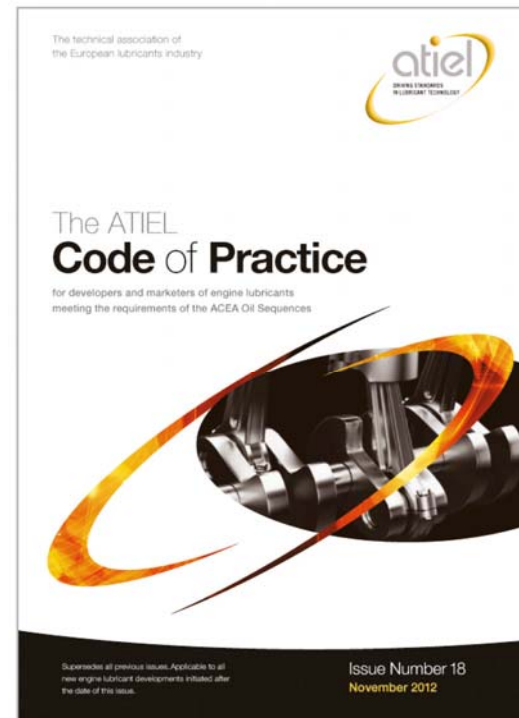


The new ATIEL Code of Practice

for developers and marketers
of engine lubricants meeting
the requirements of the ACEA
European Oil Sequences



UNITI Mineral Oil Technology Congress -
Stuttgart, April 2013

Speakers introduction



- **Adri van de Ven**
 - Kuwait Petroleum - Product Development Manager
 - Chairman of the ATIEL Base Oil Interchange Committee
 - 28-year career in the oil industry



- **Peter Tjan**
 - President of ATIEL since 2011
 - 25-year career as an oil industry executive
 - Experience in refining, lubricants marketing and sales

What is ATIEL?

- The technical association of the European lubricants industry
 - A European Economic Interest Grouping (EEIG), registered in Brussels.
- Represents the common interests of European lubricant manufacturing and marketing companies
 - Membership open to companies actively engaged in the marketing and/or manufacture of lubricants in the EU.
 - Promotes dialogue between its members and associated industries on technical issues, regulations, specifications and Codes of Practice.



ATIEL membership



ExxonMobil



LOTOS



NESTE OIL



- 20 member companies - European and global representation

Key technical activities

QUALITY

- Developing guidelines and best practices for formulation of engine lubricants
- Promoting quality and availability of appropriate lubricants
- Supporting auditable quality management systems
- Contributing to development of industry (CEC) engine and laboratory tests



PRODUCT SAFETY

- Developing generic exposure scenarios and guidance to assist lubricants companies to comply with EU's REACH regulation
- Developing common practices on health, safety and environmental issues



Code of Practice - background

- For engine lubricants to be accepted for use by European vehicle manufacturers (ACEA), they must meet minimum quality & performance levels.
- These levels are set out by ACEA in its European Oil Sequences, which are revised regularly.
- Marketers of a lubricant claiming to meet ACEA performance requirements must ensure compliance with the ATIEL Code of Practice.
- Lubricant marketers are responsible for all aspects of product liability!
- ATIEL, through its Code of Practice, is there to help you...



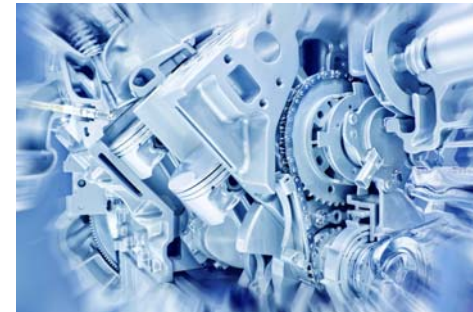
ATIEL Code of Practice

- Document that assists lubricant companies in their compliance with the requirements of the ACEA Oil Sequences.
- Provides formulation guidelines that present accepted industry best practices - updated in line with evolution of the ACEA Oil Sequences.
- Provides a common approach and standards for the whole industry.
- Provides reassurance to OEMs and end-users of the quality and consistency of lubricants making ACEA performance claims.
- In existence since 1996 - currently on Issue 18.



