

OESTNEWS

THE OEST GROUP INFORMATION MAGAZINE



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Dear readers

With the divisions Lubricants, Mechanical Engineering, Filling Stations and Energy, the Oest Group has a wide ranging portfolio and is firmly established in many markets. This development is not based on a short term desire for success, but has rather been guided by our focus on continuity, sustainability and power of innovation for many decades.

To meet the growing demand for specialised products, services and know-how, Oest has been relying on ecologically and economically sustainable expansion for many years – with a pioneering product range, increasing employee numbers and important new investments. This also includes the new warehouse and logistics building at the company site in Freudenstadt, which was built and equipped with state-of-the-art technology following safety and environmental aspects – another important milestone on our path to success.

The very good results from the past year, but also the current topics, articles and projects presented in this edition of Oest News show that we are on the right track.

Enjoy reading!

Kind regards

Alexander A. Klein
Chairman of the Board



ÖSTOL PORSCHE IN THE LEGENDARY KREMER RACING TEAM

Our Östol Oldtimer oils are present not only at many classic and vintage rallies, exhibitions and events. Östol also sponsors the successful Kremer Racing Team and is therefore a part of active racing.

The team has been running Porsche cars at national and international races since 1964 and has taken many important victories, such as at the 24-hour race at Le Mans in 1979.



In addition to its own racing activities, Kremer also delivers tuned racing cars to other professional teams. But the specialists for engines, gearboxes and suspension, especially from the Porsche brand, do not only have a legendary reputation in professional racing.

The workshop of E & M Kremer in the north of Cologne is a popular destination for any type of service, maintenance or repair work. With highly specialised technical know-how and experience from countless international races, the Kremer Team ensures that new cars as well as classic cars are in optimum condition for use on the road, in motorsports and in competitions. Engine oil from the Östol brand is used for older cars.

Kremer Racing is another strong partner who relies on the experience and quality of Östol. This is also highlighted by the Östol Porsche being used in several historical races in the 2018 racing season, e.g. at the OGP at the Nürburgring.

www.kremer-racing.eu



A real "eyecatcher" – the Östol Porsche in the Kremer Racing Team.

ÖSTOL OLDTIMER OILS

EXHIBITIONS, RALLIES, PARTNERS – READY TO GO WITH ÖSTOL

Whether at the Retro Classic in Stuttgart or the Classic Days at Schloss Dyck – Östol is part of many large classic car events and numerous rallies with its own team.

A great opportunity for participants and visitors to learn more about engine oil for classic and vintage cars. Our consulting services via telephone or email (oestol@oest.de) are also becoming increasingly popular.

Even professionals and large brands are convinced by the quality of our Östol Oldtimer Oils "Made in Germany". We have a number of renowned partners with whom we cooperate in a variety of different ways.

Current information on our participation in events, special campaigns or the collaboration with cooperation partners can be found on facebook or on our homepage at www.oestol.de.



Technik
Museen Sinsheim Speyer

60 YEARS OF SUCCESSFUL COOPERATION

Trusting business relationships with our filling station partners form the basis for the joint success under the umbrella of the AVIA brand. We have been on this path with many business partners for decades – with the Heinz family and its AVIA filling station in Mössingen-Talheim and the filling station of the Rapp family in Baiersbronn for an impressive 60 years.

A long period during which many challenges were overcome together. Intensive cooperation, inventive concepts that are customised to the location and the market and their uncompromising, professional implementation were and still are the crucial elements of this. The success of the two filling stations, which have been working with us for six decades now, stands for the continuity and the constructive collaboration that filling station operators and leaseholders appreciate so much. And so do we, of course! As a thank you for the longstanding loyalty, Marc Hübner delivered heartfelt congratulations along with a gift basket, flowers and a certificate.



Top: The AVIA filling station in Mössingen-Talheim in the early 1980s.
Bottom: Marc Hübner (left) presents the certificate to Mr and Mrs Heinz.

NEW UNDER THE AVIA FLAG

Our network of AVIA filling stations is continuously expanding with new members, most recently the Schwarzwaldtankstelle in Dornhan.

