



Basically
innovative.



Lubricant production

Heating oil / fuels

AVIA petrol stations

Machine construction

Freudenstadt in the Black Forest.
A nice base from which to do business.





We work where other people spend their holidays. Time and again we gain new inspiration for our work from our close relation with the charming town of Freudenstadt and its picturesque surroundings.

Our company was founded right here in the heart of the Black Forest amidst the adversities of the First World War. It was in Freudenstadt that the visionary Georg Oest laid the foundation stone of his mineral oil product trading company. He viewed the apparent disadvantage of the rural area in fact as an opportunity. Now as then, the special strength of our medium-sized family-owned enterprise lies in its flexibility, innovation and customer closeness. The philosophy of the OEST Group is to make every feasible customer wish come true in a competent and reliable way. This applies equally to all four company divisions. Working like this differentiates us from the multinatio-

nals, and our clients really appreciate it. Our clients are not the only ones to benefit from our particular style: we also assume social responsibility for the 200 or so colleagues in our workforce. The strong identification felt by our mainly long-term employees with the company is the result of a carefully crafted personnel policy. We give top priority at the same time to apprenticeship and advanced training. Because the know-how of our staff is the decisive prerequisite for consistently high quality standards in our products and performance.



OEST. Flexibility, innovative thinking and customer closeness have made OEST special. Since 1915.



Our element. Base oil.

At the heart of our group lies the Georg OEST mineral oil company. Its traditional core business is the development, production and distribution of lubricants. Specially refined mineral oil fractions, known as base oils, form the foundation of our wide range of products. We take care to ensure safe, environmentally sound raw material storage which reflects current technical practice, so that our production facilities can be supplied reliably and efficiently. Our tank farm, which demonstrates the careful planning behind it, complies not only with strict international environmental regulations, but

also leaves room for future expansion. By so doing we remain true to our logistics concept, which combines simplicity and functionality in exemplary fashion. Looking back on several decades of our company history, we can proudly say that during all the alterations and refurbishment work, production was maintained at all times. Our in-house vehicle fleet offers sufficient flexibility to react quickly to our clients' requirements. Our colleagues are in their element when providing uncomplicated solutions with dedication and expertise.

The raw material base oil is where it all begins. We make finished products from it. From start to finish is a whole world, including special chemicals, know-how and more than 90 years of experience. The result is the confidence which our clients have in us.





Checked in every detail. The chemistry works.

Nothing is surer than change. We see this all the time in new customer-specific requirements from our home and international lubricant markets. We consider this a challenge, and take every opportunity to recommend customised solutions to our partners. The creation of long-term, trusting business relations is one of our top priorities.

In order to achieve this, the chemistry has to be right. The laboratory at OEST is significantly involved. We carry out continuous development supported by in-depth market studies and also by intensive dialogue with our sales department and our application special-

ists. We channel the latest technical findings and the feedback from end-users and machine and engine manufacturers into these processes. Our highly qualified staff guarantees that ideas are converted accordingly into finished lubricants of reliable and repeatable quality. We attach great importance to comprehensive quality assurance measures. Our quality assurance system is certified to ISO 9001:2000. Each product batch is checked by the laboratory before filling. Only when it complies with all quality specifications does the product leave our works. You can rely on it.



Our custom-designed solutions are checked up to the full quality in order to apply them in the first tests.



