OESTNEWS



THE OEST GROUP INFORMATION MAGAZINE



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Dear readers

The current global political and economical developments present great challenges for our society, but also for companies.

Thanks to all our efforts in recent years, the Oest Group is still on a solid foundation. This gives us the basis for overcoming these special challenges, caused by more than two years of coronavirus and the war in Ukraine. But we still also need great commitment, flexibility and creative solutions to efficiently adapt processes to the changed situation in the procurement and sales markets. For us, that means being open to changes and having the courage to pursue different paths, not only to weather the crisis but also to be ready for what comes afterwards.

Further expansion of digital transformation, sustainability, customer focus and opening up new markets still play a crucial role in all this. This also becomes evident from the articles in the current issue of Oest News, which provides you with interesting insights into the different divisions and the development of our group of companies.

Best regards

Alexander A. Klein
Chairman of the Board





NEW FLUID MANAGEMENT APP FROM OEST





The new Oest My Fluid App - an easy, fast and free tool for efficient fluid management.

For metalworking, Oest offers not only powerful cooling lubricants, but also competent support for customers' fluid management. The new, specially developed **Oest My Fluid App now gives metalworking** companies an efficient tool for managing their cooling lubricants.

Oest My Fluid is a quick, easy and free way to digitally document all required measured values as per the Technical Regulations for Hazardous Substances TRGS 611. With integrated task management, users always have an overview of due measures and are therefore in control of consumption, costs and the maintenance and service status at all times. The PRO version offers additional helpful features such as a clearly structured dashboard, evaluation diagrams, photo and file uploads, limit value setting and notifications and much more.

OEST FILLING STATIONS EXPAND DIGITALISATION

Oest Tankstellen GmbH & Co. KG runs a large network of AVIA filling stations in southern Germany. To further optimise the support for all stations, Oest introduced a new software for inventory management and technical support.

A cloud based, user-friendly solution was selected and customised for the specific requirements. The introduction of the new software focused on increasing the efficiency of the central inventory management and on optimised, fast helpdesk solutions for the many Oest filling station partners and leaseholders.

The system is the ideal tool to support centralised processing of inquiries and error messages. Among other things, all master data on the detailed furnishings and technical equipment of the stations are stored in the system - including year of manufacture, warranty period, manufacturer, customer service contacts and suppliers.

Technical troubleshooting and inventory inquiries can be evaluated better and also processed faster. In addition the high level of transparency and process optimisation, digital networking makes communication easier.

NEW FEATURES IN THE OEST WEB SHOP

The successful B2B web shop for lubricants, special-purpose fuels and accessories is under continuous development and optimisation. More and more customers are ordering through the convenient online shop to benefit from the many advantages.

The updated FAQ section provides information on products and services and on the different shop features. The Oest sales team is additionally available for questions and inquiries.

What is particularly efficient for customers is that the web shop is linked to their own ERP system. This can be implemented via the OCI interface in just a few steps. Then the shop page can be called up directly from the ERP system. The shopping basket is automatically transferred to the customer's own inventory management software.



The Oest web shop offers customers numerous advantages.

By ordering in the shop, customers save time as well as money, because all products are 2 % **cheaper** in the online shop. With this discount, Oest passes any cost savings from the reduced administrative costs directly on to the customer.



The "village shop" of the Black Forest filling station in Dornhan

OEST BLACK FOREST FILLING STATION RECEIVES AWARD AS "FILLING STATION OF THE YEAR"

With a concept focused on regional products, individuality and sustainability, Oest Tankstellen GmbH & Co. KG has once again won the coveted award as "Filling Station of the Year". After winning the first title for the retro style station in 1950's and 60's style in Freudenstadt-Kniebis, the award for the Shop category 2022 now went to the AVIA filling station in Dornhan.