After extensive technical and structural modernisation measures, the filling station was reopened. In addition to the spacious, weather-protected pump stations, the bistro and shop range was also expanded with baked goods, speciality coffee, tobacco products, a broad selection of snacks and beverages as well as a new Hermes parcel shop.



The AVIA Schwarzwaldtankstelle in Dornhan in its new glory.



EVENT LOCATION AND DESTINATION WITH CULT STATUS

Our 1960s AVIA filling station in Freudenstadt-Kniebis has appeared in regional and national radio and television programmes and even in a movie. The interest in "Germany's most beautiful filling station" is still enormous.

The "workshop showroom" at the filling station is regularly used for interesting events, which are also advertised on Facebook. Companies, groups and clubs also have the opportunity to hire the facilities for events, talks, meetings, etc.

Many customers use the regular fuel service, especially as the prices for petrol and diesel are no higher than at "normal" filling stations. A large number of visitors also take advantage of the attractive range of products in the shop. Others again visit the extraordinary filling station on the Black Forest scenic route specifically to go back in time and enjoy the atmosphere of the 1950s and 60s – whether for lunch, for a quick snack, a beer after work or for coffee and cake on the outdoor patio.

  AVIATankstelleKniebis



View of the workshop showroom

AVIA FILLING STATIONS

OEST

ENGINEERING

CROSS-LAMINATED TIMBER – MORE THAN 10 YEARS OF SUCCESS

Wood is one of the oldest construction materials. While it used to be associated with a traditional country style and a rustic atmosphere, it is now full on trend as a high-tech material.

Modern timber construction products are glued together, which gives them a significantly higher load bearing capacity than standard construction timber. One of these innovative timber material products for the construction industry is cross-laminated timber (CLT). CLT usually consists of three to nine softwood panel layers glued in a crosswise pattern, with a width of up to 3.6 metres and a length up to 20 metres. The elements are usually between 60 and 320 mm thick. In construction, CLT is primarily used as solid wall, roof and ceiling elements and can also be combined with other materials, e.g. concrete.

CLT has been manufactured and used in increasing quantities for more than 10 years. While an estimated 100,000 m³ were produced in Europe in 2007, this number already rose to 650,000 m³ in 2017. This is supplemented by increasing production in North America, Japan, Australia and New Zealand. Oest was part of this development from the outset as a supplier of high quality adhesive application systems and has had a crucial influence on the current state of the art with regard to adhesive application. More than 40 projects with cross-laminated timber have been implemented since 2007. Adhesive dosing and application systems from the mechanical engineering company in Freudenstadt can be found in nearly 90% of all industrial CLT production facilities worldwide.

The CLT elements are manufactured with a high degree of automation. For this, Oest supplies the adhesive application systems as well as any required complete stationary or mobile application portals. 10 additional CLT adhesive application systems are currently in the order books. The demand for cross-laminated timber is expected to grow further in the coming years, primarily due to the increasing use in multi-story buildings.



CLT – a pioneering construction material



Timber as a construction material combines modern design with fast, energy-saving construction methods. It stands for a healthy room climate and sustainability. As timber is a renewable resource, the supply is almost unlimited.

