year of Group-II Lube Base Oil. The facility will employ State-Of-The-Art Green Technology developed by CEP in various successful re-refineries completed throughout the world, including recently completed projects in Brazil and Kansas (United States) and one under design in Saudi Arabia.

NUTA WANTS TO BUILD USED OIL RECYCLING FACILITY IN WESTERN LITHUANIA
Another attempt to use EU funds to build an automotive oil recycling facility is being planned in Lithuania after the first such enterprise, which obtained 2.3 mln euros in investments back in 2009, has not yet launched operations, LETA/BNS writes according to the business daily Verslo Zinios.

Nuta, a company owned by Salman Ali, a foreign investor, has recently filed an application under the Regio Invest LT+ instrument for the construction of a facility that would produce base oils, vacuum gas oil and fuel oil by refining waste oils. The company is seeking 1.5 mln euros in funding for the project, which is estimated to cost 3.8 mln euros in total.

According to figures from the Association of Manufacturers and Importers, only up to 3,000 tons out of 25,000-30,000 tons of oils that are supplied to the Lithuanian market annually are recycled.

For additional information on these news items, visit noranews.org/news
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Materials Manager
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NORA REMEMBERS GLEN E. STEINFELEDT

It is with great sadness that NORA informs you that Glen E. Steinfeldt passed away on March 13, 2017. Glen was an active NORA member and will be remembered for his bright spirit. He was an industry advocate and brought many new members to NORA. He will be missed.

Glen E. Steinfeldt, 56, Suamico, passed away, Monday morning, March 13, 2017, surrounded by his family. The son of the late William and Rosalie (Bushmaker) Steinfeldt was born September 17, 1960 in Green Bay. Glen graduated from Premontre High School class of 1978. Glen married Ann Haines, October 27, 2006 at St. Matthew Catholic Church in Allouez. He worked as the Environmental Services Manager at Halron Lubricants, a NORA member, for many years. Glen enjoyed hunting pheasant with his dogs, fishing and trap shooting as well as spending time at the cabin. He enjoyed attending sports banquets, and received several awards including the Boone-Crocket Award for bagging a 15pt buck and a State Award for trap shooting.

PRAXAIR NAMED A 2017 WORLD’S MOST ETHICAL COMPANY BY THE ETHISHERE INSTITUTE

NORA member Praxair, Inc. (NYSE: PX) was named a 2017 World’s Most Ethical Company® by the Ethisphere Institute, a global leader in defining and advancing the standards of ethical business practices.

In 2017, 124 companies globally were named Most Ethical Companies by the Institute. Praxair is one of three companies listed in the Chemical sector and the only industrial gas company to receive the honor. This award recognizes Praxair’s unwavering commitment to ethical conduct through its many programs that instill a culture of ethics and compliance throughout the business.

“At Praxair, ensuring a culture of ethics and compliance is paramount to doing business the right way and is top of mind for all of our global employees,” said Steve Angel, Praxair chairman and chief executive officer. “It is a great honor to be

INDUSTRY NEWS (CONTINUES)

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recognized as a World’s Most Ethical Company and I thank all of our employees for their dedication to our core values and making this accomplishment possible.”

**TRIHYDRO CORPORATION ACQUIRES TEXAS-BASED CIVIL CONSULTING ENGINEERING AND SURVEY FIRM**

NORA member Trihydro Corporation (Trihydro), a national provider of environmental and engineering services, recently announced its acquisition of the Texas-based consulting firm River City Engineering (River City). The acquisition supports Trihydro’s continued expansion into Texas and enhances the company’s ability to serve the region with its environmental and engineering capabilities, including water and wastewater services.

The two companies have long-standing track records of delivering successful engineering and environmental consulting services. River City specializes in water and wastewater services, as well as street and drainage design services for clients in Central Texas. These specialties will complement and further strengthen Trihydro’s existing civil, infrastructure, water and wastewater engineering, planning, restoration, development, and protection services locally and nationwide.

According to Jack Bedessem, Trihydro President and CEO, “The acquisition of River City is an excellent fit with Trihydro’s strategic goals. We are on a path to strengthen and expand our infrastructure engineering capabilities and to offer a broader range of engineering services to our clients across the country. The addition of River City’s excellent team of engineers, surveyors, and support staff significantly enhances our regional resources and technical capabilities.”

**NEW US OIL PROCESSING FACILITIES UPDATE**

At the recent NORA meeting in Las Vegas, an update was provided on three new US oil processing facilities:

- **Beyond Orion Refining:** A VGO facility based in Wyoming is scheduled to open this summer.

- **Puralube/Nexlube Update:** The Florida facility could be up and running by the middle of 2018. It is scheduled to be able to process 24 million gallons a year and generate lubricants and diesel.

- **TopSail Update:** The company is working to open a Baytown, Texas facility in May. The processing capacity will be 3000+ b/d. The company has also secured land in St. Louis for an additional facility and is seeking land in the Northeast.

**NORA INITIATES MEETING WITH FHA CONCERNING VTAE**

In a letter dated April 7, 2017, and signed by Executive Director Scott Parker, NORA requested a meeting with the key specialists at the Federal Highway Administration (“FHA”) to discuss Vacuum Tower Asphalt Extender (“VTAE”). The letter stated that NORA has developed specifications for the use of VTAE in asphalt paving “in order to ensure that basic standards of quality are routinely achieved.” NORA also pointed out that “VTAEs have been successfully used for more than three decades because they provide important elements of asphalt paving such as moisture resistance and viscosity.”

Because some state departments of transportation have effectively prohibited the use of VTAE, a major purpose of the meeting is to inform FHA officials of the extensive research and testing which has demonstrated that VTAE, when used in accordance with the NORA specifications, actually improves the quality and durability of asphalt paving.

**BUNKER FUEL: THE DEADLINE AND THE ALTERNATIVES**

January 2020. Until then ships can burn heavy fuel oil (bunker fuel) with a sulfur content of up to 3.5 percent. The 3.5 percent limit was a reduction from 4.5 percent in January 2012. After January 2020 the sulfur content will be limited to half a percent (0.5%). This requirement was issued in late October 2016 by the 170-member International Maritime Organization (“IMO”) which regulates the global shipping industry. Heavy fuel oil with sulfur content of more than three percent makes up more than 86 percent of the marine fuel market (or 223 million metric tons per year). How will the international shipping industry, consisting of approximately 106,000 cargo carrying vessels, and the petroleum fuel industry accomplish this drastic change in less than three years?

The options for compliance range from extremely expensive to very expensive.

1. Retrofit the ships’ engines to burn natural gas;
2. Burn marine fuel distillates with a sulfur content of .5 percent or less;
3. Refine the heavy fuel oil to remove sulfur down to the .5 percent level; or
4. Install pollution control equipment (“scrubbers”) to prevent emissions of sulfur.

