

25 Years of OELCHECK

A family company is celebrating its birthday

OIL CAN TALK!

Peter Weismann: My fascination for the language of oil began during my engineering studies. In the subject "tribology", I acquired my first basic knowledge. Shortly

after this, and with the help of a "port-a-lab" lab kit, I was a lubricant salesman and made used oils speak in such a way that even the maintenance engineers were able to understand the oil's messages. As an export manager at a lubricant manufacturer, I became acquainted with service laboratories in North America and Australia dealing with the analysis of samples of used oil.

Convenient circumstances led to a fixed laboratory being offered to me at a good price in 1991. But first, I had to convince my wife of my business idea. Visits to several

professional American lubricant laboratories were what tipped the scales. The two of us founded WEARCHECK GmbH in mid-1991, which became OELCHECK GmbH in 2009.

We were economically successful right from the start. Even back then, the samples were analysed on the day they were received and commented on with an easily comprehensible diagnosis. More and more customers learnt what an important carrier of information oil is, and realised how much value our lubricant analyses offered.

We quickly outgrew the rooms rented at the train station in Brannenburg. In 1996, we constructed our first dedicated laboratory building. This included a large seminar room for our further training events. Learning the language of oil found such great interest that we soon combined the business areas of "further training" and "consultation services" under the name OilDoc.

Oil can talk! Its language still fascinates me to this day. And it has also captivated the next generation of our family business. Together with our team of experienced employees, we decode the language of oil and make this important information accessible to our customers, and will continue to do so in future.

Peter Weismann, Dipl.-Ing. – Advisory Board

Barbara Weismann: To be honest, I have to admit I wasn't initially taken by the idea of starting our own oil analysis laboratory. Leaving a well-paid, secure position and taking a

risk was not particularly tempting. My husband managed to persuade me, however, and we took the challenge on together.

Our first important goal was to convince potential customers of the significance and usefulness of oil analysis. My husband's many years of experience in the mineral oil industry were extremely helpful in achieving this. He knew the challenges users and maintenance engineers from different industries faced and was able to draw the right conclusions. As a result, we quickly gained customers' trust and impressed them of our competence. Quality, speed and customer orientation were

and are our most important guiding principles.

Every year the company has existed, we have achieved economic success as the basis for its continued development and growth. All employees made their contribution through active engagement, goal-oriented action, commitment, responsibility and understanding for innovations and changes. With the help of our employees, we were able to inspire more and more customers every year and win them over with our innovative and efficient solutions.

Since then, our daughter, son and son-in-law have become firmly rooted in the company and will secure its operational performance for the future. They will continue to pursue our vision that "everybody who has oil in a machine will know and use OELCHECK".

Barbara Weismann - Managing Director







SUCCESSFULLY INTO THE FUTURE WITH THE YOUNG OELCHECK LEADERSHIP TEAM

My parents made the company into what it is today with professionality, determination and maximum commitment. The last 25 years have been one big success story, characterised by innovations, investments and impressive courage to change. Personally involved in the managment of the company for over ten years, I have gained a great deal of valuable experience in this period and have actively contributed to the success of the company.

But with over 80 employees, it is very important to spread the responsibility onto several sets of shoulders. The young OELCHECK leadership team will keep our company on course for success both now and in future. Dr. Thomas Fischer (Scientific Director), Dipl. Eng. (FH) Stefan Mitterer (Director Service & Sales) and Marcus Buchner (Financial Director) form – together with me – the management quartet. We are still supported by Barbara and Peter Weismann, whose knowledge and valuable suggestions we value greatly.



THE SHOW WILL GO ON!

We are continuously developing OELCHECK by systematically investing in new, groundbreaking technologies and optimising our comprehensive services. OELCHECK is the trend-setting laboratory in Europe and will continue to be the pioneer in the modern lubricant analysis industry. We are looking forward to many exciting and successful years with OELCHECK customers around the world!

Paul Weismann, Bachelor of Science – Managing Director

FIGURES, DATA, FACTS

OELCHECK at a glance



86 % of the lab reports are sent via e-mail.



> 31,050 customers currently use OELCHECK lubricant analyses.