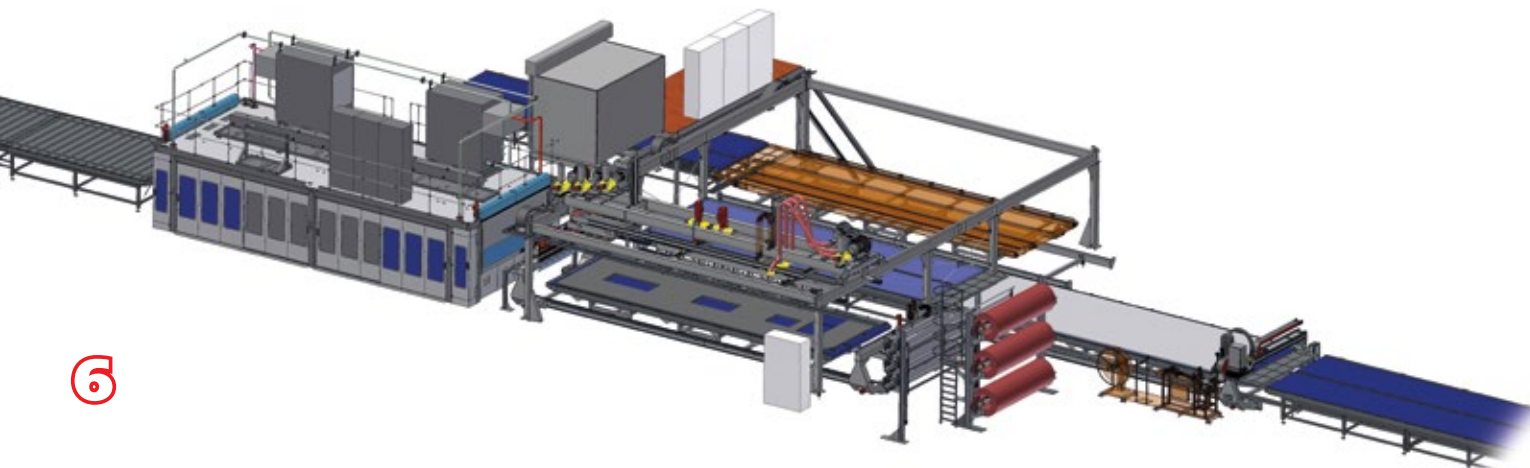
EXCELLENT PROSPECTS FOR CARAVAN PRODUCTION

Oest Mechanical Engineering is working on another large project for the caravan industry – a complete production line for manufacturing wall, ceiling and floor elements for caravans.

In addition to the dosing and application technology, Oest once again acts as a one-stop supplier, because gluing tables, suction lifting portal, coil unwinding and climate chamber are also supplied by Oest.

The extensive automation technology for the entire component handling system is the largest order in the history of Oest Mechanical Engineering to date.

To meet the growing demand for complete system solutions and larger projects such as this, Oest Mechanical Engineering increased the assembly area in the production workshop from 300 to 600 square through changes in the warehouse and logistics system.





LUBRICANT

SUCCESS FACTOR IN METAL PROCESSING



Oest has been developing and manufacturing high quality metal processing fluids for decades. Continuous further development and competent support form the basis for the versatile product portfolios.

To ensure optimum performance from high performance lubricants in systems and machines with maximum service life, Oest offers customised continuous monitoring of the target/current status, allowing any necessary measures to be derived. The scope of monitoring and the intervals are set individually with regard to maximum efficiency. The monitoring is also used for cooling lubricants, cutting and grinding oils as well as machine lubricants (e.g. hydraulic oils). The greatest effort is required for water misci-

ble cooling lubricants, where relevant changes can occur within a very short time due to the nature of the product, requiring special control measures.

In the simplest case, the monitoring takes place by complying with the measuring tasks defined in TRGS 611 every 1 or 2 weeks. There is no alternative to this legally mandatory documentation, which is subject to checks by the authorities. Numerous basic parameters, such as pH value, water hardness and nitrite content can be recorded online in real time. In the sense of "cooling lubricant application 4.0", this can also be practical and allow a rough determination of the condition of the cooling lubricant. For more complex processes and data, on the other hand, online monitoring (still) reaches the limits of feasibility and profitability very quickly. "For more sensitive applications, inline laboratory analysis is indispensable for obtaining expressive parameters," explains Stefan Gernsheimer, Head of Application Technology and Fluid Management at Oest, and clarifies: "I would compare the current online monitoring to having your blood pressure checked at your

family doctor's practice. That would make laboratory analysis the ECG at the cardiologist's office. It allows users to identify not only the symptoms, but also the causes for the problems and to initiate targeted countermeasures."