The station known as the Black Forest filling station with its "village shop & restaurant" is very different to conventional filling stations and its unusual concept goes far beyond the usual bistro and shop offerings. In addition to the usual filling station products, a village shop with an unusual and individual design offers many high-quality fresh products from regional producers, organic growers and farms nearby. Harmonious presentation of the products is a special focus, while the classic filling station range, which of course is also available, has moved into the

background. The village restaurant with its rustic décor is located directly next to the shop, features a wood burning stove for colder days and a sunny patio and offers regional dishes and daily specials. The many lovingly implemented details in the village shop & restaurant create a very authentic and welcoming atmosphere that invites customers to shop and stay for a while while underlining the high quality of the regional products. Ecological aspects were considered as well for the design of the outside area. An insect-friendly wildflower meadow was sowed as part of a sponsorship for the "Nature Reserve in Bloom" project.

From the exterior design and the quaint interior styling to the unusual product range and food menu in the village shop & restaurant, the well coordinated concept that focuses on regional products and sustainability convinced the panel of judges when selecting the filling station of the Year 2022.

FOOD SHARING – SUCCESSFUL PILOT PROJECT AT OEST AVIA FILLING STATIONS

In Germany alone, 11 million tons of food are thrown away every year. According to studies, 40 % of it would still be perfectly fine to eat.

Several good concepts and ideas have existed for years to counteract this waste. Oest Tankstellen GmbH & Co. KG has launched the cooperation with the Foodsharing e.V. organisation as a pilot project at some of its AVIA filling stations. The objective is to protect resources and the environment by using up as much food as possible.



for exchanging food). The non-profit organisation sees itself as a supplement and support for the over 900 food banks in Germany.

FILLING STATIONS

The work is done by volunteers. The so-called "food savers" regularly collect goods that can no longer be sold due to the best-before date being exceeded or other reasons, but are still suitable for consumption. The majority of the "rescued" food is then donated to charities, food banks or soup kitchens and distributed through the Foodsharing network or "fair sharers" (public shelves

The trigger for the collaboration with Food-sharing was the village shop & restaurant concept for the Black Forest filling station in Dornhan. Avoiding food waste was a key part of the overall concept already during the planning phase. The experience this far has been so good that there are plans for extending the collaboration to other Oest AVIA filling stations.

OEST FILLING STATIONS ADD 11 NEW SITES

The German AVIA Group in Munich has acquired a total of 46 ESSO and OMV filling stations from the filling station owners EG Deutschland GmbH and OMV Retail Deutschland GmbH.

Upon completion of a merger review process, the takeover was approved by the responsible antitrust authority. The buyers are individual AVIA partners, including Oest Tankstellen GmbH & Co. KG who took over 11 stations in the states of Baden-Württemberg and Bavaria. The new filling stations are located in Bad Herrenalb, Bietigheim-Bissingen, Frickenhausen,

Kirchheim unter Teck, Munich, Rutesheim and Stuttgart.

It was not a routine task for the Oest team to coordinate so many "newbies" within a very short period of time, with respect to both the administrative aspects and the actual transformation on site. But with good preparation, great commitment and a passion for teamwork, everything went smoothly.

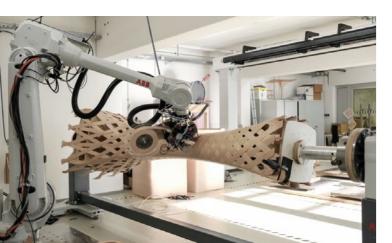


Timber exhibition stand of BBSR at digitalBAU 2022 © Experimental and Digital Design and Construction, Kassel University

RESEARCH PROJECT ON THREE-DIMENSIONAL HOLLOW PROFILE LIGHTWEIGHT COMPONENTS

Oest Mechanical Engineering was able to support a research project of Kassel University by providing a HYDROTOP 1D150P adhesive dosing system with a FACETAC P application head.

The aim of the research project called "3DWoodWind" was to demonstrate new additive technologies in timber construction. It used a three-dimensional robotic winding



elements that allow for a new type of lightweight construction. The reduced use of materials means that the process enables highly sustainable use of wood as a resource.

process for material-efficient hollow profile

An Al-controlled design logic allows for an intelligent combination and design of the modular components to produce multi-story structures that have such a high performance level that they could replace concrete or steel systems in the future.

The 3DWoodWind research project won an award in the BBSR Research Prototype 2022 implementation competition for applied research in the interface between artificial intelligence and digital manufacturing methods.

