

**WELCOME**

# Benefits of signing the LoC. 2018 update

9<sup>th</sup> International Scientific-Technical Conference  
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## Speaker introduction



### Piotr Niemiec

- Product Range Development Coordinator, LOTOS Oil
- Member of the ATIEL Quality Management, Industry Liaison and Base Oil Interchange Committees
- 10 years' experience in the oil industry

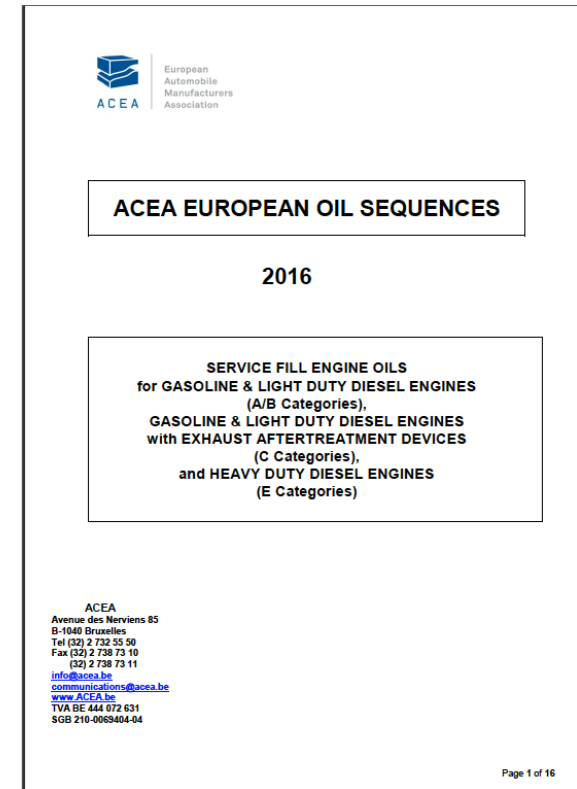
## Current list of polish signatories to LoC

- Inter-Global
- LOTOS Oil Sp. z o.o.
- Orlen Oil Sp. z o.o.
- Qualitium Sp. z o.o.



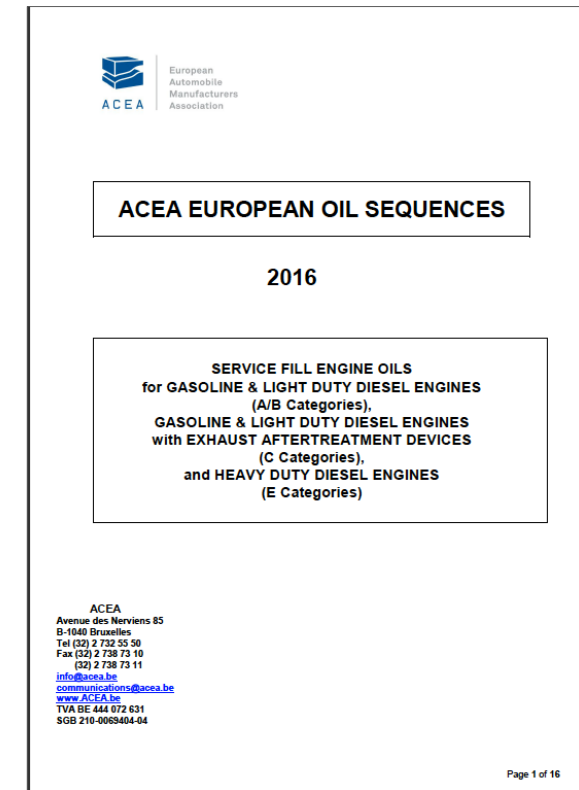
# ACEA performance claims

- ACEA European **Oil Sequences** cover light duty passenger cars & heavy duty trucks.
- Lubricant **marketers** are responsible for all aspects of product liability!
- Lubricant marketers claiming ACEA performance must ensure that their engine lubricants are developed in accordance with the **European Engine Lubricant Quality Management System (EELQMS)**.
- ACEA requires that claims against the ACEA Oil Sequences can only be made by oil companies or oil distributors who have signed the EELQMS oil marketers' **Letter of Conformance (LoC)**