With its application technology team and the high tech laboratory with state-of-the-art equipment, Oest as a manufacturer stands out among many other lubricant suppliers. All analyses and evaluations can be conducted in-house at Oest – without an external laboratory, fast, flexible and with a consistently high service quality.

And everything comes from one source, with a focus on smooth production processes, long service lives as well as economical and ecological sustainability. Whether Total Fluid Management or individual monitoring modules – practical application has shown that online monitoring cannot replace personal contact. Important parameters, e.g. sources of germs, which can only be identified on site, or exchange of information with the machine operator would otherwise be lost. To stay with our analogy: A good doctor should take the time to not only establish a comprehensive medical history, but also address the overall health of the patient," Stefan Gernsheimer summarises.

MONITORING

"Depending on the specific general conditions and the customer requirements, in some cases we carry out weekly checks of all relevant parameters on site, which allows us to initiate countermeasures immediately if necessary," continues Stefan Gernsheimer. Oest also takes a customised approach when it comes to evaluation and documentation of the monitoring: starting with providing check lists, forms and evaluations in table form to data storage and graphic representations of the results with a traffic light system, which has proven successful especially for large numbers of machines. If the results indicate a need for corrective measures, these are discussed with the customer. This can either lead to recommended measures, which the company then implements independently, or an Oest applications engineer will implement the changes, for example by adding special additives.

"When companies purchase our high quality lubricants, they also receive demand-based service and know-how. This increasingly takes the form of our Total Fluid Management, which – in addition to the monitoring already mentioned – comprises the complete monitoring of the cooling lubricant systems, including machine filling, stock management, type and demand optimisation, disposal, etc.



*Top: Stefan Gernsheimer, Head of Application Technology and Fluid Management.
Bottom: Oest laboratory in Freudenstadt – responsible for research and development, quality control, product innovations and analyses.*

ROOTED IN THE BLACK FOREST, AT HOME IN THE WORLD



Trade fair participation at Automechanika in Shanghai with our automotive lubricants under the AVIA brand.

Oest Maschinenbau is not the only division to build on rising export numbers for many years – enormous growth rates on an international level were also achieved in recent years with high quality industrial and automotive lubricants, the core business of Oest.

International representations and a continuously growing number of sales partners ensure that Oest products “made in the Black Forest” are used successfully in more and more countries worldwide.



International Oest sales partners and representations. Oest lubricants are supplied to over 40 countries around the world.

TRADE FAIR PARTICIPATIONS 2018

GrindTec Augsburg	14 - 17 March
Mass Timber Conference Portland, USA	20 - 22 March
Holz-Handwerk Nuremberg	21 - 24 March
Retro Classics Stuttgart	22 - 25 March
Tube & Wire Düsseldorf	16 - 20 April
UNITlexpo Stuttgart	15 - 17 May
Interforst Munich	18 - 22 July
Classic Days Schloss Dyck	03 - 05 August
Trä & Teknik Göteborg, SWE	28 - 31 August
AMB Stuttgart	18 - 22 September
MSV Brno, CZE	01 - 05 October
Maktek Istanbul, TUR	02 - 07 October



Top: Our high performance special fuels at the Lucerne Forstmesse.
Bottom: Headquarters of the Swiss New Process AG in Felben-Wellhausen.



NEW PROCESS – SUCCESSFUL MARKET LAUNCH OF OEST SPECIAL FUELS IN SWITZERLAND

At the Lucerne Forstmesse forestry trade fair, New Process AG – a Swiss subsidiary of the Oest Group – presented the 2-stroke and 4-stroke special fuels Oest Oecomix 2T® and Oecokraft 4T® to a wide audience for the first time. The feedback from the numerous visitors was tremendous and confirmed the great interest in sustainable, environmentally friendly and user friendly solutions.

The traditional Swiss company, which has been part of the Oest Group since 2011, offers an extensive product range. New Process offers the special fuels Oest Oecomix 2T® and Oecokraft 4T®, which are now also available on the Swiss market, in freely selectable containers, focusing on flexibility and reduced delivery times. This is based on the new, modern complex of company buildings in Felben Wellhausen, which was commissioned at the end of 2016, and the associated innovative logistics concept.