None of these options is cheap. In fact, they will cost many billions of dollars (as well as many other currencies). They all involve very heavy lifting by the marine transport industry. There is some hint that IMO might relax the standard somewhat. That remote possibility creates an awkward situation. Some ship owners will make the investment to come into compliance while others will hope (and lobby) for a relaxation of the .5 percent sulfur limit.

There might be a fifth alternative. Traditionally, the shipping industry has been antagonistic to used oil fuel. Yet burning low-sulfur on-specification used oil fuel (or using it as a cutter stock) might be a perfectly feasible and low cost option. Stay tuned.
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ASSOCIATION NEWS

NORA ADOPTS REVISED BEST MANAGEMENT PRACTICES FOR SPENT ANTIFREEZE AND URGES STATE AGENCIES TO POST BMPs ON AGENCY WEBSITES

NORA’s Antifreeze Committee recently added some revisions to NORA’s Best Management Practices for Spent Antifreeze. The revisions urged greater precautions and safeguards to prevent poisoning of children and animals. Antifreeze normally has a sweet taste but bittering agents can be added to deter ingestion. In a related event, NORA has sent letters to each state’s top environmental protection official providing the revised Best Management Practices. NORA’s letter, signed by Executive Director Scott Parker, requested that the state agencies post the Best Management Practices on their websites.

NORA’s letter pointed out that: “approximately 250 million gallons of antifreeze concentrate are sold each year in the United States. After adding 50 percent water, this yields about 500 million gallons of engine coolant. It is estimated that 45 percent of this is dumped on the ground and into storm sewers and 45 percent into sanitary sewers. Obviously, this is harmful to human health and the environment. Unfortunately, less than 10 percent is properly recycled. (These estimates do not include de-icing at airports or other non-automotive uses of antifreeze.)”

In addition, the letter stated that “NORA members recycle spent antifreeze and would like to dramatically increase the percentage of spent antifreeze that is recycled. With greater public awareness we believe this is entirely possible.”

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For more information, contact Bill Dempsey at 402-297-2643, email bill@hazmatnc.com, or visit our web site at www.hazmatnc.com
How long has your company been in the industry?

DFW Waste Oil Service was established in July of 2000. I have worked in the industry since I was 16 years old. During my junior and senior year of high school, I was in a half day work program working for Safety-Kleen as a warehouseman. I worked my way up over the next 20 years to various positions and ultimately became the Branch Manager in Fort Worth, Texas. I thought I would someday retire with Safety-Kleen but after the acquisition of Safety-Kleen by Laidlaw I could see the changes coming and decided it was time for me to leave. I had always been intrigued by the used oil program and could see an opportunity for me to start DFW Waste Oil Service. I felt there was a need in the Dallas/Ft. Worth area for a smaller independent collector that could provide great customer service with ethical business practices and had a strong environmental understanding of the environmental liabilities that our industry and our customers face. From there DFW was started and our logo became, “Excellent Service with Environmental Integrity”.

What have been the major milestones in growth of your business?

The first key is hiring and maintaining good quality employees. Employees that are knowledgeable, dependable and personable. I have always tried to make sure we had the staff, equipment and the facility to provide great service and be able take on additional growth as well. I believe we are our customers partner in their waste disposal needs, they can count on us for an on time on scheduled
service experience. That type of customer service commitment creates loyalty and value. When you create loyalty/value you have a better chance of retaining those customers without having to focus solely on price. My philosophy has always been the "cheapest price is not usually the best value". It’s very difficult to grow your business with the “cheapest price customer” because he will always leave you for that same reason.

What services do you provide?
Our core business is Used Oil, Used Antifreeze & Used Oil Filter Collection. We also provide Vacuum Truck Services as well as Used Oil Absorbent Disposal and other Containerized Non- Hazardous Waste Drum Disposal Services.

Where does your company provide service?
Currently we provide service in the North Texas area, primarily the Dallas/Ft. Worth Metroplex.

Why are you a member of NORA?
I became a member in 2002, my second year in business. NORA was a way to stay informed of industry issues or concerns. It’s also a great networking tool and an opportunity to visit and talk with other collectors that might be experiencing the similar issues.

How do you see NORA helping you build your business?
Aside from the networking and valuable industry information we receive, NORA meetings are a great opportunity for myself and my sales staff to remove ourselves from the daily grind and be reminded that our industry provides a very valuable service to our customers as well as to the environment.

What are the biggest challenges and opportunities you see the industry over the next 5 years?
One of our biggest industry challenges has always been trying manage the volatility in oil prices. We as a used oil collection industry need to remember that "We" provide a service of great value to the customer. The value our industry provides does not come without a great deal of hard work and internal costs. We must always maintain profitability through these volatile market swings. I would hope the last couple of years would have taught us all that lesson.
Headquarters:
Jeffersonville, IN

Interview With:
Paul Deaver

Email:
pdeaver@spencerstrainer.com

Phone:
800-801-4977

Web:
www.spencerstrainer.com

Member Since:
2015

How is your company connected to the industry and why was the company established?
Spencer Strainer Systems, a division of Spencer Machine & Tool, developed our self-cleaning filter/strainer originally for toothpaste. Toothpaste is abrasive and destroys disposable media filters, so our permanent, stainless screens were the solution. We’ve expanded to many other applications over the years, including recycled oil and antifreeze. In all cases, we save the customer time and money by replacing static filter media.

What products/services does your company provide?
We manufacture our filter/strainer in a variety of sizes, tailored to the customer’s specific application, and product to be filtered.

What value do you find in NORA Membership to expand your business opportunities?
NORA membership links us to the recycling professional members, who seem to be the industry’s best. We have many ways to tell our story. The Association itself is extremely well run, in my opinion. Also, it feels like a family, which is very enjoyable.

What are the biggest challenges and opportunities you see facing the industry over the next five years?
From our own perspective, our challenge and opportunity is to continue to customize our equipment to solve problems and enhance efficiencies for our customers. We’re grateful when a customer helps us to better meet their needs, and stand ready to do this at all times.
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Soon after Studebaker and Packard joined in an unlikely alliance in the mid-1950s the effort to survive began. Talented designer Raymond Loewy did a lot with a little and for the 1956 model year created a masterpiece, the stylish Golden Hawk.

“Even in my teens I wanted one,” Paul Delaney says. “However, the opportunity never presented itself,” he laments.

Half a century passed but the long ago memory of that 1956 Golden Hawk lingered on but since only a total of 4,071 were built he knew the chances of finding one were almost nonexistent.

While thumbing through an antique car magazine in the summer of 2015 he was surprised to see a 1956 Studebaker Golden Hawk for sale.