Production of initial prototypes at the research lab.
© Experimental and Digital Design and Construction,
Kassel University

"HOME GAME" FOR OEST MECHANICAL ENGINEERING

As a technology leader, Oest Mechanical Engineering supplies CLT factories all over the world with systems for adhesive dosing and application. One of these factories is currently being built directly outside of Freudenstadt, in the neighbouring town of Seewald-Besenfeld. The HolzBauWerk Schwarzwald GmbH business association is building a new CLT factory here and relies on adhesive technology from Oest.

Cross-laminated timber, or CLT, is a wood panel product made from gluing together three, five or seven layers of solid-sawn wood. CLT is dimensionally stable, load-bearing and ideal for walls, ceilings and roofs in buildings.





The new CLT factory in Seewald-Besenfeld, made of timber – naturally.

CAL ENGINEERING

HolzBauWerk Schwarzwald GmbH unites three traditional sawmill and timber processing companies from the region – Echtle from Nordrach, Kübler from Haiterbach and Streit from Hausach. The production workshop with a floor space of 13,000 m² was fittingly constructed from timber, with a supporting structure built by Wiehag from Austria – also an Oest customer. The special feature of the workshop façade is that is was clad with carbonised (charred) silver fir panels. The coal layer provides natural weather and pest protection for the wood.



Oest is one of the key machine suppliers for the manufacturing systems in the production workshop. The core is the Kontitop 2Z adhesive application system with a travelling gantry that holds the Facetac FD adhesive application head. This allows for complete adhesive application on timber boards with a width of 3.6 m and a length of 16 m in a single pass. The gantry travels at a speed of 120 m/min. Two Kontitop 1Z joint adhesive application systems with Contact VN application head were also supplied, as well as a Hydrotop 1D150R dosing system with Profitac VN application head for applying adhesive to finger joints. All four systems reflect the current state of the art of highly innovative adhesive application technology.

HolzBauWerk Schwarzwald GmbH in Seewald-Besenfeld will be a future-oriented timber industry factory which will be manufacturing a modern timber construction product using regional timber from autumn 2022.

HolzBauWerk Schwarzwald GmbH uses modern technology from Oest.



ROOTED IN THE BLACK FOREST, AT HOME IN THE WORLD

While Oest filling stations are successful with over 100 AVIA stations in southern Germany and the Oest Energy team also exclusively looks after customers in Germany, Oest lubricants and the machines and systems from Oest Mechanical Engineering are delivered all over the world.

Oest Mechanical Engineering hold a leading position in the development and production of adhesive dosing, mixing and application systems for the timber processing industry. More than 2800 customised systems play an important role in laminated timber construction worldwide as well as in the manufacturing of solid structural timber and window stocks. Oest Mechanical Engineering has an export share of approx. 75 %. The company has played a major role in shaping the current state of the art with various types of adhesive application, such as finger-joint and surface adhesive application, and has been included

in the list of "hidden champions" as the world market leader in the field of adhesive technology for the production of CLT. Around 80 % of all industrial CLT production sites worldwide currently use application systems from the mechanical engineering company in Freudenstadt. Customised adhesive dosing systems from Oest are also used internationally in the caravan and insulation industry as well as in the production of sandwich elements.

Oest service engineers at work. Their tasks include setting up and maintaining machines at customers in Germany and abroad.



OEST INTERNATIONAL SALES

Not only have Oest Mechanical Engineering been relying on high export shares for many years, Georg Oest Mineralölwerk GmbH & Co. KG are also opening up new markets worldwide with high-quality industrial, metalworking and automotive lubricants.

Subsidiaries, distributors and a continuously growing network of sales partners ensure that Oest products "made in the Black Forest" are used successfully in more and more countries all over the world.

The Oest Trading (Shanghai) Company Limited in China is one subsidiary that has further established itself on the market. Under the

View from the office building in Shanghai.

Frank Shen, CEO of Oest Trading (Shanghai) Company Limited.





management of Frank Shen in Shanghai, the company supplies the Chinese market with lubricants made in Germany for industry, metalworking and the automotive sector. With its focus on quality and a diverse portfolio, the

company and its experienced team are ideally positioned to further expand its market position in China, where the "made in Germany" label is still highly respected.