As a subsidiary of the Oest Group, the company is also capable of meeting a variety of private label customer requests.

Oest special fuels have been established in Germany for many years and stand for maximum performance, better cold starting behaviour as well as reduced fuel consumption and engine wear. On the other hand, health hazards and the impact on humans and nature are minimised. Oest special fuels consist of only few components, are free from benzene and low in aromatics and sulphur. That means: more purity – fewer harmful substances. These advantages were demonstrated live to the visitors at Forstmesse when chainsaw sculptor Christian Kutzer showed off his skills.





FOCUS ON

ENVIRONMENTAL CERTIFICATION AS PER ISO 14001:2015

With the claim of integrating environmental aspects systematically and with foresight, Oest has always pursued an environmentally responsible business management style, which was now confirmed by the successful environmental certification as per ISO 14001:2015 by TÜV Rheinland.

Uncompromising environmental management not only strengthens idealistic values, sustainability and employee identification, it also effectively reduces costs, for example as a result of a reduced consumption of resources. This benefits the environment, the company, the employees and customers in equal measure.

The ISO 14001 standard provides a worldwide accepted basis for environmental management systems, to which Georg Oest Mineralölwerk GmbH & Co. KG was now successfully audited by TÜV Rheinland.

At the same time, our existing quality management was confirmed by a recertification audit as per ISO 9001:2015.

With regard to our quality claim and the corporate strategy focused on sustainability, the environmental and QM certifications are important benchmarks for aligning the entire value chain on the objectives of an ecological and economic balance.



GREEN ENERGY FROM WATER POWER

As an electricity and natural gas provider, Oest also offers green electricity to its customers, and therefore the option of switching to electricity from renewable energies – at attractive prices.

AVIA green electricity is generated 100 % from hydroelectric power plants. Part of the electricity sold is generated in newly built, especially environmentally friendly power plants which are less than six years old. This allows us to achieve additional environmental benefits regarding the effect of state subsidies and to meet more than the necessary minimum requirements. Our green electricity is certified with the OK-Power

quality seal which ensures the ecological generation and consistent quality of AVIA green electricity.

With our AVIA products, electricity and natural gas customers can rely on the economic efficiency of a large energy provider, while enjoying the service benefits of a regional provider through the Oest energy team.



SUSTAINABILITY

COMPANY HEALTH MANAGEMENT

The corporate health management at Oest comprises a variety different measures and services for promoting the health of employees in the long term. In addition to health and safety, this also includes the safe design of workstations as well as training and consulting programs for employees.

The services range from campaign days, seminars and financial contributions for fitness centres or pool tickets, healthy back classes and health check-ups to joint activities such as squash, Nordic Walking, life kinetics or a regular running club.

The corporate health management benefits employees and the company in equal measures. Work processes are structured to comply with health and safety requirements, employees are motivated to act in a safe and healthy man-



ner and the workload is reduced. This creates a good working atmosphere and improves the health of employees. Productivity is increased in a "healthy" way.

CCI AWARD: TOP APPRENTICESHIP PROVIDER

The IHK Nordschwarzwald (Chamber of Commerce and Industry Northern Black Forest) has selected the Oest Group for the coveted “top apprenticeship provider” award.

This seal of quality recognises regional companies which are committed to supporting apprentices far beyond the legal requirements. The CCI certification is based on an extensive catalogue of criteria which takes into account, for example, issues such as apprenticeship support, personnel development and career planning, but also volunteering and social commitments.

With commercial, technical and chemical apprenticeships and different degree apprenticeships, the Oest Group offers a wide range of education options. “This quality seal is a great validation of our high level of training quality,” says HR Director Karl-Heinz Kraus. “Our apprentices and students from today are the specialists of tomorrow. Specialists we need so we can continue to operate as a highly competitive company.”

OUTSTANDING



CCI General Manager Martin Keppler (centre) with Johanna Müller, responsible for apprenticeships, and HR Director Karl-Heinz Kraus.

