

OESTNEWS

THE OEST GROUP INFORMATION MAGAZINE



In this edition

- Unimog Museum in Gaggenau runs on Östol and Oecopower D
- Östol shows what it can do in active racing
- Baiersbronn Classic stops off at "Germany's most beautiful petrol station"
- Successful pilot project for new AVIA XPress terminals
- AVIA station in Oberkirch celebrates 70 years
- Oest adhesive application systems for cross laminated timber are in demand worldwide
- Royal visit to Trä & Teknik
- ECOTAC VN – A new dimension to finger jointing
- Cooling lubricant in use
- New strategic partnership with Alpet Endüstriyel in Turkey
- New Process AG brings mobile oil supply station onto the market
- Oest Oecopower D – 100% renewable, but not biodiesel!
- E-mobility with new smart electric
- RECO drum saves up to 120 kg CO₂
- Awards
- In focus



Extended management at the Oest Group

OEST

Latest NEWS

Dear readers,

following our award as a 1A Training Company by the Chamber of Industry and Commerce of the Northern Black Forest, the Oest Group has received two further awards this year: the Freudenstadt-Nagold Company Award and the "Healthy company" award. These are successes that have only been possible thanks to the teamwork and exceptional commitment of our employees, and I would like to take this opportunity to thank each of you once again.

The two awards are the result of our joint efforts. But they are also a confirmation of our forward-looking corporate philosophy, which is based on continuous further development, a common approach to quality and to sustainable expansion.

In this issue of Oest News, you can read about what this means specifically across our four divisions – Lubricants, Mechanical Engineering, Petrol Stations and Energy – with interesting articles on current projects, news, events and innovations. Have fun reading!

Kind regards,

Alexander A. Klein
Chairman of the Board



EDITORIAL





Top: Karl-Josef Leib and his workshop team also take care of the maintenance and engine care for the exhibits.
Bottom: The legendary "Orient Express" (built in 1897) in action.



MOBILE WITH ÖSTOL AND OEST OECOPOWER D®

The Unimog Museum in Gaggenau opened its doors to visitors 12 years ago and has been delighting them ever since. Changing special exhibitions and lots of events mean there is always something new to experience. What makes the museum unique is that the exhibits do not just look great, they are also ready to drive.

Even the "Orient Express", the oldest known automotive vehicle, which was produced in Gaggenau in 1897, has been brought back to life in the museum's workshop. This is where the technical director of the museum, Karl-Josef Leib, relies on the high-quality fuels and lubricants from Oest. "The Östol product range offers the perfect oils for the engines



www.unimog-museum.de

and gearboxes of our historic Unimogs", says Karl-Josef Leib. "These are tuned to the higher manufacturing tolerances of the older engines, protect the original seals and increase the engine leak tightness".

The museum also relies on Oest's innovative product, Oecopower D®, to refuel the Unimogs. The renewable diesel fuel, obtained from biogenic residues, sets new standards in terms of eco-balance and reduction in harmful emissions. The significant reduction in emissions, its ageing stability and its compatibility with fossil diesel

are just some of its many positive properties. "Oecopower D® keeps the combustion chambers and injection nozzles clean and protects the entire fuel system from corrosion and deposits. Even after long periods of inactivity, the engines start up perfectly. The diesel bug is a thing of the past," says Karl-Josef Leib with satisfaction.

For more information about Oest Oecopower D®, see page 12 and go to www.oecopower.de.

ÖSTOL OLDTIMER OILS

ÖSTOL SHOWS WHAT IT CAN DO IN ACTIVE RACING

You will, of course, see Östol at a lot of rallies and events with high-quality engine and gear oils for youngtimers and oldtimers. But Östol also sponsors the successful and active Kremer Racing team.

The team and the car were in excellent condition at the Oldtimer Grand Prix on the Nürburgring. The Östol Porsche Carrera RS with Eberhard Baunach at the wheel started in the "Revival German Racing Championship" category. After a very good race on Saturday, the Östol Porsche finished 7th overall and 3rd in its class. On Sunday,

Eberhard Baunach drove a great second race, reaching 10th place overall and 5th in his class.

Östol engine and gear oils are not just used in the Carrera RS, but in all the other Porsche Kremer Racing team cars, including the legendary 935 K3. The E & M Kremer workshop, which is used by a lot of Porsche enthusiasts, also uses Östol. In addition to all maintenance and inspection work, it provides all-round service, from performance enhancements and aerodynamic changes that go far beyond normal tuning to rebuilding a Biturbo Porsche 935 to 850 hp.