13 %

of the lab reports are accessed exclusively via the customer portal.



> 3,000,000

samples and their analysis are contained in the OELCHECK database.

500 m²



> 1,850
is the number of
customers
we gained in 2015 alone.

85 m²



> 1, ZUU samples are analysed on average by OELCHECK every day.



1991

was the year in which Barbara and Peter Weismann founded the company under the name **WEARCHECK.**

In **2009** it was renamed to **OELCHECK**. In **2013** an additional OELCHECK lab was opened in China.

120 m²

Laboratory space

40 m²



226,053people visited our website www.oelcheck.de in 2015.





98 %of all customers use our practical all-inclusive analysis sets to send their samples.



44,422 phone calls were held with customers in 2015.



23,621 EUR

is the equivalent value of the energy generated by our photovoltaic system in 2015.



86

2015



98%
of our customers would
recommend OELCHECK
according to our survey
in 2016.



9,500editions of OelChecker have been published each year since 1998.

modern analysis tools are currently used in the OELCHECK lab in Germany.



FIGURES, DATA, FACTS

Milestones



1991

Foundation of the company under the name WEARCHECK.



1995

Our quality management system is initially certified in accordance with **DIN EN ISO 9001.**



1996

Move from the rented rooms at Brannenburg train station and into our new building at Kerschelweg 28 in Brannenburg.



1998

First edition of OelChecker. Today, three editions of our customer magazine are published every year with a circulation of 9,500.



1999

First certification of the environment management system in accordance with DIN EN ISO 14001.



2000

Introduction of our first customer portal with access to analysis results online.



2001

The "oil doctor" becomes the symbol of our company.



2004

Essential expansion of our company building at Kerschelweg 28.



2006

Paul Weismann joins the management board.



2009

WEARCHECK is rebranded OELCHECK. Accreditation of chosen test procedures in accordance with DIN EN ISO 17025.



A further building with additional office rooms and a large seminar area is inaugurated for the OilDoc Academy.



2011

The first OilDoc confer- Inauguration of the new ence takes place and OELCHECK laboratory becomes the trend-set- in Guangzhou, China. ting event in Europe on The "oil doctor" bethe topic of lubrication, comes younger and maintenance and condition monitoring.



2013

more dynamic.



2015

Customer portal is redesigned: Optimised functionality, data acquisition by means of QR codes.



2016

25 years of OELCHECK our family company celebrates its birthday!



1991 - in the year the company was founded, even the professor had doubts

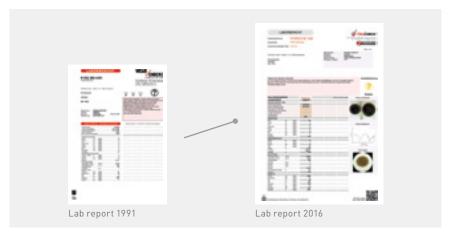
Over 25 years ago, Mr Weismann told me he had the opportunity to open a laboratory. He asked me for my opinion on this plan. My answer was that this would be doomed to failure, since all important lubricant manufacturers had well-equipped laboratories. I have to admit, I have never been so mistaken in my long, professional career. The labs of the large lubricant manufacturers no longer exist, and OELCHECK has grown, and today performs over 1,000 analyses daily, the results of which are usually available overnight. Subsidiariés abroad, e.g. in China, complement the offer which I talk about in my seminars. The seminars offered by OilDoc, which I have the privilege of working on, also have an excellent reputation. I congratulate OELCHECK on this success and wish the company and all of its employees continued success in the future

Prof. Dr.-Ing. Wilfried J. Bartz — T+S tribology and lubricant engineering

OELCHECK ANALYSES NOW CONTAIN MUCH MORE!



The analysis kit 2 (black) has always been particularly popular with OELCHECK customers. Today, the kit price includes additional and more precise analysis values. There are also more services than before. Thanks to motivated employees and optimisation of processes, we were able to balance out cost increases. That's why prices for this kit, and all other all-inclusive analysis kits, have remained almost constant for 25 years. The euro prices are today, after 15 years, almost identical to the prices in 2001.