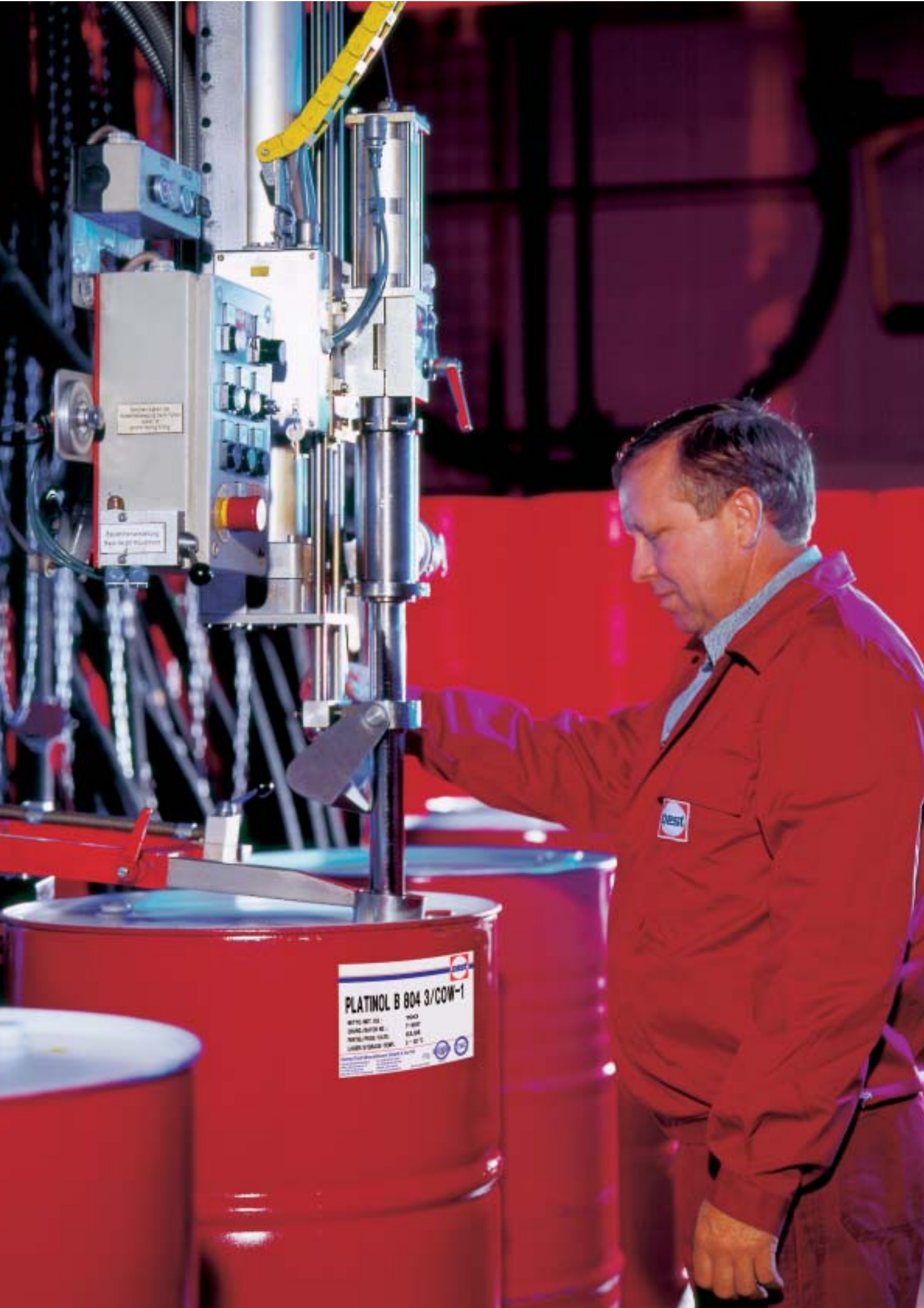
For analyses and tests, we apply the most modern testing equipment and a versatile technical know-how.



Our latest analysis equipment: a X-ray refractometer.

Our clients know what they need. We take care of the chemistry, to make sure that they get it. All of it. Certified to ISO 9001:2000.





PLATINOL B 804 3/COW-1
NET WT. 200
GROSS WT. 210
NET WT. 200
GROSS WT. 210
COUNTRY OF ORIGIN: ITALY

Basic tendencies towards success: Formulations that conquer markets.

Our wide range of products offers many sophisticated solutions, stretching from automotive and industrial applications to complex special lubricants for the metalworking industry. Our mission is to deliver solutions for customer-specific applications in all industrial fields, not forgetting motor vehicles. This process starts in the mind, because knowledge of the delicate formulations of high performance lubricants is a must. And we consequently put into practice what we have in mind. Because our clients' requirements are fundamental to us, our production facilities are designed so as to provide a customised solution to each and every need. This extends even to highly viscous and complex special products.