Success for Kremer Racing's Östol Porsche at the Oldtimer Grand Prix on the Nürburgring.





SUCCESSFUL PILOT PROJECT FOR THE NEW GENERATION OF AVIA XPRESS TERMINALS

Alongside lots of classic petrol stations with extensive shops and bistros, more and more AVIA XPress stations are becoming part of the petrol station network operated by Oest Tankstellen GmbH & Co. KG. The 24-hour automatic petrol stations are available round the clock, as well as being quick and easy to use.

To offer customers even greater convenience during the payment process, a new outdoor terminal accepting contactless payment was tested as part of a pilot project at the AVIA XPress Station in Freudenstadt. It was a great success, as the new PayTech technology demonstrated that it is a reliable, secure solution that is very easy to use. Contactless payment for EC and

credit cards with the corresponding contactless symbol lets customers pay even faster, speeding up the process at the self-service machine. More stations will see the new payment method soon.



Contactless payment at AVIA XPress self-service machines – fast, easy, and secure.

BAIERSBRONN CLASSIC STOPS OFF AT “GERMANY’S MOST BEAUTIFUL PETROL STATION”

The Baiersbronn Classic is one of the most popular classic car rallies in Germany with over 130 historic vehicles participating in the race and a wonderful route through the Black Forest.

What could be more natural for a nostalgic event like this than a stop at our 60s AVIA petrol station on the Kniebis – a 960-metre-high mountain ridge in the Black Forest and right on the Black Forest High Road? Germany’s “petrol station of the year” is a very popular destination, especially for oldtimer fans, making it a natural stopping point for the Baiersbronn Classic. The petrol station played host to a checkpoint on day 3 of the rally during the “Big Östol Ruhestein Hill Prize”. The drivers got a real glimpse of 50s and 60s style. Each drive got a small present with the obligatory checkpoint stamp. More than 130 participants and spectators thoroughly enjoyed the unique atmosphere at the retro petrol station.



Great atmosphere at the 60s petrol station on the Kniebis mountain ridge.

AVIA STATION IN OBERKIRCH CELEBRATES 70 YEARS

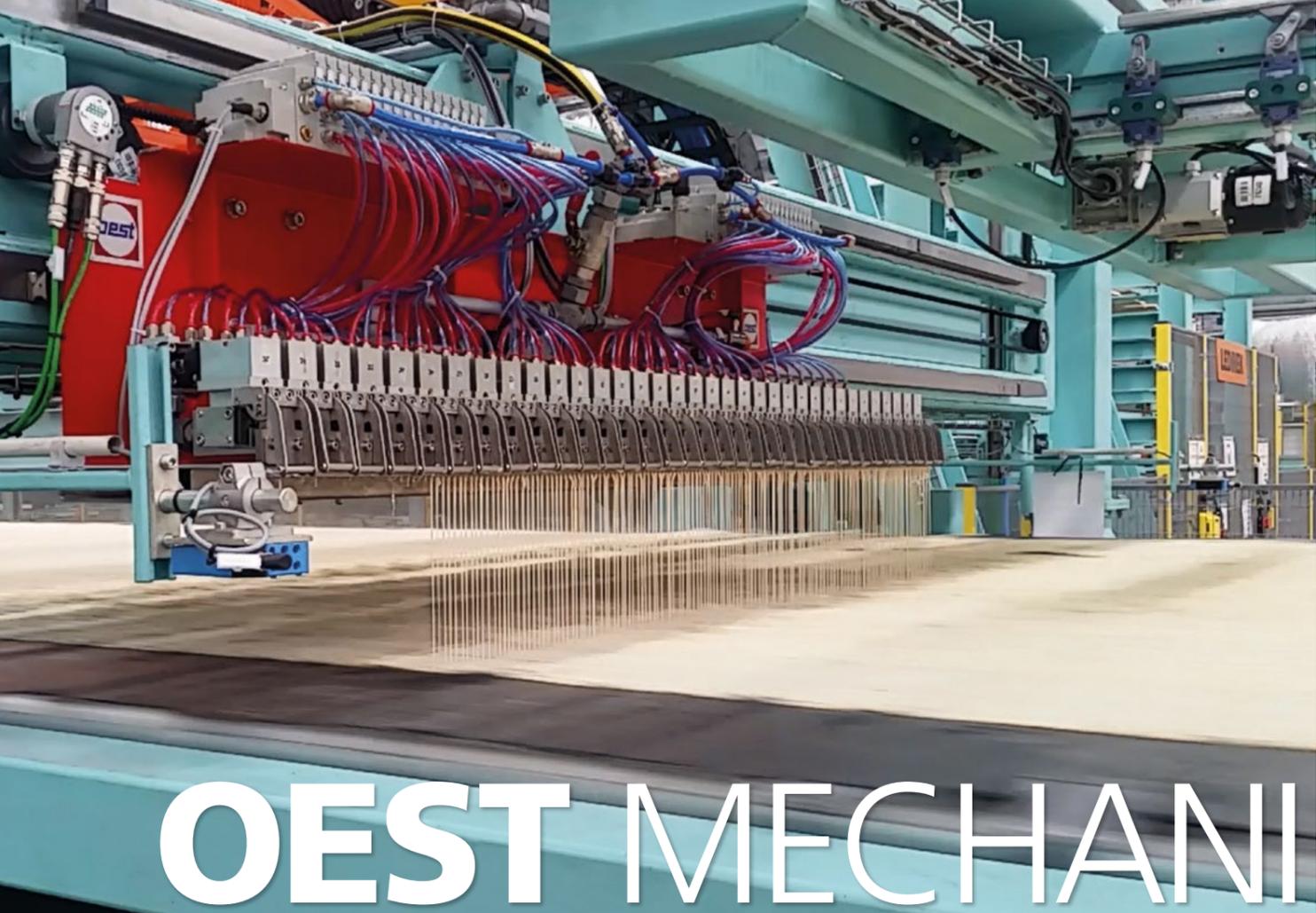
Ulrich Reininger opened his workshop in Oberkirch in 1948 – today it is a modern car dealership with an AVIA petrol station.