NEW PROCESS AG IN SWITZERLAND

The Swiss company New Process AG, which is rich in tradition and has been part of the Oest Group since 2011, offers an extensive product range and supplies the local market with lubricants, special-purpose fuels and a varied range of accessories.

The company headquarters with a modern warehouse and logistics building are located in Felben-Wellhausen in the canton of Thurgau. Managing Director Cornel Raymann and his team focus on comprehensive customer service and product variety. The links to Oest Application Engineering make it possible to also offer customised solutions and flexible private label services.



New Process AG in Felben-Wellhausen.

With a new online shop, New Process AG also offers easy ordering over the internet. Customers in Switzerland can purchase the entire range of Oest products in this way, alongside other items.



The chips and temperature generated during deep-hole drilling place high requirements on the cooling lubricant.

DEEP-HOLE DRILLING AND MILLING WITH JUST ONE COOLING LUBRICANT FOR ALL APPLICATIONS

For 25 years, Bühler CNC-Technik have been manufacturing individual parts and small runs with complex shapes from a variety of different materials – from single components to complete assemblies.

Powerful 5-axis machines are the basis for versatile work processes that implement complex drilling and milling tasks. Efficiency and flexibility play a special role here. For batch sizes between 1 and 10 units, this is due to highly individual customer orders, but also due to the many different materials that are processed with CNC systems at Bühler. This includes steel, stainless steel, brass, copper, cast iron and aluminium.

Work preparation and CAM programming are the responsibility of Frank Pfau, foreman and head of production. Together with owner and managing director Bernd Bühler, he is committed to continuous process optimisation

in production, for which cooling lubricants also play an important role. "The flexible use of our CNC systems man that we need high-performance cooling lubricants that are as versatile as possible," stresses Bernd Bühler. "For example, we used to have a specific deep-drilling oil for drilling deep holes. The disadvantage was that the upstream and downstream milling tasks required substantial setup times and effort.

Optimum performance of tools requires the right cooling lubricant.



Today, we use the same water-miscible cooling lubricants with the same concentration for all deep-hole drilling and milling – an emulsion from the Oest Colometa family. That makes the whole process simpler and saves time and money."

"When we carried out milling and deep-hole drilling with the same water-miscible cooling lubricant from Oest during the test phase, we were truly surprised to achieve excellent results without changing the concentration, even with deeper holes and a variety of different materials," explains Frank Pfau. "There were neither steam bubbles or increased foaming nor higher wear



Customer support on site at Bühler CNC-Technik provided by Andreas Trick from Oest Application Engineering (r.).

IG LUBRICANTS

on the tools. Cooling, drilling quality and the chips and dirt ingress characteristics turned out to be perfect, even across many applications and over an extended period of time. So we changed all machines over to Oest Colometa. Since then, we only need one single cooling lubricant in all machining centres. That makes everything so much easier – from process stability, reduced setup times and less cleaning of the workpieces to stockholding and easier handling."

Bernd Bühler adds: "Another positive result of the change is the clearly better air quality in our production workshop because the oil mist has been eliminated. And employees no longer experience any skin irritations. The cooling lubricant has proven to be highly stable and has required hardly any adaptations or a change of the cooling lubricant," reports Bernd Bühler. "The proactive support from Oest offers us additional reliability when there is optimisation potential during the use of cooling lubricants. This, by the way, also applies to the turning-milling processes which we also changed over to a new emulsion from Oest to achieve significant optimisation levels."

For many years, we used to have serious problems during grinding with the stability of the cooling lubricant which was used at the time and was supplied by a different manufacturer. In particular for workpieces made of different materials and after grinding brass, the quality of the lubricant deteriorated significantly. This resulted in the cooling lubricant having to be changed frequently. Since the change to a semisynthetic emulsion from the Colometa range from Oest, these issues no longer occur.

"That is incredibly important for us, because we machine many different materials, in very small quantities. It is also crucial to the continuing expansion of our machines with machining centres which operate at different pressure levels during cooling. Oest cooling lubricants give us maximum flexibility and process reliability, which in turn has an impact on our efficiency and productivity," concludes Bernd Bühler.