All this is made possible by the interaction of the most modern production and mixing techniques, as well as by the know-how and experience of our expert staff. We operate with stainless steel production tanks fitted with various agitators. Our blending tanks range from 400 to 52.000 liters and our filling equipment is state-of-the-art. This creates the ideal conditions for our employees to be able to satisfy every client request even at short notice, from individual formulations to filling special packaging sizes.

Wherever new technologies and markets spring up, OEST products are with you every step of the way. Our winning formula is versatility, expressing itself as individuality.



Quality on every scale. The formulations are mixed in large blending tanks by agitators, then finally filled off.



Versatile at heart. OEST oils the wheels of industry.

APPLICATION EXAMPLES:

Our lubricants are used wherever technically sophisticated manufacturing processes are called for. At home and abroad. This is true, for example, for well-known automotive manufacturers and their subcontractors as well as for leading producers of exhaust systems and for wire makers.

OEST lubricants cover a significant area of chipless forming, whether it be deep drawing, wire drawing, fine blanking or bending. With us, everything goes like greased lightning. To give just one example, we are really on the ball when it comes to linking up the wiry core of a high performance tyre.

Chipforming metalworking processes would also be unthinkable without OEST. Our water-miscible metalworking fluids and neat metalworking oils resist

even the most extreme requirements. OEST is an indispensable partner when industry needs to do its regular milling, drilling and turning.

Our industrial products lubricate bearings and gears, they operate as form oils and mould release agents in the building industry and they are found in hydraulic systems everywhere. Retail customers know our company predominantly thanks to our wide range of automotive lubricants. Besides our broad range of standard products we also develop and supply customised products for special requirements. We are happy to advise our clients and potential customers about technical applications and to solve lubrication problems. We do this competently and with an open mind.

Gear grinding
with MEBA cutting oil.



Deep drawing of wheel arches with
Platinol B 804/3 COW.



Motor and gear oils for
modern high-performance engines.



Environmentally friendly special
fuels for two-stroke engines.



Our competence in lubrication technology spans all sectors of industry and comes to the point in your manufacturing process. So that everything runs smoothly. Don't be satisfied with anything less.



Responsibility for our environment. With good reason.

Dealing respectfully with nature is top priority for us.

It is one of our key aims to act in an environmentally responsible way.

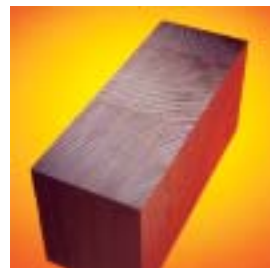
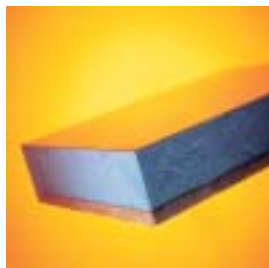
All four of our company sectors put this into practice seriously. We continuously invest in research into more environmentally friendly product alternatives, with dedication and foresight. OEST offers to ecologically responsible consumers a range of rapidly biodegradable lubricants, including oils for chainsaws, log frame saws and forwarders in saw mills, hydraulic systems in the construction industry, forestry and agriculture, and for mould release and planing in the concrete industry. This alternative range, which is based on natural vegetable oils and synthetic fatty oils, has been used for years now with great success. We were one of the first lubricant manufacturers to win the "Blue Angel" ecological seal of approval

for one of our products. OEST also lead the way in 1998 with the launch of our pioneering low emission two stroke oil Oecomix 2T. In the heating oil business segment we demonstrate awareness of environmental protection with our Ökoplus product. Heating oil consumption is reduced convincingly, better combustion is achieved and harmful emissions are minimised. We appreciate the award of the RAL quality mark for energy trading granted to us for excellent quality and customer-oriented service, as a neutral recognition of our dedication.

The reduction in pollutant emissions via more severe exhaust gas limits is a complex task for us. Modern exhaust after-treatment systems demand the use of specially developed low ash motor oils. OEST motor oils meet these requirements in full and provide for a clean environment and a long engine life.

We here in the Black Forest have a special relationship with nature. Today we deal reasonably with ecology for the sake of the environment of tomorrow. Signed, sealed and delivered.





High quality demands made on adhesive processing have to be met fully so that wood keeps all the many promises it makes. OEST equipment makes sure connections are secure.