From the mid-70s, the company was managed by his son Albrecht and was then taken over by his nephews, Thomas and Jürgen Schweiger, in 2001. The continuously expanded, service-focussed family business has been working with Oest under the AVIA flag for decades. It has been a successful partnership based on mutual trust, continuity and a shared approach to quality.

On behalf of Oest Tankstellen GmbH & Co KG, Tino Schenk thanked the company for their great work together and many years of loyalty with a gift and certificate.



Sales and project managers from Oest Tankstellen GmbH & Co. KG Tino Schenk (left) gives Thomas and Jürgen Schweiger his warmest congratulations on their anniversary.



OEST MECHANICAL ENGINEERING

Application system for CLT elements

OEST ADHESIVE APPLICATION SYSTEMS FOR CROSS LAMINATED TIMBER ARE IN DEMAND WORLDWIDE

Construction with solid cross laminated timber (CLT) elements has seen strong growth in recent years, which is reflected at Oest Maschinenbau in high demand for adhesive dosing and application systems for CLT elements.

While inquiries in the early days were only from the alpine region, interest in the precision systems from Freudenstadt has quickly grown throughout Europe. In recent years, Oest has supplied customers in Sweden, Norway, Finland, France, Italy, Latvia and Russia, as well as systems for German, Austrian and Swiss CLT manufacturers. Inquiries now come from all over the world. In spring 2018, Oest commissioned its first cross laminated timber plant in Australia. The fourth plant for production of large-format CLT elements has already been delivered to the USA. Oest has also delivered systems to Canada,

Japan and New Zealand. More than 50 projects have been completed to date and seven more CLT systems are on the order book for delivery in 2019.

The construction of more and more new buildings with CLT elements is increasing general acceptance of the new timber construction material and demand for cross laminated timber is expected to continue to grow rapidly in the coming years.

Alongside delivery of new production systems, this year also saw some interesting further development. Components for dosing with a second, alternative adhesive were installed in an existing Oest dosing system. This is one more innovation from Oest in adhesive technology – a technology that has been significantly influenced by Oest over the last ten years.

ROYAL VISIT TO TRÄ & TEKNIK

For the 3rd time, Oest Maschinenbau was at the international trade fair for wood products and technology in Gothenburg with our local agent Avance.