The **Oest Energy** division continues to focus on products with reduced CO₂ emissions and also offers commercial customers innovative heating fuels and vehicle fuels with a significantly improved ecological footprint. AVIA heating oils and diesel are climate-neutral thanks to CO₂ offsetting – without additional costs for customers. The pioneering renewable fuel alternatives also include the synthetic GTL fuel, R33 Blue Diesel with up to a third renewable components and the 100 % renewable Oest Oecopower D® made from biogenic waste.

Oest Mechanical Engineering develop and manufacture dosing and application systems for industrial adhesives for efficient, resource minimising processes that are in demand worldwide. The machines and systems are



Ecological sustainability from technological progress.



A powerful photovoltaic system is also part of the energy concept.

used, for example, in the timber industry for manufacturing innovative timber products. The use of wood as a renewable raw material ensures long term binding of CO₃.

CO₂ TARGETS FURTHER EXPANDED

In addition to quality, progress and the greatest possible customer benefit, sustainability is at the heart of the Oest corporate philosophy.

This is evident not only from the many sustainable, innovative products, but also from the entire way in which resources are handled – starting with the use of high-quality raw materials of certified origin to ecologically sustainable solutions for customers as well as the company's own production processes.

Oest Tankstellen GmbH & Co. KG have already implemented several measures for reducing CO₂ emissions with great success and continue to pursue the objective of achieving climate-neutral operation of their AVIA filling stations in the near future. Important elements in this are, among other things, the selling of carbon-neutral fuel with offsetting investments in certified environmental projects, but, for example, also the introduction of the Recup & Rebowl multi-use system for avoiding single use waste.

The CO, targets of the Oest Group are based not only on offsetting through certificates, but also on actual CO₃ reduction through constant process optimisation, innovation and longterm investments in the site.

After the expansion of the tank plant and the construction of the new boiler building at **Georg Oest Mineralölwerk**, the building for empty containers was renovated during a subsequent phase and optimised with respect to energy consumption. The infrastructure at the Freudenstadt site therefore offers optimum conditions for energy efficient processes – from warehousing and production to logistics.

New building for empty containers at Georg Oest Mineralölwerk.



NEW PACKING MADE FROM UP TO 95 %

Sustainability and ecological responsibility are reflected in the entire added value process at Oest. This also includes the successful change to recycled lubricant packing at Georg Oest Mineralölwerk.

RECYCLED PLASTIC

The cans are made of a material with a high content of recycled plastic. Depending on can type and size, up to 95 % of the material is recycled. The cans are constantly optimised through research and development.

In addition to maximum safety, functionality and user-friendliness, the new cans provide an important contribution to reducing the CO, footprint and supporting sustainable material cycles. The recycled plastic material is used in 1-litre, 5-litre and 20-litre cans and in the Oest 600-ml bottles.



The new packing generation from Oest offers many advantages.

Complementing the system of returnable reconditioned drums and IBC containers, this is another important innovation in terms of product design and logistics with a low impact on resources.



Relaxed on the road with Östol – also on two wheels

ÖSTOL OLDTIMER OILS FOR CLASSIC CARS – ALSO FOR HISTORICAL MOTORCYCLES AND TRACTORS

All Östol engine and gearbox oils for classic cars and vintage cars are manufactured at the company facility in Freudenstadt. The many different doped and lightly doped, single-grade and multi-grade oils also include the right lubricants for historical motorcycles and tractors.

Shortly after the foundation of Georg Oest in 1915, the company was also producing engine oils under the Östol brand. These were continuously enhanced and tested in the growing motor-sports industry.

Östol Oldtimer Oils are still based on original recipes and are specifically tailored to the requirements of historic vehicles. Selected high-quality raw materials from certified suppliers are used – with all the know-how from more than 100 years of experience.

An overview with all Östol products and all key information can be found on the homepage at **www.oestol.com**.





DRIVING CLASSIC CARS BECOMES GREEN!

WITH ÖSTOL POWER 4T

At classic car rallies, Östol impress not only with their high-quality lubricants, but also supply a specially developed alternative fuel to set standards in terms of environmental compatibility. Östol Power 4T created quite a stir and drew great interest already at the most recent Baiersbronn Classic event.