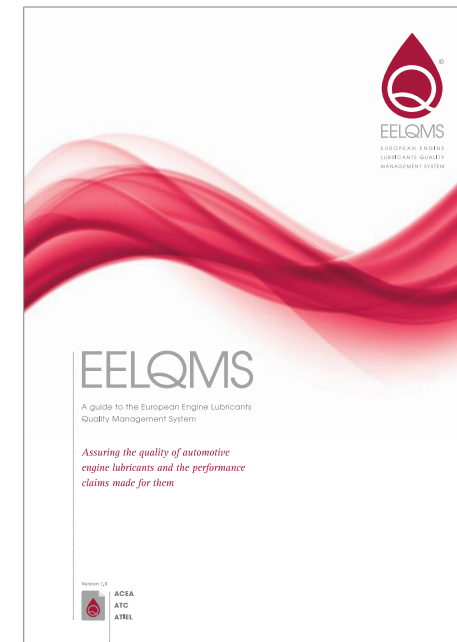
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## Summary of EELQMS guidelines

- Lubricant marketers developing engine lubricants in compliance with ACEA Oil Sequences shall carry out formulation development, blending and marketing in accordance with the guidelines in the ATIEL Code of Practice and ATC Code of Practice:
  - incorporating EELQMS guidelines in a quality management system (eg ISO 9001, or ISO TS 16949).
  - ensuring an independent audit of the lubricant development process.
  - having Code of Practice checklists signed off by an authorised company representative.
  - blending products according to requirements of ATIEL Code of Practice, including accreditation to an auditable QMS.
  - signing a Marketers' Letter of Conformance and registering it with SAIL.



## Letter of Conformance

- Currently over 200 lubricant marketers worldwide have signed a Letter of Conformance.
- Signatories declare list of lubricant product brands covered by the LoC, to provide greater transparency and assurance for consumers.
- Membership of ATIEL not required to be an LoC signatory.
- List of current signatories on SAIL website: [www.sail-europe.eu](http://www.sail-europe.eu)



## Letter of Conformance

- ATIEL administers the Letter of Conformance system
- Original system had vulnerabilities:
  - based on self-assessment;
  - no compliance checks;
  - limited geographical coverage.



## Solution

- Establish independent service company : SAIL BVBA
  - Manages product surveys on behalf of ATIEL;
  - Interacts with all stakeholders and protects confidentiality of survey process;
  - Licenses use of EELQMS trademark and logo;
  - Collects registration fees
- Registrants' fees cover the operational costs (collection & analysis of survey samples, evaluation of results, interactions with registrants, staffing);
- ATIEL has funded start-up costs.



## Administration delegated to SAIL

- Administers LoC submissions and approves company registrations;
- Manages product surveys on behalf of ATIEL;
- Interacts with all stakeholders and protects confidentiality of survey process
- Licenses use of EELQMS trademark and logo
- Collects registration fees
- Detailed information available on the SAIL website:  
[www.sail-europe.eu](http://www.sail-europe.eu)



## What do signatories need to do to renew?

- Visit the SAIL website - [www.sail-europe.com](http://www.sail-europe.com)
- LoC registrations page
- Complete and submit the form
- Existing signatories do not need to re-sign the LoC, but they must register



## Frequently asked questions

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- 1. What is EELQMS? 
- 2. What are ACEA Sequences? 
- 3. What is a LoC? 
- 4. What is ATIEL's role? 
- 5. Who is SAIL? 
- 6. What do I need to do to be allowed to make a product claim? 
- 7. Why do I have to submit a LoC? 
- 8. I have already registered my products through the ACEA Oil Registration system. Why do I need to also submit a LoC? 
- 9. How and where do I submit a LoC? 
- 10. Does the LoC cover all my brands? 
- 11. How long is a LoC registration valid? 
- 12. Can my submission of the LoC be refused and who will decide on this? 
- 13. How do I submit a LoC? 