“We enjoy investing in young people and their professional and technical development. In addition to the qualifications in the respective divisions and departments, we repeatedly run cross-divisional projects which are organised and implemented by our apprentices independently, as well as joint activities outside of the company,” explains Johanna Müller, responsible for apprenticeships. This includes apprentices’ outings, joint events and factory tours as well as a regular apprentices meeting at the pub, for example.



Top: Management at Oest customer at the Mercedes-Benz factory in Sindelfingen. Bottom: Bubble football tournament at the apprentices’ day out.



New apprentices and apprenticeship degree students.

APPRENTICESHIPS AND DEGREE APPRENTICESHIPS AT OEST

The options offered by the Oest Group for apprentices and degree apprenticeship students are wide ranging and already start during the application phase – with job info days, apprenticeship exhibitions, application training for pupils and much more.

During an apprenticeship or degree apprenticeship at Oest, the young people can expect intensive support and a varied program across several professions.

And this includes a bit of fun as well, as many joint activities show, for example at a barbecue afternoon with raft building during the introduction days, the shooting of an apprentices’ video for YouTube, regular apprentices meetings at the pub, a customer visit with factory tour at Mercedes-Benz or the bubble football tournament during the apprentices’ day out.



The raft built at the apprentices introduction days was put to the test immediately and proved seaworthy.

Apprenticeships and degree apprenticeships at Oest do not only stand for competent passing on of knowledge in a variety of professions and individual support, but also for team spirit and constructive collaboration.



The new warehouse and logistics building.

NEW WAREHOUSE AND LOGISTICS BUILDING OPENED

Oest has commissioned the new warehouse and logistics building at the company headquarters in Freudenstadt as scheduled. The modern building, which also houses order picking, has a capacity of around 4,000 pallet locations for lubricants and special fuels.

The additional space offers clearly improved storage options, allowing further optimisation of delivery times, despite the very wide-ranging product portfolio with over 700 formulations. Even during peak times, customers can be supplied with products reliably and “just in time”. With regard to the increasing export business with deliveries to many countries worldwide, the new investment delivers added value through the further expanded tax warehouse, which also benefits international customers.



The shelves were still empty at the internal opening ceremony of the new warehouse.

With the construction of the new finished-product warehouse, Oest has taken another important step on the current path of sustainable growth. Of course this was duly celebrated with a small internal opening ceremony for the employees.

AWARD FROM CUSTOMERS

In the last edition of Oest News, we reported on the intensive cooperation with fischer in Tumlingen and the use of our forming lubricants for the manufacturing of high quality fasteners, such as system screws and bolts for façades, bridges or tunnels.

The continuous process optimisation and further development at fischer also includes modification of the fluid management. For the proactive collaboration in this innovation process and the successful change of lubricants in cold forging, Oest Sales Manager Gerald Wölfel and Key Account Manager Volker Warnecke, as representatives for the company, received a certificate “for excellent performance in the framework of the fPS award”.



fischer factory in Tumlingen, a long-standing Oest customer.

fPS stands for “fischer Process System” and comprises all business processes and their continuing development as a whole.

For the teams of specialists at Oest, supporting this process of continuous improvement is both a challenge and a demand. As the award shows, our customers appreciate this very much.

IN FOCUS

GREAT LEAPS

Oest has been supporting a number of social projects for many years, e.g. the Eigensinn Foundation, SOS Children's Villages, Aktion Mensch or Flying Hope. In addition to this, Oest also sponsors promising young athletes from time to time. Among these is 13 year old trials rider Jonathan Heidel.

Joni, as his friends call him, rides for the MSC Amtzell and scored great results as the youngest participant in the last German championships. As a trials ace, he naturally knows how to get the most out of his motorbike while protecting himself from toxic exhaust fumes. Joni is therefore a convinced brand ambassador for our Oecokraft 4T special fuel.



Trials ace Jonathan Heidel relies on Oest Oecokraft 4T.

We are looking forward to the further cooperation and keep our fingers crossed for Joni in the new season.

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