EXAMPLE: Analysis of engine oils with the all-inclusive analysis kit 2 (black)

	ANALYSIS KIT 1991	All-inclusive ANALYSIS KIT 2016
Wear, dirt and additive elements	with Rotrode device: 17	with ICP device: up to 30 (including sulphur, chlorine and manganese)
FT infrared spectroscopy	with ATR cell: no fresh oil comparison	with flow-through cell: fresh oil comparison and IR index
Viscosity	dynamic viscosity measured, and kinematic viscosity at 40 °C and 100 °C, as well as viscosity index calculated from this	with capillary viscometer: kinematic viscosity at 40 °C and 100 °C determined directly and exactly and viscosity index calculated from this
PQ index	determined only after the sample is decanted	with Analex PQ-90A: directly from the sample container
Fuel content	with fuel sniffer: verification up to 2.0%, no biodiesel or vegetable oil content	with gas chromatograph: verification up to 0.3 % + proof and differentiation of diesel, biodiesel and vegetable oil
Soot content	for engine oil with IR: inaccurate, no soot determination for petrol engines	with calibrated CCD photometer: exact, even for petrol engines / direct injectors
Lab report – dispatch	via post or fax, rarely via e-mail	mostly via e-mail or through the online portal at www.lab.report
Lab report – language versions	only in German or English	online translation into a wide variety of languages
Lab report – illustrations	no pictures or graphics	illustrations of sample bottle and lid inside, infrared spectrum and of the spot for investigating the soot content and degree of contamination with CCD photometer. Online creation of graphics in the customer portal as defined by the customer.
Customer portal	no customer portal, no data export	customer portal with responsive design, many functions such as filters and data export.
Sample data input	by means of accompanying paper Sample Information Form only	additional online input of sample data with PC, laptop, tablet or smartphone + QR codes for direct input on site
Sample delivery pouch	made from recycled paper	made from leak-proof PE film
Sample return to OELCHECK	with chargeable post shipping or courier service, no tracking	free UPS collection service within Germany + tracking using a tracking number

25 YEARS OF LUBRICANT ANALYSIS

Congratulations!



For lubricant monitoring, Vestas has been relying on OELCHECK for ten years. High-performance lubricants play a central role for wind turbines. Optimal lubrication has a significant influence on availability and service life of drive trains, hydraulic systems and large antifriction bearings. **OELCHECK lab analyses are the most important tool for Vestas oil monitoring.** Around 25,000 Vestas samples are analysed and evaluated by OELCHECK engineers every year. Alongside analysis, Vestas also values the OELCHECK customer portal. Here, our engineers and machine operators can find a tailor-made communication platform and extensive archive.

Carsten Baufeld - Engineering Support Vestas Central Europe

With our analysis service, we advise customers worldwide beyond the first use of their lubricant. An independent, reliable laboratory is an essential part of this. With OELCHECK, we have an experienced partner at our side, regardless of which type of lubricant our customers use, or which country the sample and accompanying form are sent from.

Georg Wildegger - Managing Director at ADDINOL Lube Oil GmbH





When carrying out oil analyses, quick and reliable processing is of particular importance. With its qualified employees, timely processing and secure data provision, OELCHECK is a powerful partner in making sure we offer our customers efficient service. With almost 10,000 oil analyses yearly, we make a significant contribution to the operational security of engines and machines, and therefore to the economic success of our customers.

Martin Lambrecht – Product Manager for lubricants at BayWa AG

Since 2011, we have been successfully working with OELCHECK for oil analysis of our lubricants for our sites in Leverkusen, Dormagen and Monheim. **OELCHECK is always a reliable partner. Together, we have developed special, tailor-made analysis kits for our refrigeration units.** Furthermore, Currenta has been working with OELCHECK since the beginning of 2016 on a simplified oil sampling process at each of the sites using QR codes and a specially developed app.

Patrick Viehl – Project Planning & Technical Department at CURRENTA GmbH & Co. OHG





We have been successfully working with OELCHECK for 25 years. Thanks to exceptional commitment and an exchange of experience, we can rely on our oil samples being professionally evaluated. **Particularly valuable are the impressive reliability, precision and practical oil diagnosis texts.**

We say THANK YOU and congratulations!