## Benefits of signing the LoC

- Signatories have exclusive right to use of the EELQMS quality logo on product documentation and labels;
- Quality of products claiming compliance are checked regularly through SAIL's product survey programme, covering all LoC signatories.
- Access to ATIEL training and educational material.
- Updates on the EELQMS and its stakeholders, such as publication of new ACEA Sequences



EELQMS

EUROPEAN ENGINE  
LUBRICANTS QUALITY  
MANAGEMENT SYSTEM

## EELQMS logo

- Signatories have exclusive right to use of the EELQMS quality logo on product documentation and labels;
- Once registered, signatories can sign a licence agreement to use the logo on their products & literature.
- EELQMS logo registered in the EU, China, Russia and Turkey.
- Extension of the logo registration to further countries under consideration.



EELQMS

EUROPEAN ENGINE  
LUBRICANTS QUALITY  
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## ATIEL Compliance Policy

- Launched to support LoC signatory marketers who make valid ACEA performance claims.
- Encourages greater compliance across the industry through:
  - **continuous monitoring of lubricant quality in the market**
  - **exchange of information and technical data that supports the education of lubricant marketers.**
- Provides a framework for supporting marketers in taking corrective action to address non-compliance issues.
- Sets out procedures for ATIEL to give feedback and advice to marketers, or to take action against them, depending on the severity of the non-compliance.
- Available on the ATIEL website: [www.atiel.org/code-of-practice/compliance-policy](http://www.atiel.org/code-of-practice/compliance-policy)