The seller was a long-time employee of Studebaker who now lived in the upper part of the lower part of Michigan. After his former employer went out of business he spent years collecting Studebaker parts, mostly for the rare 1956 Golden Hawk.

The two men discussed details about the car and Delaney, a Studebaker/Packard Club member, went so far as to have a fellow club member in Michigan go to inspect the car.

The report came back giving the car a clean bill of health. The seller was the fourth owner of the car and Delaney wanted to be the fifth owner.

Delaney learned the Studebaker had recently undergone a complete frame off restoration. Consequently Delaney sent a truck and an enclosed trailer to the backwoods of Michigan to collect the Golden Hawk.

When it arrived at Delaney’s Alexandria, Virginia home...
the two-tone color scheme both inside and outside attracted considerable attention. Delaney says the two colors are officially tangerine and snowcap white.

However, he defines the color of the car with a smile as being the color of a creamsicle. The front bench seat is covered in vinyl matching the color of the exterior.

Delaney says that Studebaker Golden Hawks like his were the only ones built with a relatively light 3,350-pound Studebaker body powered by a very healthy 352-cubic-inch Packard V-8 engine capped with a four barrel Carter carburetor generating 275 horsepower.

According to a Speed Age magazine of that era the car could accelerate from zero to 60 miles per hour in 7.8 seconds. Despite the muscular engine Delaney claims the 160-mile-per-hour speedometer is overly optimistic even with a three-speed manual transmission with overdrive.

The 120.5-inch wheelbase provides a comfortable ride on 7.10x15-inch tires while maintaining a modicum of nimbleness with help from power steering.

When new the sleek Studebaker had a base price of $3,061 and was loaded with goodies such as the two-spoke steering wheel, wing vent windows in both doors, fender-top parking lights, air vents at ankle level with intake openings on both front fenders.

When the car was being restored no detail was overlooked even down to the correct exhaust tip extensions used only on this model.

It’s been a long time coming but the wait was worth the prize. “It’s a wonderfully unique car,” Delaney says.
NORA is pleased to announce a brand new benefit exclusively for members: the NORA SocialLink mobile app.

This mobile app makes it easy for members to interact and engage on-the-go with the entire NORA network of members. Right from any mobile device, members can easily connect with other members, engage in discussions, receive relevant industry updates and grow their industry network.

The top value of the NORA SocialLink is the “Search Community” feature of the App.

Members can easily search by an individual’s name or a company name to search the association’s database of over 1,000 industry leaders. Members can email or call the contact right from the app. In addition, members can add business colleagues to their own personal connection list. Contact information for all members is always up-to-date because it is directly connected to the NORA database and includes new member information as soon as they join.

There are many additional features from NORA SocialLink that provide value to members, including:

• **Stay Current**: Access to the latest news and updates from any device, allowing members to stay in the know wherever they are.

• **Networking Feed**: Engage other members in NORA by providing them relevant industry news or company information within a single feed.

• **Membership Renewal**: Renew a membership right from their phone.

• **And more**: This is the first version of the Mobile App. NORA will be enhancing it based on member feedback to increase the ability of members to interact and stay connected on-the-go.

NORA SocialLink solves the problems other social media sites cause those in the liquid recycling industry.

1. **Purely Business**: Other social media sites include personal information in the news feed. NORA SocialLink is strictly for industry contacts, company news and industry information.

2. **Targeted & Relevant**: Other social media sites are watered down because their wide scope to the point that they are a ‘mile wide but an inch thick’. NORA SocialLink is highly focused on the liquid recycling industry so the contacts and news feed are relevant to the interest of members.

3. **Results Driven**: Other social media sites are entertaining,
but do little to help business people succeed. NORA SocialLink is only available to NORA members meaning connections made are with companies that can quickly and easily do business with each other.

"In the past, NORA members were able to interact with the other members of the association through our events, print directory or on their desktop," stated Scott D. Parker, NORA Executive Director. "Now, the NORA SocialLink provides members a powerful new tool to stay connected with industry information and contacts while they are on the go."

Getting started with NORA SocialLink is easy:
1. Search and Download "SocialLink" in the App Store or on Google Play.
2. Login with your username and password.
a. Generally, your username is your email. You can easily reset your password if necessary or contact NORA for assistance.
3. Start exploring and connecting with the NORA network.
Last year, we ran into a truckload of contaminated spent antifreeze that changed my perspective on PCBs and the position that our governing agencies are in. Pre-ship lab results came back stating a high level of PCBs were in the sample and a new analysis was under way. When I called the lab for details they stated it had a high level of PCBs and was a specific arochlor that looked like a positive hit. That was pretty devastating; I never imagined that a lab could be wrong or just mislead due to the results. This is the checklist that we work with now.

- Keep your customer retain samples organized and ready. This will save you time and help if you ever need to test for the culprit.
- Prepare a letter for your customers and send out once a year asking them to make sure they help you protect them by keeping all “non-oil” material out of their used oil tank.
- Visit the lab that does your PCB testing/screening and ask for their certifications and standards. You may be surprised. I found out that “dirty glass” is common in smaller labs. Basically, some labs take shortcuts or don’t have the best equipment to test your sample properly.

1. The minute you hear of a possible PCB contamination event, ask for the confirmation analysis.
2. Lock down your trucks, tanks and/or railcars immediately.
   - Pull samples of all other tanks and send off for PCB testing.
3. Once you have confirmation, mark your calendar for the 10th day which is how long you have to investigate before reporting to the EPA.
   - This 10 days may seem slow due to the stress of the situation but time is critical hustle as fast as you can but be thorough and careful.
4. Call or email Scott Parker at NORA and ask for advice and recommendations.
5. Immediately pull two more samples of the contaminated truckload of material for additional testing.
6. Ask the lab that found the contamination for a recommendation on another lab for another opinion.
   - Ask them to send the sample to the lab of your choice for a retest.

(Editor's note: One of the great benefits of NORA membership is the ability to learn collectively as an industry. A NORA member contacted the headquarters office and generously agreed to share their experience for the benefit of other members. If you have an experience you would like to share anonymously with lessons learned, contact NORA).
Send one of the new samples you sent to a lab that has extensive testing abilities. Summit would be a great choice.

- Keep the other sample in case the EPA wants you to run more tests. Found out that they do not have their own labs but they have lab specialist for advice.

Ask the lab to test the PCB phase of the sample to see whether it is inorganic or organic.

- If this phase is “inorganic” you have a false positive and it is NOT PCBs.
  - This is what happened to us. The inorganic chlorine level was so high it was giving a false reading.

Identify customer retain samples that fit the time range of what is in the truck:

- Send any sample that has multiple phases in it first.

Review the customer “serviced” list from this time range and send any customer retains from high risk sources such as scrap yards or DIY centers.