More than 220 exhibitors filled the 20,000 m² of exhibition space. Over 7,000 trade visitors came to Trä & Teknik to find out about the latest trends and developments. Visitors were mainly from Scandinavia, but also from neighbouring Baltic countries. Trä & Teknik is the largest industry fair of its kind in Scandinavia. A highlight of the fair was the visit of the Swedish King, Carl Gustaf, who opened the fair. His speech highlighted the fascination for wood as a renewable material and the ways in which it can now be processed.



King Carl Gustaf at the opening speech of Trä & Teknik.

At Trä & Teknik in Gothenburg, we got an extremely positive response to our product portfolio on display. As a partner for the strong Scandinavian wood industry, Oest is the first port of call for high-quality adhesive dosing and application technology Made in Germany.

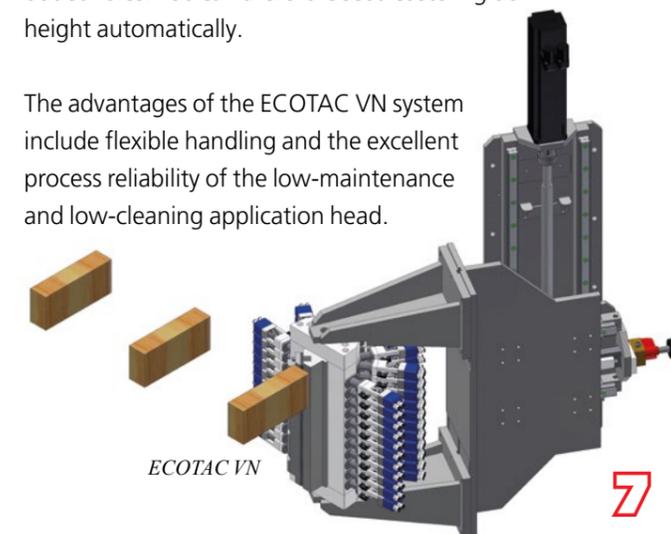
ECOTAC VN – A NEW DIMENSION TO FINGER JOINTING

Finger-jointing wood gives you a lot of possibilities for glued laminated timber – especially in the production of glulam, solid structural timber and duo/trio beams. After the successful introduction of the ECOTAC C comb system for 1- and 2-component adhesives in finger-jointing, the ECOTAC VN system sets new standards.

The current state of the art for finger-joint gluing with an application comb allows you to adjust the glue width manually via a slide, which opens or closes the outlet holes for the adhesive. However, this procedure has some system-related disadvantages. For example, if you want to make changes to the glue height setting because you have varying cross-sections, you can only change from small to large cross-sections, unless you clean the entire system first.

ECOTAC VN is a combination of the newly developed Oest NVB needle valves and the tried-and-tested ECOTAC comb system. 79 needle valves have been arranged around the comb to supply the individual adhesive outlet holes. The needle valves open and close the outlet holes. You can therefore set a custom glue height automatically.

The advantages of the ECOTAC VN system include flexible handling and the excellent process reliability of the low-maintenance and low-cleaning application head.





COOLING LUBRICANT IN USE

ARBURG RELIES ON OEST'S SUSTAINABILITY AND SERVICE EXPERTISE FOR COOLING LUBRICANTS



Stefan Seeger (left), group manager for central production at Arburg, and Andreas Trick from Oest Anwendungstechnik, are in close contact and exchange information regularly.

The further development of state-of-the-art metal cutting production technologies and the growing demands placed on materials and process efficiency go hand in hand with optimisation of the cooling lubricant system. Such optimisation is a task to which Arburg devotes itself with great commitment, working with the team of specialists at Oest Anwendungstechnik.

Arburg is one of the world's leading manufacturers of injection moulding machines for plastics processing. The company's headquarters and production site are in Lossburg in the Northern Black Forest. This is where all the cubic machine components made of spheroidal graphite cast iron are machined in central production and where a wide variety of rotating parts made of corrosion-resistant steels and low-wear high-tech alloys are also manufactured.

Several flexible manufacturing systems are used, integrated into smooth work processes, which in turn require tools with a reliable service life and optimum cooling lubricant performance.

"The requirements for our cooling lubricant systems are as complex as our machining centres – in particular given our vertical range of manufacture and productivity," explains Siegfried Finkbeiner, Head of Production at Arburg. "In the past 12 months alone, we have produced over 1,500 tonnes of metal chips. This illustrates the sheer dimension we are working at."