Östol Power 4T was developed by Oest and optimally adapted to classic car engines. With



On the starting line with Östol Power 4T at the Baiersbronn Classic.

OSTOLO LOTIMER OILS

the knowledge and expertise of one of the leading manufacturers of special-purpose fuels, Östol Power 4T was created: a super fuel that combines many advantages for classic cars while significantly reducing pollutant emissions in particular.

Östol Power 4T burns much more cleanly than regular petrol and impresses with significantly reduced pollutant emissions. The alternative special-purpose fuel is benzene-free and low in aromatics and sulphur while still offering high performance. Only few special-purpose fuels – and certainly none of the conventional petrol types – can be sold without the warning "harmful to the environment", but Östol Power 4T can. The clean, almost odourless and smokeless combustion process reduces harmful emissions to a minimum. Petrol vehicles require no adaptations to use this fuel.

For motorsports and classic car rallies, this represents a significant opportunity to proactively make events more eco-friendly.



Oest have also been supplying museums and classic car collectors with the fuels for some time, as it is also ideal for laying up vehicles. With regular petrol, residue can form in the fuel system during extended periods of non-use and sometimes even requires mechanical removal. Östol Power 4T, on the other hand, is free from corrosion-supporting bioethanol and leaves no resin residue or adhesions in the

fuel system. That ensures excellent engine clean-liness, less maintenance work and lower wear.





Many joint events, such as the apprentices' trip, strengthen the team spirit among apprentices and degree apprenticeship students.

IHK AWARD AS TOP APPRENTICESHIP PROVIDER

After another comprehensive evaluation, the IHK Nordschwarzwald (Chamber of **Commerce and Industry Northern Black** Forest) has once again selected the Oest Group for the coveted "top apprenticeship provider" award.

This seal of quality recognises regional companies that are committed to supporting apprentices far beyond the legal requirements. The CCI certification is based on an exacting catalogue of criteria that takes into account topics such as apprenticeship support,



personnel development and career planning, but also volunteering and social commitments.

"We are very happy to have received the award once again. This is a great acknowledgement of our apprenticeship concept and an important recognition of our multi-layered work with the apprentices and degree apprenticeship students," emphasises Lisa Rhode, Head of Apprenticeships at Oest.

With commercial, technical and chemical apprenticeships and different degree apprenticeships, the Oest Group offers a wide range of training options. "The quality seal represents our high level of training and the special team spirit," says Head of HR Karl-Heinz Kraus. "That is especially important to

us because our apprentices and students of today are the specialists of tomorrow."



SVEN SATOW AS NEW CFO OF THE OEST GROUP

As the new Chief Financial Officer (CFO) and a member of management, Mr Sven Satow has been heading up the Finance department of the group of companies since 1 September 2022.

Born in Bremen, Mr Satow initially completed a degree course as an industrial engineer at Braunschweig Technical University. After successfully obtaining his Master of Science in Management Research, Mr Satow worked in four different management positions at the Fuchs Petrolub Group and most recently as CFO of the Kluthe Group in Heidelberg.

Sven Satow will be responsible for finance, capital management and controlling at the Oest Group. With Mr Satow, Oest has appointed a highly competent and experienced CFO to the management.



Sven Satow.

REINFORCEMENT FOR THE MANAGEMENT

The Oest Group has added two new members to its management group.

Saskia Weegels has been with the company for 25 years and completed her apprenticeship at Oest. After a degree apprenticeship, she took



Saskia Weegels and Tino Schenk

over the Energy department at Oest in 2010. In addition to her master's degree, Ms Weegels also qualified as an energy specialist.

As Head of Sales and Project Manager, Tino Schenk is responsible for the AVIA filling station network of Oest Tankstellen GmbH & Co. KG. He has been with the company since 1992 and has substantially contributed to the expansion of the division.

The appointment of Ms Weegels and Mr Schenk as authorised signatories is not only a recognition of their special commitment, but also facilitates faster and efficient decision-making processes in the company.



Georg Oest Mineralölwerk

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Member of the Federal Association of Medium-Sized Oil Companies (UNITI)



OEST is a shareholder of AVIA



Member of the Mechanical Engineering Industry Association (VDMA)