Make sure that the truck, tank or tanker is contained to prevent a spill or additional contamination.

Prepare your statement to the EPA by documenting a timeline and process that you’ve gone through.

Day 10, call the EPA region that you are in and report a potential PCB incident pending your investigation:

- They may come across strong at first, tell them you are investigating and doing what you can to determine the source.
- You need time to finish the analysis of the original sample to confirm the type of arochlor and/or confirm whether it is organic or inorganic.

Have the lab(s) you work with hold paperwork and review immediately upon notification. You may need their results to prove your case that it is not PCBs.

- If the EPA is willing to let you investigate, slow down and make sure you check and recheck everything. You just might find something helpful.

Are you in a similar situation? Contact Scott Parker at NORA (sparker@noranews.org or 703-753-4277) and he will put you in contact with the author.

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AFFORDABLE CARE ACT

How Does It Affect NORA Members?

BY JAY BOOTH, CAPITAL GROUP BENEFITS

Editor’s Note: One of the greatest concerns expressed by NORA members relates to health insurance for their company and employees. NORA has partnered with Jay Booth, President of Capital Benefits Group, to provide a series of articles on the state of the health insurance market from a business point of view. As of the publish date of this magazine, the Affordable Care Act is the law of the land and this article addresses it. Future articles will address the effort to repeal and replace the ACA, including the potential of association plans.

As a 17-year veteran in the group and individual benefits arena, I have seen many changes in the industry. None, however, have been quite as large as the Affordable Care Act (ACA). This mandate has had many positive and negative effects on a number of people and businesses. How does it affect you?

Let’s briefly touch base on the four major markets that I see: individual, small group, mid to large group, and self-insured. The market affected most negatively in my opinion would be individual. However, below I will break down the fundamentals of each of these markets as well as some of the good and bad that came from ACA.

Market One – Individual

Because of ACA, the individual market offers guaranteed issue plans. This meaning that insurance companies are unable to deny healthcare coverage to any individuals with pre-existing conditions. This has been one of the largest benefits of ACA as we continue to see the percentage of uninsured individuals in the U.S. decline. This market segment allows consumers to purchase health insurance via a broker, directly from the insurance company, or through healthcare.gov. Subsidies are available through healthcare.gov based on your income and other restrictions. Some common complaints include difficulty in using the site, too many questions/steps for receiving...
benefits, and once receiving the benefits realizing that the plan is priced way above its worth. With deductibles and premiums steadily rising, the individual market is quickly deteriorating and carriers are pulling out due to large losses. So, while many people have been able to secure coverage for the first time in years, this market also brings many downfalls such as rising prices, watered down benefits, and less carriers to choose from. Unfortunately, with the costs out-weighing the benefits, this market shows little hope for individuals looking to obtain strong medical benefits in the near future.

Market Two – Small Group
Under ACA, the small group (2-50 employees) market has been granted metal levels, guaranteed issue, the minimum loss ratio, and risk adjustments. The metal levels dictate the richness of the benefits that a plan offers. The levels include Bronze, Silver, Gold, and Platinum with each step up towards Platinum increasing both the plan benefits and the monthly premium. The guaranteed issue piece of ACA states that small employers may not be denied coverage by any insurer regardless of the health of their small group. The minimum loss ratio (MLR), otherwise known as the 80/20 rule, essentially regulates insurer pricing. This rules states that for every premium dollar paid, 80 cents should go towards paying claims and improving quality while the remaining 20 cents can be used by the insurance company for administration costs, marketing, etc. For example, if they collected 10 million dollars in premium, they have to pay out $8 million. If they only paid out $7.5 million, the remainder would be paid back to the enrolled members via a rebate check. The last topic under the small group market that I would like to discuss is risk adjustment. To fully understand risk adjustment, you must first understand risk selection. This is when insurers attempt to choose healthier individuals to enroll on their medical plans. Under ACA, there is no medical
underwriting, it is all guaranteed issue. Risk adjustment is the method the government chose to regulate risk section. If one insurance company enrolls a large amount of unhealthy people while another enrolls almost exclusively healthy people, the company with the healthier enrollees will be forced to pay the other company a portion of their funds to help them compensate for their lost earnings.

**Market Three – Mid to Large Group**

In the mid to large group market, companies have seen a huge increase in regulations. HR departments have been bogged down with stacks of paperwork used to prove that healthcare has been offered. This is due to ACA’s “Play or pay” regulation. This meaning that large companies (50+ employees) must offer affordable healthcare to their employees or pay a fine. Employees can choose to elect in the affordable coverage or sign a waiver if they already have healthcare through another source. This has created a burden on many companies to track their employee's elections, documenting them, and submitting them to insurance companies. It has also forced some companies to offer healthcare for the first time. These are the companies we call “necessary evil groups”. They offer affordable healthcare simply to avoid paying a fine. ACA has had a significant impact on these groups that have had to incur a whole new set of cost. “Pro employee groups”, however, are large companies that have always offered affordable healthcare and have even used it as a recruiting tool. These companies are the least affected by this mandate. The only burden on them is providing more documentation for a process they had already been participating in.

**Market Four – Self-Insured**

A self-insured or self-funded group plan is one where a group pays for each employee's healthcare costs out of pocket. We
call this the "sheltered" market as employees work for large companies that typically cover a significant portion of their benefits, thus sheltering them from the crisis of the rising cost of healthcare. These plans do not include metal levels and are highly customizable. However, what we're beginning to see in this market is that even the largest of large companies are no longer covering a generous portion of the spouse plan as in years past. Trending even further in the wrong direction, is that they are not covering the spouse in the plan(s) at all. Using ACA as a shield for their actions, they tell the spouse to seek an individual plan through healthcare.gov, which as mentioned earlier does not offer affordable or rich benefits.

Having broken down the four main market segments of the health insurance industry, I now challenge you to identify which market you fall under and how it has affected you since ACA was passed in 2010. Also, be sure to look for future articles regarding association plans as there is currently a bill that has just passed The House of Representatives. It will be interesting to see how the insurance carriers react to such legislation.

To contact Jay Booth, CBC, President of Capital Group Benefits, email jbooth@capitalgroupbenefits

Actively involved with members of Congress regarding HSA/HRA legislation, Jay is a leader in the installation of HSA accounts in both the group and individual markets. He is an active consultant with numerous CPA firms and their clients, fielding questions about the emergence of HSAs and HRAs and the impact they can have both on the market and employer. Jay believes companies can be both "pro employee" and "pro bottom line" when designing employee benefits.
NORA members have for many years relied on the U.S. Department of Transportation’s rule in 49 CFR §171(2)(f) which states in part that “a transporter who transports a hazardous waste in commerce may rely on information provided by the generator of the hazardous material or prior transporter, unless the transporter knows or, a reasonable person, acting in the circumstances and exercising reasonable care, would have knowledge that the information provided by the generator or prior transporter is incorrect.” (emphasis added). This is a negligence standard; if you exercise reasonable care you are not negligent. At the same time, both EPA and DOT regulations state that transporters may not transport hazardous waste with a hazardous waste manifest.