Workpieces weighing approx. 2 kg to 8.5 t are machined at the central production facility. A wide variety of machining manufacturing processes are used, such as milling, drilling, threading, grinding, smooth rolling and deep-hole drilling. This range puts extreme demands on all production factors – including the cooling lubricants, which have to be able to keep the workpieces free of chips and metal particles in addition to providing cooling and lubrication.

"Very fine graphite particles deposited on the workpieces were a particular challenge for a long time," recalls Stefan Seeger, group manager for

careful monitoring of the lubricants in use is still crucial, as water-miscible cooling lubricants can naturally undergo significant changes in a very short time.

"The regular on-site support from Oest Anwendungstechnik is a real plus for us," emphasizes Siegfried Finkbeiner. "We are always working on the safe side thanks to close monitoring with weekly just-in-time sampling and laboratory analyses. If necessary, corrections in the cooling lubricant system can be implemented immediately. We get process stability at all times, permanently guaranteed."

central production at Arburg. "Switching over to a newly formulated cooling lubricant from the Oest Colometa series has eliminated this problem too. It has also given us excellent tool life and a cooling lubricant system with high biostability".

At the start of changing over to the Colometa cooling lubricant, an intensive series of tests was carried out in close cooperation with Oest Anwendungstechnik. "As the results were good, we initially ran two central systems, each with a capacity of 25,000 litres, with the Colometa cooling lubricant," explains Andreas Trick from Oest Anwendungstechnik, who provided support for the entire changeover process and has since been involved in intensive monitoring. The cooling lubricant system has now been completely changed over to the Oest Colometa line – with excellent results, not just in terms of process quality, but also in terms of safety, health and sustainability.

This has always played an important role in research and development at Oest. Wherever possible, ingredients that pose even a very low risk to humans and the environment are replaced – without compromising on the quality and performance of our cooling lubricants. However,



Rotating parts, such as screws, are also manufactured at Arburg with a fully synthetic cooling lubricant from the Colometa family. Siegfried Finkbeiner, Head of Production (right), is responsible for the production processes.



From left to right: Attila Başulaş and Halil Dogan of Alpet Endüstriyel with Michael Kreft, Director International Sales at Oest.

NEW STRATEGIC PARTNERSHIP WITH ALPET ENDÜSTRİYEL IN TURKEY

Oest metalworking fluids are in demand worldwide. The international logistics and distribution network is being continuously expanded with strategic alliances and partnerships. The most recent addition to the network is the well-known Turkish company, Alpet Endüstriyel.

The product portfolios of the two companies are highly complementary with Oest providing a wide range of metalworking fluids, which are distributed in Turkey in partnership with Alpet Endüstriyel.

The two companies set up a booth together for the first time for around 60,000 trade fair visitors at Maktek Eurasia in Istanbul. With more than 1,000 exhibiting companies, the trade fair for metalworking has become the largest platform for the industry in the Eurasian region. The first joint appearance met with great interest from international trade with visitors from many European and Asian countries.



The joint presence of Alpet Endüstriyel and Oest at Maktek Eurasia was a complete success.

INTERNATIONAL



NEW PROCESS®

NEW PROCESS AG BRINGS MOBILE OIL SUPPLY STATION ONTO THE MARKET

New Process AG, a Switzerland-based subsidiary of the Oest Group, not only supplies a comprehensive range of lubricants, it also provides special custom solutions for its customers, such as a mobile oil supply station. When it comes to lubricant maintenance for machines that are often far away from your workshop, the mobile station saves valuable time and money.

Particularly in Switzerland in areas such as tunnel construction, there are many large specialist machines that have only limited mobility and are often in use around the clock. Maintenance downtime is expensive and impacts machine productivity.

Using a mobile oil supply station, customers can keep maintenance times to a minimum and do not need to transport machines to the workshop. Maintenance can be carried out at the most effective time and flexibly on site wherever the machine happens to be.

The mobile oil supply station can be planned and set up to suit the specific needs and preferences of the customer. It is usually based on a central axle trailer with box body and a total weight of 2,500 kg or 3,500 kg. The station is operated via the 230 V power grid.

The technology and space has been thoughtfully designed to deliver a unit that is easy to use and spacious. The number and volume of the tanks can be varied, as well as the design of the hose reels, oil guns and flow meters. The waste oil tank is also installed at the required size, with a



The mobile oil supply station is flexibly equipped to meet customers' specific requirements.

powerful pump that can change direction of flow for suction and pumping. The oil supply station also has an air compressor with a 100-litre tank and variable length air hose reel.