Our binding basic principle. OEST machine construction company delivers what wood promises.



Innovation kicks off with ideas. New ideas grow where creative thinking is encouraged. We give priority to this principle in our company. By doing this we have been able to establish and develop a further sustainable mainstay of our company, namely the machine construction sector. The idea of developing an automated dosing apparatus for producing ready-to-use adhesive mixtures arose from our paraffin wax dispersions which were used in the chipboard industry.

Since their first beginnings in the 60's these technologies have undergone continuous improvement and have been adjusted to suit the changing requirements of the market. Our experienced team is continually involved in new developments for the diverse requirements of the woodworking industry.

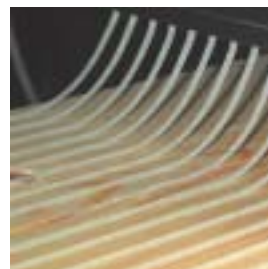
Today we hold a leading position in dosing and mixing equipment as well as in application systems for glues and PUR adhesives. Our tailored equipment plays an important role in the wood glue industry as well as in the production of solid wood structures and window scantlings. We are also a competent partner for manufacturers in the furniture and door industries. Customised solutions from OEST are applied worldwide in the production of plywood parts, solid wood boards and formwork panels. Furthermore, we supply other markets with specialised applications. This covers areas such as know-how for sandwich panels for caravans and insulating panels, and for mixing two pack paints.



Dosing



Mixing



Application

Our clients want good cohesive solutions. And we are not just talking about wood. Our high tech solutions are rock solid. Guaranteed.



OEST petrol stations. Member of the AVIA group. Based on honesty.



The AVIA Group is a company organisation which was founded in Switzerland in 1927. Within this group, medium-sized companies have united to form the joint brand AVIA due to the competitive pressure from multinational corporations. In 1952 Hugo Oest was one of the joint founders and shareholders of German AVIA GmbH. Today AVIA consists of more than 80 members with over 2.600 petrol stations. OEST operates a network of more than 80 AVIA petrol stations in South West Germany. All these petrol stations are equipped with the latest

environmentally friendly technology, offering all the usual fuel types up to bio-diesel and LPG. Many of these customer-focused petrol stations have convenience shops, bistros, car washes and workshops for car servicing. Because our clients can always expect good service, and may pay if they wish using the AVIA-Ring-Card with all its advantages.

The AVIA petrol stations are known throughout the whole country for their customer service, high performance and versatility.

Honestly good.



1915



OEST. From its foundation to the present.



Johann Georg Oest
Born 21 March 1889 in Mannheim / Käfertal. Died 25 February 1937 in Freudenstadt.



Hugo Georg Oest
Born 2 July 1914 in Dornstetten. Died 25 July 1987 in Freudenstadt.



At the beginning there was a vision. In 1915, while Germany was in the middle of the First World War, Georg Oest showed courage and a pioneering spirit when he founded a trading company for mineral oil products. Defying the adverse conditions, the company founder carefully and calmly laid the foundations for healthy and sustainable growth. Proactive rather than reactive was the message. Over and above an economically sound foundation, Georg Oest also created a tradition of the joy of innovation and an awareness of being a flexible, medium-sized company operating in the mineral oil industry.

Hugo Oest, the son and successor of the company's founder, brought continuity and headed the expanding enterprise reliably throughout the postwar years. He set the course for modern management with his far-reaching principle of considering the human being as the centre point of economic success. Motivated, creative and dedicated employees have been, are and will continue to be the decisive protagonists in the history of the OEST company. This basis conviction has shaped the company into what it is, and it continues to distinguish the business divisions of the OEST Group right up until today. As a family-owned enterprise now run by the third generation, we acknowledge here the pillars underlying our management philosophy.

In a world where requirements in production technology are subject to rapid change, where the competition is getting harder and where market demands are always on the increase, OEST remains true to its principles. The aim of the company remains unchanged in striving to master new challenges with the classic strengths of the medium-sized business: customer closeness, a feeling for new opportunities on the market, flexibility through rapid decision making and innovative ability. This is a sound foundation on which our clients can build.

Future



Four good reasons.

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- heating oil / fuels

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