Although NORA members exercise reasonable care in compliance with the requirements of 49 CFR §171.2(f), they also rely on the certifications of generators that the used oil (or spent antifreeze) has not been mixed with a hazardous waste. Analytical testing will not necessarily reveal whether used oil or spent antifreeze has been mixed with a hazardous waste. Most NORA members avoid managing or transporting hazardous waste. The problem arises, as it did for one NORA transporter-member, when the generator certifies that the material to be hauled is not a hazardous waste and then it turns out it actually is hazardous waste. What then? In the case of the NORA member, Oregon agreed that the NORA member exercised reasonable care but interpreted the “thou shalt not haul hazardous waste without a manifest” provision to be a strict liability offense.

When a strict liability standard is imposed, it doesn’t matter how much reasonable care you use. If the prohibited event happens, you lose. The Oregon Supreme court upheld the strict liability interpretation of the Oregon Environmental Quality Commission (“EQC”), subjecting the NORA member to a humongous penalty.

But what about the DOT provision that says that the transporter can rely on a generator’s information? Does that count for anything?

Well, it does. Last year, NORA submitted a petition to the U.S. Department of Transportation requesting a ruling on whether DOT’s reasonable care rule (adopted by DOT as part of the Hazardous Materials Transportation Act regulations) preempts the Oregon strict liability interpretation. It is worth noting that Congress invested Hazardous Materials Transportation Act with preemption power. That is because it makes no sense for a transporter of hazardous wastes or materials in interstate commerce to be subject to different, even conflicting rules, in each state and local government. Accordingly, DOT has a little office filled with preemption specialists who do nothing all day but evaluate whether a regulation issued by a state or local government conflicts with a DOT rule under the Hazardous Materials Transportation Act. If there is a conflict, DOT sends forth an edict preempting (or, to use a technical legal term, ripping up) the insolent state or local regulation.

And so it came to pass, on March 10, 2017, that NORA submitted 14 pages of comments on its own petition. These comments, written by NORA’s General Counsel, pointed out that under RCRA it is the generator who has the responsibility to determine whether his or her waste is hazardous. Only the generator has the knowledge of the processes that produced the waste and its ingredients. On this point, David Coles, author of the Coles report to EPA on preventing PCB contamination of used oil, submitted comments to DOT which supported NORA’s position.

As a chemist and environmental consultant with more than 45 years’ experience with evaluating analytical laboratory data, I can state with complete confidence that it is not possible in many situations to determine whether a material is a hazardous waste using laboratory equipment and procedures. For example, an analytical chemist can test used oil for total halogens. The used oil regulations (40 CFR 279.11) presume that if the used oil contains 1000 parts per million (or more) of total halogens that the used oil is a hazardous waste. But, if the source of the total halogens was a normal constituent of the original lubricant (e.g., a cutting oil) then the used oil is not hazardous. In this situation, the analytical lab can determine the concentration of a chemical but it cannot determine the source of the chemical or whether the material had been discarded. Only the generator would know that. So, EQC’s assertion that the transporter should second-guess the generator’s determination and have the material tested makes no sense. Analytical testing will not necessarily provide the correct regulatory classification.

In addition to various legal arguments, NORA’s comments pointed out that the Oregon strict liability interpretation would lead to absurd results and provided several examples.

“(1) A generator certifies that a barrel of wastewater is not a RCRA hazardous waste. As a result of Oregon EQC’s
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interpretation, the transporter, in an attempt to avoid liability, will be compelled to test for each hazardous waste characteristic and must also conduct an exhaustive and expensive (and not necessarily conclusive) investigation (which the generator may not even permit due to confidentiality concerns) into whether the wastewater could be a listed hazardous waste. This process could take weeks or months and would be very expensive -- and also constitutes an unnecessary delay in transportation.

(2) A generator certifies that a barrel of wastewater is not a RCRA hazardous waste; however, now there are multiple transporters. Therefore, each of the transporters must conduct, or attempt to conduct, the same tests and inconclusive investigation described above. Multiple transporters multiplies the cost as well as the resulting unnecessary delays in transportation.

(3) A generator claims it is a “conditionally exempt small quantity generator”; consequently, EPA and the Oregon hazardous waste rules would not require its waste be manifested. However, the transporter would need to conduct a thorough investigation into the generator’s monthly waste generation records to verify (or refute) the generator’s status as a conditionally exempt small quantity generator. This would not be an easy process and would require the generator’s complete cooperation. Moreover, if the generator’s waste generation records are not accurate and reliable, the transporter would be held liable under the Oregon rule.

(4) A transporter of commercial waste materials, routinely disposed of in a solid waste landfill, unknowingly picks up non-exempt, hazardous waste disposed of in a dumpster from a commercial account. The generator did not identify the material (as hazardous or otherwise) and the transporter has no knowledge it picked up a hazardous waste. This is the hidden shipment problem that DOT has concluded should not subject the transporter to liability. However, under the Oregon rule the transporter would be liable.

(5) A used oil generator, a service station dealer, certifies that its 500 gallons of used oil (containing more than 1000 parts per million of total halogens) is exempt from the presumption of being a hazardous waste under 40 CFR §279.44 because the exclusive sources of the used oil are “households” and therefore subject to the household waste exclusion set forth in 40 CFR § 261.4(b)(1). To verify (or refute) this claim the transporter would need to determine the origin of each

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ounce of the service station dealer’s 500 gallons of used oil. Because that exercise is a virtual impossibility, the transporter, to avoid liability under the Oregon rule, would simply refuse to collect this oil. This situation would inevitably lead to improper disposal.”

In its brief to the Oregon Supreme Court, EQC stated that “[a]though RCRA does not require transporters to second-guess a generator’s waste characterization, its [strict liability] manifest requirement nonetheless provides incentives for transporters to do so.” Presumably, EQC’s intent in encouraging second-guessing is to have transporters err on the safe side and classify a material as hazardous when the generator does not. To accomplish this the transporter would need to acquire a hazardous waste manifest to accompany each load of waste that was transported in or through the state of Oregon. NORA’s comments stated that there were at least two problems with EQC’s “solution.” “First, under RCRA regulations it is the generator who must fill out the manifest. The generator, believing the waste is not hazardous, may not be willing to create a false manifest. It is the generator who must certify on the manifest “that the contents of this consignment are fully and accurately described above…” The generator who makes a false statement can be prosecuted under 18 U.S.C. §1001 and other criminal provisions. The transporter and the generator could be charged with conspiracy under 18 U.S.C. §371. False statements on a manifest also exposes transporters to civil and criminal penalties under HMTA. See 49 U.S.C. §5123 (civil penalties) and 49 U.S.C. §5124 (criminal penalties).