Milorad Krstić – Managing Director KLEENOIL PANOLIN AG



HANSA-FLEX understands the advantages of regular oil analyses and has been using the comprehensive services of OELCHECK for customer support for years. There are only very few oil laboratories which offer such a wide range of possible oil analyses, allowing customers with special requirements to be comprehensively advised and supported. We would like to thank OELCHECK for many years of successful cooperation and wish them continued success.

Uwe Gätgens - Head of Fluid Service at HANSA-FLEX AG





I consider OELCHECK one of the best lubricant testing labs in the world. **OELCHECK** is one of the best laboratories I have the pleasure of working with. Your lab excels in all types of oil testing. Not only is your commitment to quality results exceptional, but the work you do to help raise the level of education in the industry is second to none. For the last 15 years, PerkinElmer has valued our business relationship and collaborative work with OELCHECK. I look forward to it continuing for many more years to come.

David Hilligos - Lubricants Segment Leader at PerkinElmer

Senvion is a global leader in manufacturing onshore and offshore wind turbines. In the service and maintenance department, continuous monitoring of wind turbine machines and components using oil and lubricant analyses is of the most importance – with competent support from OELCHECK: As such, we managed to find a tailor-made solution for the great number of different lab samples taken from a wind turbine. The comprehensive training on offer at the OilDoc Academy, as well as the customised internal training sessions, contribute to the targeted training of Senvion employees.

Christian Rühs – Development Engineer at SENVION GmbH





For many years, we have been successfully cooperating with OELCHECK, for example in examining engine oils from biogas plants. **OELCHECK helped us find the best possible solutions for technical projects with its extremely high-quality analyses.** We are working closely with them right now in order to develop the optimal operating conditions for a new project.

Thomas Hinze – Division Manager for Lubricants at Finke Mineralölwerk GmbH

(...) Although we examine our ELASKON products in our own lab, we lack the necessary technology to properly examine our trade items. As such, we came into contact with the company OELCHECK many years ago, and since then have had not only a competent, reliable partner at our side capable of delivering precise, valid lab reports, but also a **company which reacts** to our queries and requirements quickly and flexibly. Customer proximity is a big priority for them, and this matches our own credo perfectly. Cooperating with OELCHECK was a stroke of luck for us in every respect.

Tobias Schwald - Managing Director of ELASKON Sachsen GmbH & Co. KG



A LARGE, INTERNATIONAL FAMILY

The OELCHECK Team



OUR 70 TEAM MEMBERS

come from nine different countries.

















24 EMPLOYEES have already been trained as chemical lab assistants or office administrators.



LABORATORY The OELCHECK lab is state of the art. Our experienced team of chemists and lab assistants are in charge of over 100



SAMPLE ENTERING

Oil samples and correct information forms? We enter the information into the system and check the data.



SPECIAL FORCES

Head of Human Resources, Quality Management, Secretary Managing Board and Facility Management.



TRAINEES

We prepare for our career at OELCHECK in a determined and highly motivated manner.



IT / SOFTWARE DEVELOPMENT / MEDIA DESIGN

We usually work in the background, but almost nothing would be possible without us.





IN 25 YEARS OF OELCHECK, **14 EMPLOYEES** have already celebrated 10 years working for us.



50 % OF OUR EMPLOYEES did not miss a single day due to illness in 2015.



different analysis procedures. We determine over 30 individual values each day for over 1,000 lubricant samples.



DIAGNOSIS ENGINEERS

We assess each analysis on an individual basis and translate the oil's message into a language the user will understand. For our work, we benefit from our expertise and a wealth of experience from over 3 million samples in the OELCHECK database.



SHIPPINGWe supply you with the all-inclusive analysis kits and the accessories needed for sampling.



SERVICE & SALESYour contact partner at OELCHECK – that's us!





(...) Now after 15 years working intensively together with OELCHECK, we can look back to a very enjoyable cooperation, and it is still today always a pleasure to work with the whole OELCHECK family and personnel. We find it unique how Peter and Barbara have been able to transfer their life philosophy as well business culture to their other family members and colleagues, which has managed them to guide the OELCHECK company to one of the top In-Service Lubricant laboratories of the world. (...)