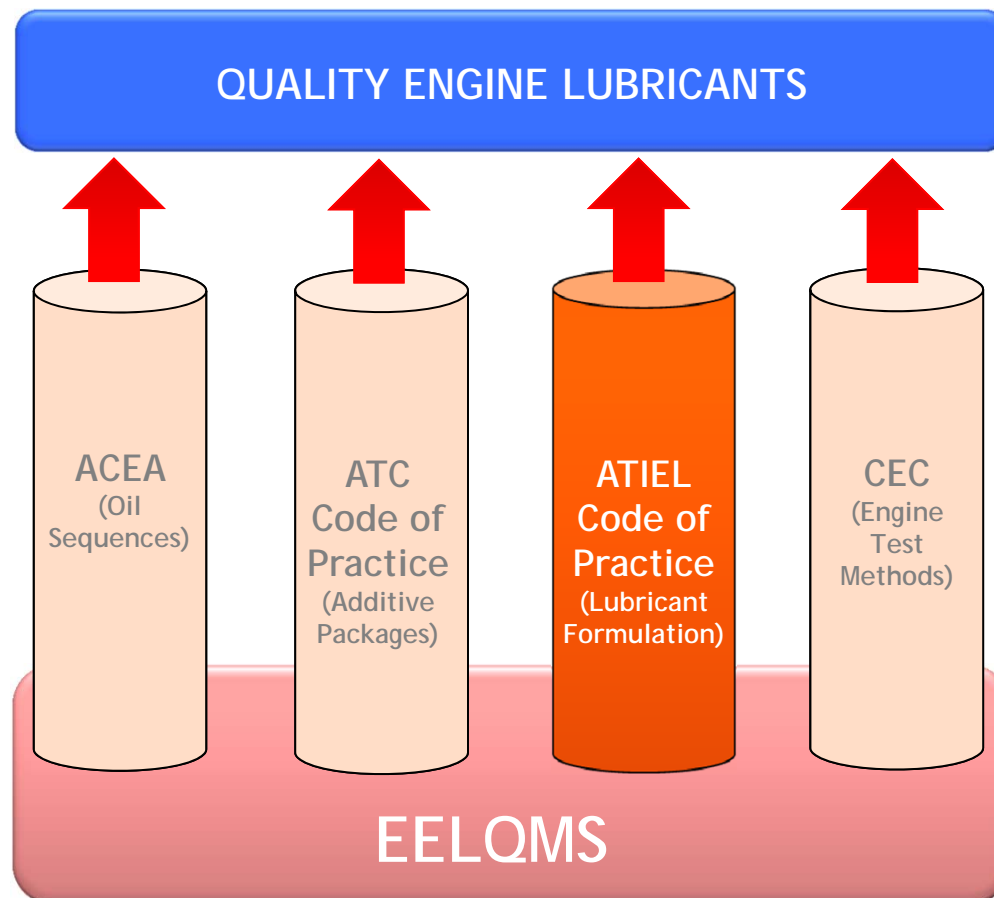
ACEA European Oil Sequences

- ACEA European Oil Sequences are quality standards for engine lubricants used in light duty passenger cars & heavy duty trucks.
- ACEA Oil Sequences are updated regularly to address:
 - Changes in legislation
 - Changes in engine design & technology
 - Changes in fuel composition (eg biofuels)
- ACEA requires engine lubricants to be developed in accordance with the European Engine Lubricant Quality Management System (EELQMS) when performance claims are made against ACEA Oil Sequences.
- The ATIEL Code of Practice is a core pillar of EELQMS.