Second, in addition to the risk of committing criminal offenses, according to DOT, ‘a material that is not a hazardous material according to this sub-chapter may not be offered for transportation or transported when its description on a shipping paper includes a hazard class or an identification number specified in 49 CFR §172.101. This provision is most frequently violated when the shipments involve non-RCRA Waste, which is not considered DOT hazardous materials.” Federal Motor Carrier Safety Administration, How To Comply With Federal Hazardous Materials Regulations.”

In addition to David Coles, the American Association of Railroads and the National Tank Truck Carriers supported NORA’s preemption petition. Oregon Department of Environmental Quality opposed NORA’s petition. Rebuttal comments are due on April 24, 2017.
NORA recently released the 2017 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 2017 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.
NEW NORA Member-Get-A-Member Program Announced: Bigger Rewards
Refer a company to join and/or exhibit and receive $100, $200 or $500

NORA relies heavily on word-of-mouth marketing. When NORA membership grows, it creates more resources for the association to protect and defend the rights of members to responsibly recycle used oil and related material.

The association has increased the rewards in 2017 for members who refer a company to join:
- Refer one company that joins and you receive a $100 Amazon gift card
- Refer a second company that joins and you receive a second $100 Amazon gift card
- Refer a third company that joins and you receive a $500 Amazon gift card
- or -
- Refer one company that joins and exhibits and you receive a $500 Amazon gift card

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1. Email info@noranews.org with an email, phone, name, and company name for the prospective member.
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Offer eligible from May 1, 2017 to December 31, 2017. To be eligible, the company you refer cannot be a current NORA member or a former NORA member who was active within the last year. See list of current NORA members at www.noranews.org/noramemberlist

In order to qualify, your name must be listed on the “referred by” line of the member application or exhibitor form, or NORA member must have contacted NORA HQ Staff in writing prior to new member joining.
The fourth annual NORA Environmental, Health & Safety (EH&S) Forum held on February 22, 2017 educated over 70 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 electronic logging devices (ELD’s), the “Trump Effect” on Federal enforcement initiatives, best practices of improving safety culture to prevent incidents, truck fall safety, and mapping the LLOT process. 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 fifth annual EH&S Forum will be held in February 2018.

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■ Falling Down on the Job? How to Protect Workers On Site & On Vehicles
Nigel Ellis of Ellis Fall Safety Solutions, LLC

■ The Trump Effect on Federal Enforcement Initiatives
Chip Duffie of EHS Momentum

■ Best Practice: Improving Safety Culture to Prevent Incidents
Keith Anderson of Clean Harbors

■ Intelligent Maintenance: Mapping the IIoT (Industrial Internet of Things) for Optimization and EH&S
Dan Yarmoluk of ATEK Access Technologies, LLC

■ Electronic Logging Devices (ELD): Creating a Safer Work Environment for Drivers
Dan Calvert and Bob Landman of Safety Research Consultants (SRC)

■ How to Relate EH&S Compliance to Profitability
Gary Risse and Amy Blyth of Trihydro Corporation, Special case study presentation by David Weber, Valicor
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Foiling resistant cracking (PCT/CA2011/050207, PCT/CA2013/050091, PCT/CA2013/050092)
Stabilizing/desulphurizing (PCT/CA2011/050117)
Over 190 national and international leaders from the liquid recycling industry gathered in Las Vegas 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 “The New Trump Administration: An Insider’s View & the Impact for NORA Members”.

Meeting minutes, photos, and other related materials are available for members by visiting the “Members Only Resource Center” on www.noranews.org.
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To secure a chance at an exclusive sponsorship, enter the lottery by May 12 by emailing Casey Parker at casey@noranews.org

HOTEL INFORMATION
NORA has secured a room block at the Pittsburgh Renaissance hotel for $194 per night. Most attendees will arrive on Wednesday, June 21 and depart on Friday, June 23. To reserve your room, visit www.noranews.org > Events or call 1-800-468-3571 and ask for the NORA rate. More information and a direct link to the hotel website is available at www.noranews.org.

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The International Used Oil Research Institute is tasked with identifying, evaluating, and securing the best available processes and technologies for the hydro-petrochemical reclamation industry. We are committed to safeguarding our environment and resources while remaining ever vigilant of the potential societal and environmental impacts to our global community.

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Integral to the core of who we are, what and how we do things, is providing for research and monitoring of our industry. This effort protects and promotes health, safety, and minimizing or eliminating, adverse environmental impact.

IUORI remains committed to being an active participant in education, promotion and compliance with federal, state and local governmental regulations as a responsible steward of our natural resources.

IUORI advocates collaborative efforts between stakeholders within industry, academia, regulatory agencies and concerned citizens in securing optimal winning outcomes.
### 2017 NORA MID-YEAR MEETING AGENDA
JUNE 21-23, 2017 | PITTSBURGH, PENNSYLVANIA
TENTATIVE AGENDA

#### WEDNESDAY, JUNE 21

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<tr>
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<td>Board of Directors Meeting</td>
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<tr>
<td>4:30 PM</td>
<td>Registration</td>
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<tr>
<td>5:30 PM</td>
<td>New Member &amp; Board Member Reception</td>
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<tr>
<td>6:00 PM</td>
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#### THURSDAY, JUNE 22

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<td>8:00 AM</td>
<td>Continental Breakfast</td>
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<td>Parts Cleaning Working Group</td>
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<td>1:15 PM</td>
<td>Wastewater Working Group</td>
</tr>
<tr>
<td>1:15 PM</td>
<td>Distilled Fuels Working Group</td>
</tr>
<tr>
<td>2:15 PM</td>
<td>Antifreeze Working Group</td>
</tr>
<tr>
<td>2:15 PM</td>
<td>Conference Committee/Membership and Marketing Committee</td>
</tr>
<tr>
<td>3:15 PM</td>
<td>Break</td>
</tr>
<tr>
<td>3:40 PM</td>
<td>EH&amp;S Committee</td>
</tr>
<tr>
<td>5:40 PM</td>
<td>Used Oil Recycling Council (including the Filter Working Group)</td>
</tr>
<tr>
<td>5:45 PM</td>
<td>Government Affairs Committee (including the Subcommittee on Research)</td>
</tr>
<tr>
<td>7:15 PM</td>
<td>NORA Happy Hour Reception</td>
</tr>
</tbody>
</table>

#### FRIDAY, JUNE 23

<table>
<thead>
<tr>
<th>Time</th>
<th>Activity</th>
</tr>
</thead>
<tbody>
<tr>
<td>8:00 AM</td>
<td>Past Presidents Committee</td>
</tr>
<tr>
<td>9:00 AM</td>
<td>Board of Directors Meeting</td>
</tr>
</tbody>
</table>
Pittsburgh, Pennsylvania | June 21-23, 2017

2017 NORA MID-YEAR MEETING REGISTRATION

Complete one form for each person. Payment info only needed on one form. Online registration available at www.noranews.org > Events.