Jo Ameye – International Sales + Marketing Manager FLUITEC N.V.

DREAM COMPANY OELCHECK



For the fifth year in a row, OELCHECK was awarded with the TRAUMFIRMA ("dream company") award in 2015. This award is given to companies which are distinguished by a particularly employee-friendly and appreciative corporate culture. It is based on a totally anonymous and therefore relevant employee survey. Some of the criteria in the survey are communication and cooperation, workplace situation, praise and recognition, stress, payment, further training, regulation of working hours. Our employees appreciate the collegial atmosphere, appreciation by managers, and countless employee benefits, further training opportunities and jobs. Whether during work, group sporting activities, teambuilding trips or parties – the OELCHECK team shares a strong bond, exactly as it should be for a family company.

For over 10 years, I have been working at OELCHECK and am very proud to be part of the company. In 2005, I came to the lab team as a chemical and technical assistant and was immediately enthralled by the concept, lab, environment and exceptionally good working atmosphere, and still am. After a relatively short time, I had the opportunity to become head of our lab team. Two years ago, I was promoted to head of laboratory. During my career at OELCHECK, I was able to gain several additional qualifications, such as LLA I and II, MLA II and CLS. I found my dream company at OELCHECK!



Max Schuldeis (MLA II + CLS), Head of Laboratory



In 2010 after an internship at OELCHECK, I began my training to become an office communication administrator. After three exciting years, I successfully completed this in 2013. After I was taken on and spent a year in sample capture, I have been active in the technical office since February 2015 and team leader of the technical office since August 2016. In June 2016, I completed the MLA II examination after a company-internal course. I am very much looking forward to the opportunity to fly to China in November and work in our lab there. Alongside the excellent working environment, encouragement and fostering, and services, OELCHECK is an employer I can recommend.

Marie-Theres Maier (MLA II), Technical Assistance

In 2007, I took my position in sample capture at OELCHECK. Shortly after this, I switched to technical assistance. Here I was able to gain extensive experience thanks to collegial support of the diagnosis team, direct customer contact with questions on the topic of oil, as well as through certification courses on MLA I, MLA II and CLS. In 2015 I assumed responsibility as manager of the technical assistance team. When I got the opportunity to switch to the diagnosis team, I was more than happy to take on this role, since oil analysis in all its complexity represents a very interesting field to work in.



Christoph Rößner (MLA I+II+ CLS), Technical Service & Oil Diagnoses



HOT TOPICS: TRAINING AND FURTHER EDUCATION

We offer our employees many opportunities to gain additional qualifications. Current qualifications:

- 1 Certified Oil Monitoring Analyst (OMA I)
- 9 Certified Lubrication Specialists (CLS)
- 5 Machinery Lubrication Analysts I (MLA I)
- 18 Machinery Lubrication Analysts II (MLA II)
- 22 Laboratory Lubricant Analysts I (LLA I)
- 19 Laboratory Lubricant Analysts II (LLA II).
- We have also trained fourteen employees as chemical lab assistants and ten as office communication administrators since 1991.





















TRAINED BY OilDoc





OELCHECK determines the quality of the lubricant and uses this information to draw accurate conclusions. But the language of oil wants to be mastered! In order for the largest target group possible to benefit from this, OELCHECK started "language lessons" back in 1996. The demand was soon tremendous, not only for further training events, but also for consultation services. Consequently, both of these business areas were separated from lubricant analysis in 2005 and combined under the name OilDoc. In 2010, the new, spacious seminar rooms at the OilDoc Academy were inaugurated.

Since then, over 5,000 participants have benefitted from the online and classroom seminars, workshops and intensive training events of the OilDoc Academy. A broad consultation service, customised company seminars both at home and abroad, as well as symposia, round off what the academy has to offer.

Since 2011, the academy has been organising the OilDoc Conference and exhibition in Rosenheim near Munich every two years. It has since become the trend-setting event in Europe on the topic of lubricants, maintenance and condition monitoring.