The trailer can be accessed through two side flaps and the tailgate and it offers plenty of storage space for more equipment.

www.new-process.ch



E-MOBILITY WITH NEW SMART ELECTRIC

A new smart electric vehicle is a valuable addition to the vehicle fleet of the Oest Group. It is charged by one of the company's own charging stations, which is also available to all employees. Of course, it gets "filled up" with our own AVIA electricity from the Oest energy team.

Saskia Weegels and her team at Oest sell a wide range of heating and drive fuels, and not just to commercial customers. Private households can also purchase natural gas, electricity and green electricity directly from Oest. And it is very much worth it – not just because of the attractive terms. Our many satisfied Oest customers really appreciate the excellent service, the reliable personal contact and the consistently



Clean electricity from wind and water makes e-mobility sustainable and ecological. The Oest energy team offers custom tariffs.

high level of support. "We deliberately do not give out free gifts or short-term offers to attract new customers. Instead, we strongly believe in fair, transparent terms that our customers can rely on in the long term. And they appreciate that," says Saskia Weegels, Head of the Energy Division.

SUSTAINABILITY

OEST OECOPOWER D® – 100% RENEWABLE, BUT NOT BIODIESEL!

Oest has expanded its range of special fuels for two- and four-stroke engines. The Oecomix 2T® and Oecokraft 4T®, which have been tried and tested over many years, are now joined by a groundbreaking new product – the Oecopower D®, a renewable special fuel for diesel engines that sets new standards in terms of eco-balance and reduction in harmful emissions.

Oecopower D® is based on biogenic residues and combines all the benefits of a fuel that has been developed from renewable raw materials without accepting the disadvantages of a conventional biodiesel. The significant reduction in emissions and ease of use without needing to change equipment are just two of the many positive features of the premium fuel, which is being used successfully in diesel vehicles and machines by more and more companies.

Oecopower D® is not just extremely resistant to cold all the way down to temperatures of -35°C, it is also resistant to ageing. The diesel bug and changing from summer to winter diesel are therefore a thing of the past – even for machines that are used seasonally and stored for longer periods.

Given the high cetane number, Oecopower D® burns more cleanly and delivers more power to the engine. It keeps combustion chambers and injection nozzles clean and protects the entire fuel system from corrosion. However, most importantly it keeps pollution levels to a minimum, as more than 40 scientific studies have found: 33% less particulate matter, 9% less nitrogen oxides, 30% less hydrocarbons and 24% less carbon monoxide. The product can reduce greenhouse gas emissions over the entire product life cycle by up to 90% compared to fossil diesel fuel. www.oecopower.de

RECO DRUM SAVES UP TO 120 KG CO₂

To highlight the high quality of our lubricants, we have developed and introduced a new drum design. 200 litre and 60 litre drums now have new Oest branding, expanding our brand presence and manufacturer transparency.

For some product groups, reconditioned drums will continue to be used in the same base coat, but without the Oest logo. These RECO drums are specially prepared and can therefore be reused several times.

In addition to the cost benefits for our customers, our RECO drums are eco-friendly and less resource-intensive. Experts estimate that they generate up to 120 kg less CO₂ per drum.

We accept any cosmetic blemishes on the drums too, for the sake of the environment. This is advertised by a label on the RECO drums with the following information: "Reduce your carbon footprint – up to 120 kg less CO₂".



HEALTHY COMPANY

The Oest Group was one of only five companies in Baden Württemberg to be given the "Healthy company" award for its company health management programme.

Since 2014, company health management has been deeply embedded within the Group. In addition to health and safety at work and a healthy workplace, this includes a whole range of health-promotion measures and activities. These range from activity days, seminars and concessions for fitness centres and swimming pools to back training, health check-ups, and joint activities such as squash, Nordic walking, life kinetics, volleyball, a regular running meet-up and much more.

Christine Weber is the company health management representative at Oest and works with 15 colleagues – our "health leaders" – from different departments to deliver the programme. They are very keen to hear ideas from colleagues. And anyone in the company who wants to get actively involved can become one of our "health leaders" too.



Reducing stress during breaks – also a part of company health management.

The "Healthy company" award was presented by Thomas Mayer, Chief Executive Officer of the Chemicals Associations of Baden-Württemberg. "Oest is one of the first companies to receive this award and is regarded as a pioneer in company health management," says Mayer. "The award has challenging criteria and is only granted after careful assessment".