Contact Info

<table>
<thead>
<tr>
<th>Name</th>
<th>Badge First Name</th>
</tr>
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<tbody>
<tr>
<td></td>
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<table>
<thead>
<tr>
<th>Company</th>
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<table>
<thead>
<tr>
<th>Address</th>
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<table>
<thead>
<tr>
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Registration EVENT

<table>
<thead>
<tr>
<th></th>
<th>MEMBER PRICE</th>
<th></th>
<th>NON-MEMBER PRICE</th>
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<tbody>
<tr>
<td>Mid-Year Meeting</td>
<td>$235/person</td>
<td>$900/person</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mid-Year Meeting (Onsite)</td>
<td>$260/person</td>
<td>$925/person</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

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

SPONSORSHIPS

☐ Opening Reception * $2750
☐ Exclusive Lunch Sponsorship* $2500
☐ Key Card Sponsor* $1400
☐ Lanyard Sponsor* $1400
☐ Notebook Sponsor* $1250
☐ A/V Sponsor* $800
☐ Premier Sponsor $750

*Includes 6’ table top display on 6/22.

☐ Lunch Sponsor (non-exclusive, if available) $700
☐ Happy Hour Sponsor $625
☐ Charging Station Sponsor $550
☐ Event Page Banner $500
☐ Breakfast Sponsor $250
☐ Candy Bowl Sponsor $175

EVENT BOOK ADVERTISING

☐ Back Cover Full Page Ad * $1100
☐ Inside Front Cover Full Page Color Ad * $750
☐ Inside Back Cover Full Page Color Ad * $725
☐ 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
☐ Color Logo in Company Index $150

*Only one available. These sponsorships are offered via lottery to be held on May 12, 2017. To enter the lottery, email Casey Parker at casey@noranews.org

Payment Options

Total Amount Due $ __________

Check (payable to NORA) American Express Visa MasterCard

<table>
<thead>
<tr>
<th>Name on Card</th>
<th>Signature</th>
</tr>
</thead>
<tbody>
<tr>
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</table>

<table>
<thead>
<tr>
<th>Card Number</th>
<th>Exp. Date</th>
<th>Security Code</th>
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<tr>
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</tbody>
</table>

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

<table>
<thead>
<tr>
<th>Submit Your Registration</th>
</tr>
</thead>
<tbody>
<tr>
<td>Credit Card Only:</td>
</tr>
<tr>
<td>Check or Credit Card:</td>
</tr>
<tr>
<td>Questions:</td>
</tr>
</tbody>
</table>

| Email casey@noranews.org or fax 703-753-2445 |
| Mail to 7250 Heritage Village Plaza, Suite 201 |
| Gainesville, VA 20155 |
| Call 703-753-4277 or email casey@noranews.org |

<table>
<thead>
<tr>
<th>Book Your Hotel Room Now</th>
</tr>
</thead>
<tbody>
<tr>
<td>Renaissance Pittsburgh Hotel</td>
</tr>
<tr>
<td>Room Rate: $ 194</td>
</tr>
<tr>
<td>Call 1-800-468-3571 and ask for the NORA rate or go to <a href="http://www.noranews.org">www.noranews.org</a> &gt; Events by June 2, 2017 to book at the discounted rate. Be aware that rooms may sell out early.</td>
</tr>
</tbody>
</table>
Opening Reception Sponsorship  \textbf{SOLD}

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 Renaissance Pittsburgh. 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 Mid-Year 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, June 22. 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, June 22 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, June 22. 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.

**Happy Hour Sponsor**  \$625

Your company logo will be prominently displayed during happy hour on Thursday, June 22. 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.

**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.

**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, June 22. Your company logo will appear on all Mid-Year Meeting schedules.

**Candy Bowl Sponsor**  \$175

Your company logo will be displayed next to the candy bowl at registration on Wednesday, June 21 and on Thursday, June 22.

### Committee Book Advertising

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

* These items are offered via lottery. Email casey@noranews.org by May 12, 2017 to enter the lottery.
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

Valicor is 100% Employee Owned and Operated.
The 2017 NORA Annual Conference and Trade Show will be held November 8-11, 2017 in Naples, Florida. Join 400 plus industry leaders for networking, business development, and education.

TRADE SHOW - 50% SOLD
The NORA Trade Show will feature over 50 exhibit spaces with companies displaying the latest products and services available to the liquid recycling industry. See page 51 for the current trade show floor plan. Companies interested in exhibiting should contact Casey Parker at (703) 753-4277 or casey@noranews.org.

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

SPONSOR THE EVENT
There are many sponsorship and advertising opportunities available for the 2017 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: Southwest Florida International Airport in Fort Myers (RSW)

HOTEL INFORMATION
Hotel rooms available for NORA members at the Naples Grande Beach Resort for $199/night plus a lowered additional resort fee of $10. To reserve your room call 1-(844)-210-5931 and ask for the NORA room block, or book online through www.noranews.org > Events.

Please note that the only valid ways of securing a room in the NORA room block are by calling the Naples Grande Beach Resort 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.

“If your target audience consists of people in the oil recycling industry, this is the most concentrated you’ll find them.”

- Alan Fox, MemPore Environmental Technologies
First Sergeant Matt Eversmann (Ret.) is a testament to the true nature of war and heroism. He is immortalized in the epic film Black Hawk Down and the 2004 book The Battle of Mogadishu, which tell the heroic story of a group of elite United States soldiers sent to Somalia in 1993 as part of a United Nations peacekeeping operation.

As an Army Ranger deployed to Somalia in 1993, Matt experienced the horrors of war when he and his fellow soldiers were trapped in a hostile district of Mogadishu and marked for death by an angry mob. His inspiring story of survival was immortalized in the epic film, Black Hawk Down, which recounts the harrowing experience.

Committed to sharing the lessons he learned in the military, Matt draws parallels from his experiences to highlight the importance of leadership, courage and responsibility within any team or organization. Unambiguously humble, gracious and warm, his powerful story and straightforward insights on instilling these values stay with business leaders longs after the applause has ended.

With presentations that leave an emotional impact, take away a renewed sense of patriotism and inspiration for dedicating your efforts to a worthy cause.