The experienced and didactically trained consultants at the OilDoc Academy share their practical knowledge, which other training institutes do not do. Furthermore, OilDoc is the first academy in Europe in which the exams to become a Certified Lubrication Specialist (CLS) and a Certified Oil Analysis Specialist (Machine Lubricant Analysts – MLA) can be taken in German. This opens up completely new perspectives for professional development and career opportunities.

Petra Bots & Dipl-Ing. Rüdiger Krethe, Managing Directors of OilDoc GmbH

WE ACHIEVE A LOT MORE THAN THIS

Children's laughter instead of customer gifts



2004 10,000 EUR

A child-friendly kitchen and toys for the kindergarten association

2005 10.000 EUR

New furniture for the social welfare association

2006 10.000 EUR

A climbing course for the public playground

2007 12,500 EUR

A new, informative nature discovery trail

2008 10,000 EUR

New group room design and playhouses for the kindergarten association

2009 12,000 EUR

6,000 EUR Food for the Brannenburg food bank 1,500 EUR Instruments for the music association 4,500 EUR Three handcarts to take children on trips

2011 12,000 EUR

A "queen swing" for the playground at the support centre

2012 15,000 EUR

10,000 EUR For associations with a focus on child and youth work 5,000 EUR Subsidy for a vehicle for the multi-generational house

2013 15,000 EUR

5,000 EUR Vouchers for families in need

5,000 EUR For the multi-generational house

2,000 EUR An additional handcart for the children

2,000 EUR For the young people of the sports club

1,000 EUR For the triathlon department as a subsidy for winter training in indoor swimming pools

2014 11,000 EUR

4,000 EUR Ten mountain bikes for the all-day school 3,800 EUR A trip for all children at kindergartens in Brannenburg to Hellabrunn zoo in Munich

1,700 EUR New technology for the youth café

1,500 EUR Vouchers for the Christian Social Centre

2015 18.000 EUR

9,500 EUR 190 children in Brannenburg looked forward to a special performance of Puss in Boots at the Rosenheim Culture and Congress Centre

1,000 EUR For the all-day school

7,500 EUR Climbing course on the primary school's playground

















A COMPANY WITH EXCELLENT SOCIAL ENGAGEMENT



As mayor, I am very happy to have had such a successful company in Brannenburg for over 25 years. Innovative ideas combine here with the creation of different work places. And it's not just the economic aspects which are interesting for communities. Equally important is OELCHECU's social commitment which goes above and beyond what is expected. This begins with dealings with employees – for which OELCHECU has already received many awards – and goes beyond the many social projects for different age groups. I give my heartfelt congratulations on the 25th company anniversary and wish the Weismann family and the whole company all the best for the future!





THE OELCHECK MAN COMES ON WEDNESDAYS! Our partner, the Wendelstein Workshops





OELCHECK customers quite rightly expect perfectly packaged shipping boxes and analysis sets. Since 2009, the employees of the Wendelstein Workshops, an institution of the Caritas association of the Archdiocese in Munich and Freising have been ensuring this happens. People born with physical or mental disabilities, or those who acquired them due to accidents, can find meaningful work and a secure place of work here. With our work orders, we make a contribution to financing the Wendelstein workshops. Once a week, we deliver the OELCHECK material in nearby Raubling. An event which the employees can hardly wait for.



Mustafa: "When's the OELCHECK man gonna come and bring us something new?" Team Management: "You already know when... Which day is OELCHECK day?" Mustafa: "Well, he always comes on Wednesdays."

Team Management: "Exactly Mustafa! And what day is it today?"
Mustafa: "Wednesday ... ahah ... the OELCHECK man's coming today ... I'd better roll
my sleeves up then! I'd like to stack boxes until midnight so they tower as high as
Mount Kilimanjaro!"

When the OELCHECK man comes in, there are hellos to be heard all around. He is now a core part of the weekly routine and is greeted personally every time. And then everybody looks on curiously, waiting to see what he's come to bring this time.

And even if it might be a double standard, the hello is especially pronounced. Everybody knows what they have to do, and start emptying the palettes immediately. Wasti clears the boxes into the corner immediately, the boxes with the envelopes are put onto the shelves, the folding boxes are moved towards Markus. Markus is the "box folding master" – nobody can fold the boxes as quickly as him, not even the group leader.

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