Thomas Mayer (right) presents Alexander A. Klein with the award and certificate.

"The condition for the great success of our company health management programme was and remains, of course, the support and full backing of our management team," emphasises Karl-Heinz Kraus, HR Manager at the Oest Group. "For us, health management is not just part of the job, it should be stimulating and motivating for us as a team".

"The safety, well-being and health of Oest's employees have always been of great importance to us," says Alexander A. Klein. "Our company health management programme has not only succeeded in designing work processes that are healthy, reduce stress and improve employee health. It also enriches our corporate culture and contributes to a great working atmosphere."



OUTSTANDING

COMPANY AWARD FOR THE OEST GROUP

The Oest group was one of the prize winners in the business management category at the Freudenstadt-Nagold company award. CEO Alexander A. Klein received the prize at the award ceremony.

The President of the Chamber of Commerce, Claudia Gläser, paid tribute to the company for its outstanding achievements and exceptional commitment to apprenticeship and further education, as well as to the range of health-promotion measures and activities available to employees under the company health management programme. Claudia Gläser said that the group had been shortlisted and finally selected by the jury because of the wide range of training and dual degree courses on offer, the family-friendly working models and the promotion of women in management positions.

Following recent awards for Oest as a "1A Training Company" and a "Health company", this is one more significant award and tribute to the company.



UNTERNEHMENS
PREIS Nagold | Freudenstadt
Unternehmensführung



Freudenstadt's Mayor Julian Osswald (right) with Claudia Gläser (2nd from left) presented the company award to Alexander A. Klein (centre).



FACTORY TOUR AT STICKEL FOR OEST APPRENTICES

One of the main items on the itinerary for the excursion this year for our trainees and dual students was a factory tour at our long-standing customer, **Stickel GmbH**, in Löchgau.



Matthias Stickel (left) and Uwe Zikofsky (right) welcomed the apprentices and dual students from Oest, accompanied by Johanna Müller, Head of Training (2nd from left) and Alexander A. Klein (3rd from left), Chairman of the Board.

The company, which has been using Oest forming lubricants for many years, has made a name for itself in the automotive industry with precision sheet-metal parts for prototypes and small runs. Another mainstay of the company is the reproduction of original classic car body parts as an exclusive partner to Porsche, but also for other automotive companies, such as Mercedes-Benz and BMW.

During the impressive guided tour through the company by managing director Matthias Stickel and company secretary Uwe Zikofsky,

our apprentices gained interesting insights into the field of sheet-metal forming and saw Oest lubricants in practical use live on site. After brief refreshments, the next item on the itinerary was a visit to the trampoline centre in Bad Cannstatt, where the excursion ended on a high note.

IN FOCUS

OEST FAMILY DAY

All employees and their families were invited to the Oest Group Family Day.

The event took place in beautiful weather on the grounds in front of the new warehouse and logistics hall with a lot of food and drink and a varied programme of entertainment for the whole family.

In addition to guided tours through the company, the programme had attractions for young and old – from children's theatre and Unimog ramp rides to an XXL jump+slide, aquaball, foot darts and much more. A special highlight was the appearance of cabaret artist Christoph Sonntag with his "Bloß kein Trend verpennt" performance ("Let's not miss a trend" – a satirical take on all the latest trends).

Great weather and atmosphere at the Oest Family Day.

SUPPORT FOR DEFIBRILLATOR PROJECT

The Oest Group has given its support to the "Herzsicherer Landkreis" project, an initiative by the Björn Steiger Foundation, which has worked with the district of **Freudenstadt** and sponsors to provide the region with more than 120 automated external defibrillators (AEDs).

Cardiac arrest is one of the most frequent causes of death in Germany with around 100,000 victims annually. A defibrillator combined with cardiac massage can save lives. The AED devices, which are distributed throughout the region, are placed in highly frequented public locations. They are self-explanatory to use with acoustic instructions and are triggered fully automatically just when necessary. This means ordinary members of the public can use them correctly.



Award for our sponsorship of the "Herzsicherer Landkreis" defibrillator campaign.



You can find the AED locations at www.steiger-stiftung.de/aed-freudenstadt.

The campaign also includes resuscitation training in many communities and towns, carried out in cooperation with the German Red Cross.



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