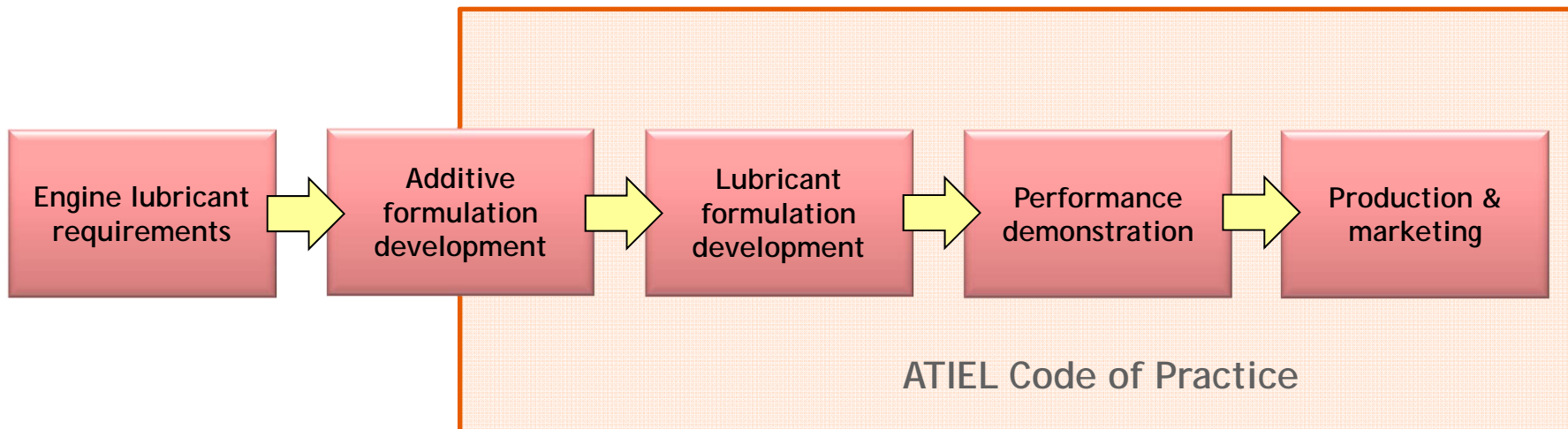
EELQMS

European Engine Lubricants Quality Management System

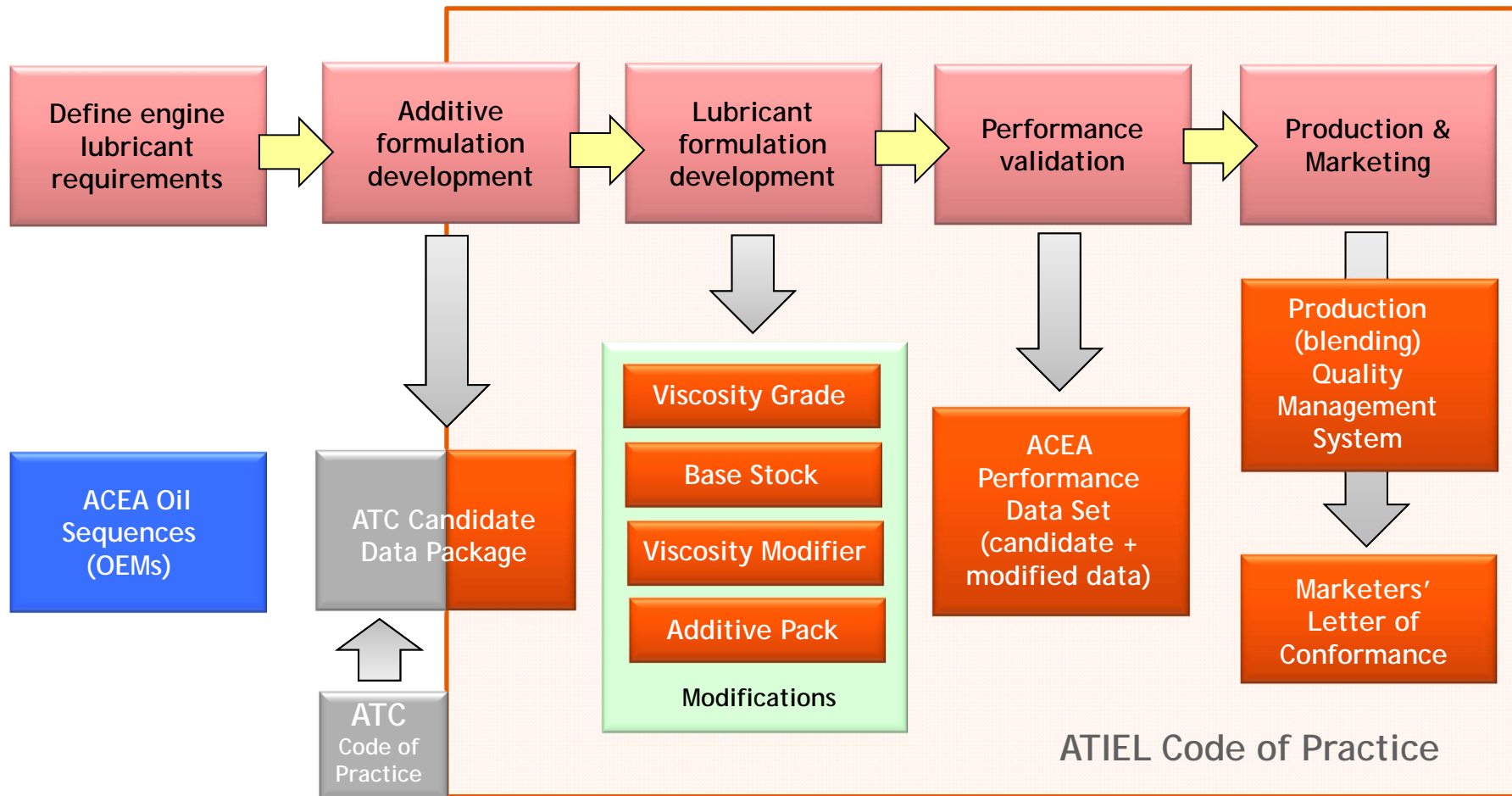


- EELQMS is currently described in Section 3 of the ATIEL Code of Practice Issue 18.