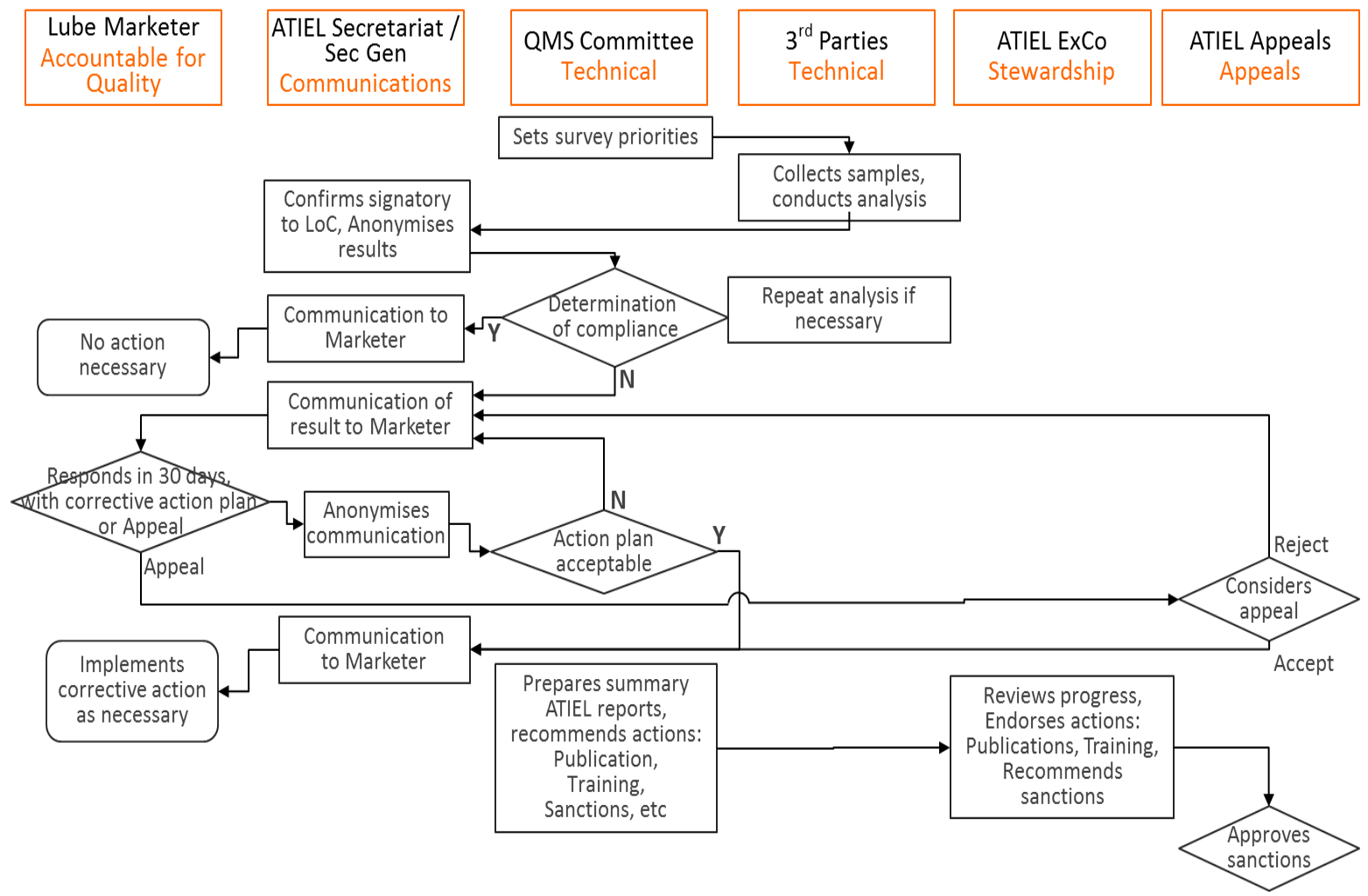


## How does the Compliance Policy operate?

- Signatories' products sampled from the marketplace
- Anonymised results reviewed by ATIEL QMS Committee
- 95% confidence level applied
- Companies receive confidential reports of analysis of their samples
- Asked to respond to SAIL within 30 days on action to be taken to correct any non-compliance
- ATIEL Technical Experts Committee (TEC) reviews responses and decides on follow up action
- SAIL takes over management of the survey from January 2018

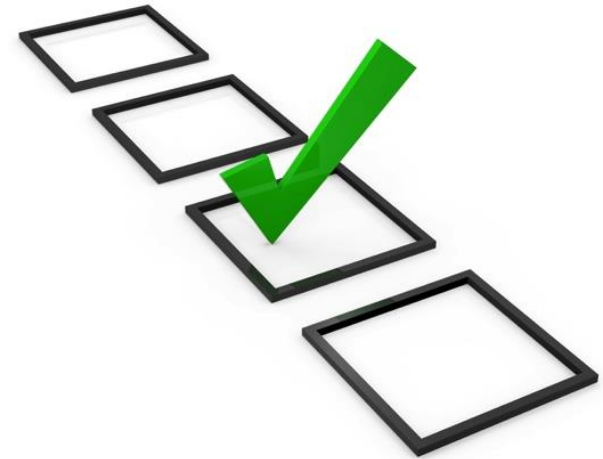


# How does the Compliance Policy operate?



## ATIEL Quality Surveys

- Enhance the overall robustness of quality management.
- One of the most effective ways to measure levels of compliance with EELQMS.
- Provides confidential, independent, quality information to signatories.
- Has become an ongoing activity and a core part of ATIEL's Quality Management Committee's initiatives.



## Future surveys

- As of 1 January 2018:
- ATIEL compliance policy fully implemented
- On average products of each LoC signatory will be tested at least once every 3 years
- Other products claiming ACEA performance may be tested too
- Covered range likely to include both PCMO and HD grades
- Signatories will receive feedback when products have been tested
- Compliance to be guarded by SAIL on behalf of ATIEL to avoid non-conforming products reaching the market



## ATIEL focus going forward

- Clarify and communicate the impact and requirements of new editions of the ACEA Oil Sequences.
- Provide clear guidance and training on technical aspects of lubricant development and valid performance claims.
- Provide technical advice to individual marketers to prevent non-conforming products reaching the market.
- Continue quality survey as an ongoing activity.
- Communicate and enforce Compliance Policy to address products not meeting specification or performance claim requirements.