2017 ANNUAL CONFERENCE KEYNOTE SPEAKER ANNOUNCED: SERGEANT MATT EVERSMANN

Hero of the Battle of Mogadishu whose story was featured in the movie Black Hawk Down
2017 NORA ANNUAL CONFERENCE AGENDA
NOVEMBER 8-11, 2017 | Naples, Florida
TENTATIVE AGENDA | SUBJECT TO CHANGE

WEDNESDAY, NOVEMBER 8
10:00 AM - 2:00 PM  Exhibitor Set Up
2:00 PM - 7:00 PM  Conference Check-In/Registration
3:00 PM - 4:00 PM  Board Member Meeting
4:00 PM - 4:30 PM  New Member/Board Member Reception
4:30 PM - 8:30 PM  Grand Opening Reception in Trade Show

THURSDAY, NOVEMBER 9
7:00 AM - 11:45 AM  Conference Check-In
7:00 AM - 8:00 AM  Continental Breakfast in Trade Show
8:00 AM - 10:00 AM  Conference Sessions Open
10:00 AM - 10:35 AM  Refreshment Break in Trade Show
11:00 AM - 11:45 AM  Spouse/Guest Brunch, Open to Registered Spouses/Guests
10:35 AM - 12:00 PM  Conference Sessions
12:30 PM - 7:00 PM  NORA Golf Tournament

FRIDAY, NOVEMBER 10
7:30 AM - 8:30 AM  Continental Breakfast in Trade Show
8:30 AM - 10:00 AM  Conference Sessions
10:00 AM - 11:00 AM  Refreshment Break in Trade Show
11:15 AM  Trade Show Tear Down
11:00 AM - 12:20 PM  Conference Sessions
5:00 PM - 9:00 PM  NORA Closing Party: All exhibitors, attendees, speakers, and registered spouses are invited to attend this great event!

SATURDAY, NOVEMBER 11
TBD

NORA Fishing Expedition

Activities on your own (golf, spa, shopping, sightseeing), departures.
The 2017 NORA Trade Show is over 50% sold. Call Casey Parker at (703) 753-4277 to reserve your booth.
CALL FOR INTERESTED CONFERENCE SPEAKERS & TOPIC IDEAS

For the 2017 NORA Conference & Trade Show

NORA needs your help to create an incredible set of education and knowledge sessions for the 2017 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.

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Chemicals

A GREEN Approach to the Management of Spent Solvents

www.radianchemicals.com
281.883.4389
World Petroleum Corporation

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- Used Antifreeze Collection
- Vacuum Truck Services
- Tank Cleaning Services
- Marine / Industrial Services
- Hazardous Waste Services
- Non-Hazardous Sludge & Absorbent Collection
- Waste Oil Recycling & Fuel Collection

P.O. Box 291197 Davie FL 33329
1-800-524-5645
SUPPLIER/VENDOR DIRECTORY

NORA Supplier/Vendor Members in good standing as of 4/5/17 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 2017 NORA Conference & Trade Show as of 4/5/17.

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.

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

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.

Blue Process Advisors, LLC
mjebert@yahoo.com
(219) 841-2124
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.
Brown Gibbons Lang & Company, LLC
ekaplan@bglc.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 topings, 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, booms, 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 Sponge
gshmur@msn.com
(385) 244-2626
Coco Fiber

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

Dexsil Corporation
ckopylec@dexsil.com
(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.

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.

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.

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

EnergyLogic
dnewburry@energylogic.com
(615) 471-5221
EnergyLogic manufactures and sells used oil furnaces and boilers, less than 500,000 Btu/hour in size.

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. Also temporary static storage solutions.
<table>
<thead>
<tr>
<th>Supplier/Vendor</th>
<th>Contact Information</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Environmental Resource Associates</td>
<td><a href="mailto:eragortze@comcast.net">eragortze@comcast.net</a> (508) 428-6282</td>
<td>Exclusive representative of Oil Eater Cleaner Degreaser and full line of Absorbent Products including our new line of Natural Absorbs for NORA members. Products include: degreasers, cleansers, truck wash, aqueous parts washers, absorbent pads and more.</td>
</tr>
<tr>
<td>Geophia LLC</td>
<td><a href="mailto:pgkendrick54@gmail.com">pgkendrick54@gmail.com</a> (704) 502-8287</td>
<td>Absorption materials.</td>
</tr>
<tr>
<td>Graymills</td>
<td><a href="mailto:tkucklick@graymills.com">tkucklick@graymills.com</a> (773) 477-4100</td>
<td>Parts Cleaning Manufacturers</td>
</tr>
<tr>
<td>FILTERVAC</td>
<td><a href="mailto:richies@filtervac.com">richies@filtervac.com</a> (519) 653-6464</td>
<td>Oil absorbent and spill control products (environmental, industrial, hazmat).</td>
</tr>
<tr>
<td>Flottweg Separation Technology, Inc.</td>
<td><a href="mailto:esweeney@flottweg.net">esweeney@flottweg.net</a> (203) 838-6120</td>
<td>Decanter, Tricanter, and Separator Centrifuges for oil, water, solids separation.</td>
</tr>
<tr>
<td>Fountain Industries LLC</td>
<td><a href="mailto:bdea@ftnllc.com">bdea@ftnllc.com</a> (800) 328-3594</td>
<td>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 specialty products.</td>
</tr>
<tr>
<td>Hydrodec of North America, LLC</td>
<td><a href="mailto:michael.pitcher@hydrodec.com">michael.pitcher@hydrodec.com</a> (330) 409-8672</td>
<td>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.</td>
</tr>
<tr>
<td>IHS Markit</td>
<td><a href="mailto:Blake.Eskew@ihsmarkit.com">Blake.Eskew@ihsmarkit.com</a> (832) 679-7272</td>
<td>IHS is the leading research and consulting company to the global energy industry. IHS acquired Purvin &amp; Gertz in November 2011, adding Purvin &amp; Gertz’ strengths in the petroleum refining, lubricants and base oil industries.</td>
</tr>
<tr>
<td>InCon Process Systems - GIG Karasek GmbH</td>
<td><a href="mailto:rscully@ips-gigk.com">rscully@ips-gigk.com</a> (630) 305-8556</td>
<td>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.</td>
</tr>
<tr>
<td>Innovative Fluids</td>
<td><a href="mailto:tmcclead@innovativefluids.com">tmcclead@innovativefluids.com</a> (216) 385-8601</td>
<td>“Bulk” Windshield Washer Fluid and Antifreeze. Delivered in bulk to (25) states.</td>
</tr>
<tr>
<td>Ironshore Environmental</td>
<td><a href="mailto:mark.hayes@ironshore.com">mark.hayes@ironshore.com</a> (312) 237-3485</td>
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