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### **Thermo Fluids poised for growth in Western U.S.**

SCOTTSDALE, Ariz. (May 12, 2010) – As the recession retreats into the well-published annals of history, a new order of thriving companies is emerging. During the past 18 months of constant shifts in the oil recycling and environmental services industries, Arizona-based Thermo Fluids Inc. has gained market strength and profits, successfully poising itself for continued national growth.

In April, the company made two bold announcements. It bought the oil recycling operations from key competitor, Proleum, also based in Arizona; and it announced the construction of its first oil filter recycling facility in Phoenix, which is slated to open in July. It already has successfully deployed an oil filter recycling plant in Portland, Ore., and intends to target others within its 29 environmental services facilities throughout the country.

Founded in 1993, Thermo Fluids has become the largest collector and processor of commercial fuel oil from recovered used motor oil in the Western United States. It also recycles antifreeze and oily water, performs commercial and industrial waste management services and assists companies with parts washing services and solvent recycling. Now, Thermo Fluids announces a new leadership team that will oversee its planned 31 percent growth in 2010.

James Devlin, hired as chief executive officer in November 2008, has led companies in the waste management and logistics sectors for more than 20 years. Following the leadership of previous CEO and current board chairman, Ian Hislop, Devlin has assembled a team of leaders known nationally for their expertise in the environmental services industry.

**Greg Guard** has joined Thermo Fluids as its chief marketing officer, responsible for overall growth efforts, including national accounts and Recycled Fuel Oil (RFO) sales. He will oversee pricing and yield management efforts and build upon past successes to diversify the company's environmental service offerings. He most recently was vice president of sales for Wastequip Manufacturing Company, a \$500 million manufacturer of waste-related equipment.

**Roy Schumacher**, who has led the sales and marketing effort for Thermo Fluids for six years, is now vice president of market development. He will oversee third party oil sourcing

efforts, while developing, diversifying and securing new/alternative RFO markets. Schumacher also will manage the company's marketing, public and community relations, customer research and prospect generation.

**David Burkhardt** has been named director of sales, supporting field sales and directly managing the company's national accounts while maintaining RFO sales active in the Gulf of Mexico states.

"Built on the strength of customer service, strategic expansion and environmental stewardship, Thermo Fluids is well poised to reach its growth goal of over 30 percent this year," said James Devlin, CEO. "With an increased focus on environmental sustainability, a recovering economy and our new leadership team, we're confident 2010 will be a record year for us."

### **About Thermo Fluids**

Thermo Fluids Inc., a closely held portfolio company of CIVC Partners, is an environmental services company and the largest producer of commercial fuel oil from recovered used motor oil in the Western United States. Headquartered in Scottsdale, Ariz., the company collects and purchases used motor oil from a large number of companies across a diverse range of industries, such as quick-lube centers, auto dealerships, mining operations, and industrial companies. In addition to collecting used motor oil, the company provides a portfolio of environmental services as a "one-stop" solution to its customers. These other essential services include oily wastewater collection and processing, spent antifreeze collection and recycling, and used oil filter collection and disposal. Thermo Fluids reprocesses and recycles its collected used motor oil into a commercial fuel product that is sold as an alternative energy source to a variety of industrial customers. Thermo Fluids has 29 facilities serving the Western United States. For more information, visit [www.thermofluids.com](http://www.thermofluids.com).

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