

Local Report

UNITI Congratulates UEIL for its 50th Anniversary

UNITI is the German association representing medium-sized companies in the lubricants, fuels and heating fuels sector. UNITI membership includes over 1,700 companies, employing approximately 60,000 people, with a total annual turnover of about 31 billion Euros. UNITI's lubricant manufacturer and dealer members have a total market share of about 50% of the German market. Many of the additive companies active in the German mineral oil business are also represented in UNITI. UNITI is one of the official German Delegations to the UEIL.

In the UNITI Board of Directors, the lubricants sector is represented by Mr Andreas Mahlich of Zeller + Gmelin GmbH & Co.KG and Mr Immo Kosell of ROWE Mineralölwerk GmbH. One of the main focuses of Mr Mahlich is the coordination of the international activities of UNITI. Mr Kosell is, in addition to his membership on the Board of Directors, the Chairman of the UNITI Lubricant Committee.

The Lubricant Committee and the UNITI / VSI Additive Committee have meetings on a regular basis to deal with all important issues regarding lubricants, with a specific

focus on SMEs. The committees are supported by a manager of the UNITI structure, as well as from a manager of the UNITI Mineral Oil Technology (UMT) - a 100% UNITI sister company.

Being aware of the fact that qualified employees are a key for economic success, UNITI and UMT have extended their training programs significantly during recent years.

The lubricants market is becoming more and more global. As a consequence, UNITI has increased its focus on the international level. The continuous support to all UEIL Committees is a high priority for UNITI.

The excellent work of UEIL, for example, the results achieved regarding the block exemption and the taxation of lubricant additives – is a benefit for UNITI's members. Also the ongoing regulations regarding REACH, GHS and CO₂ reduction need continuous monitoring and lobbying on the national as well as on the international level.

With regard to international networking and exchange of expertise, the UEIL Annual Congress, as well as the UNITI Mineral Oil Technology Congress where UEIL is a cooperation partner, have the



Mr Immo Kosell
ROWE Mineralölwerk
GmbH



Mr Andreas Mahlich/
Zeller + Gmelin
GmbH & Co.KG

highest priority for UNITI's members. Both events are among the most important events of the industry. This is reflected in the high number of participants which increases every year. During the past few years, our full commitment to UEIL is regularly expressed by a strong German delegation joining the UEIL congress.

The 50 years anniversary is an excellent opportunity to acknowledge the successful work of UEIL. We are looking forward to celebrating this special event at the next congress in Brussels with many of our UEIL colleagues and friends.

LINK
www.umtf.de

Ergon Europe Announces Increased Storage Capacity

Ergon Europe MEA, Inc. recently announced that six tanks at the Sea Tank Terminal in Antwerp, Belgium, have been added to the company's storage network. This addition has increased Ergon Europe's overall storage capacity by more than 30% to 24,000 m³ (151,000 barrels). The newly leased storage units, which went online on 1 January 2013 have increased the company's total number of tanks to 16. Ergon Europe maintains a state-of-the-art, fully automatic terminal system at its facilities in Europe.

The additional storage will be used exclusively for Ergon's base, process and insulating oils. Per Klintstam, President of Ergon Europe, said, "Increasing our storage capacity is part of our long-term vision of growth. It affords us the opportunity to fulfil a growing demand in the region for Ergon's dependable base, process and insulating oil products."

LINK
www.ergoneurope.com

Quaker Chemical Launches New and Improved Website

Quaker Chemical recently announced the launch of its new website design reflecting the company's inspirational, customer-centric approach. The new platform targets improving the user experience and elevates the most relevant content based on Quaker customer preferences, allowing for easy searching and quick access to content, such as product information and case studies.

The main objective behind the launch is to enable visitors from all industries to learn about all company process fluid offerings and chemical management services. "Our inspiration for the re-design of



the website has been our current and potential customers. We intend to be their business partners and help them decide what products best fit their individual needs," said Eliana Holguin, Global Marketing Manager.

According to Michael F. Barry, Chairman, CEO and President of Quaker "User-friendly webpage navigation, bold graphic elements, and intimate portrait photography reflect the Quaker brand's new identity, this new brand identity is not a radical change, but simply better communicates who the company is and tells a consistent story in all markets and segments around the globe."

LINK
www.quakerchem.com