Engine lubricant development process



Engine lubricant development process



Engine lubricant development process

ATIEL lubricant marketers' Letter of Conformance

- Required for ACEA performance claims
- Confirms compliance with EELQMS
- Signed Letters held by ATIEL
- List of signatories on ATIEL website
- Renewed every two years
- Letter of Conformance template available from ATIEL website: www.atiel.org



Code of Practice - benefits

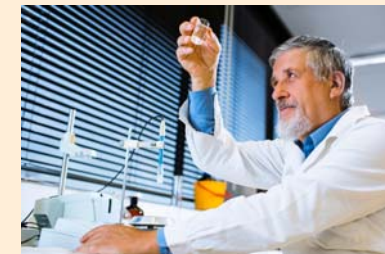
ACEA (OEMs)

- controlled and consistent quality of engine lubricants
- wide availability of lubricants meeting ACEA requirements
- helps protect against warranty claims



Lubricant and additive industry

- cost-effective engine lubricant development
- formulation optimisation and controlled flexibility
- common approach & standards (level playing field)



End user

- trouble-free operation
- confidence in lubricant performance claims
- wide availability of lubricants meeting ACEA requirements



Code of Practice - contribution to quality

Since 1996 the existence of the ATIEL Code of Practice has contributed to:

- Higher quality lubricants in the market
- More precise engine & lab tests
- Clearer formulation guidelines
- Development of a lubricant quality management system



QUALITY

Code of Practice - Issue 18

Why a major editorial revision?

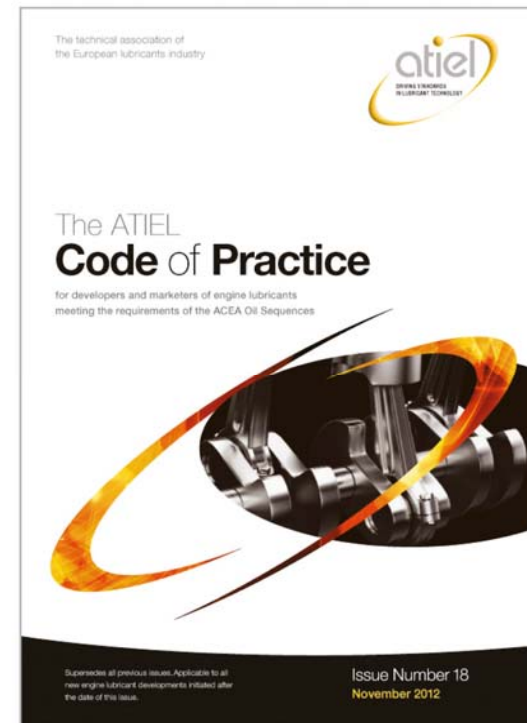
- ACEA Oil Sequences now support the global businesses of ACEA members, not just European operations.
- Lubricant formulations and development processes have become more complex (wider sourcing of base oils etc).
- Revision after revision meant the Code had become more difficult to follow.
- Language and terminology needed to be clarified and standardised.

Code of Practice - Issue 18

What is new?

- Consistency in style, format and language.
- More intuitive, logical structure.
- More closely resembles lubricant development process.
- Topics grouped together rather than spread throughout the document.
- Meanings clarified.
- Underlying technical content unchanged (in this update).

ATIEL is committed to ensure the Code remains relevant to future developments.



Current activities

CODE OF PRACTICE:

- Updating (Issue 19) to comply with ACEA Oil Sequences 2012
- Strengthening audit requirements
- Developing training materials
- Introducing practical application examples
- Promoting wide-scale adoption

EELQMS:

- Repositioning as overarching quality management system for engine lubricant development
- Raising awareness of value across industry stakeholders
- Promoting wide-scale adoption both inside and outside Europe
- Investigating issues around industry compliance

Conclusion

- Compliance with the ATIEL Code of Practice benefits all stakeholders:
 - **OEMs** ✓
 - **Lubricant companies** ✓
 - **Additive companies** ✓
 - **Workshops** ✓
 - **Consumers** ✓
- ATIEL is committed to update the Code of Practice in line with the continuous evolution of the ACEA Oil Sequences.
- ATIEL actively promotes cross-industry adoption of the Code of Practice.



Thank you!

To download the current issue of the
ATIEL Code of Practice please visit:

www.atiel.org