

ATIEL | EELQMS | SAIL

ACEA products in Asia: a spotlight on SAIL

16th ICIS Asian Base Oils and Lubricants Conference
Fairmont Hotel, Singapore

27th June 2024

EELQMS
EUROPEAN ENGINE
LUBRICANTS QUALITY
MANAGEMENT SYSTEM

Mike Boyer, Director | SAIL

- Importance of Quality standards and the ACEA European Oil Sequences
- The European Engine Lubricants Quality Management System (EELQMS)
- Role of SAIL - Monitoring quality in the market

Who are SAIL?

- Subsidiary of ATIEL - The Technical Association of the European Lubricants Industry
- Contracted by ATIEL to provide administrative, financial and management services in support of ATIEL's global product compliance and Letter of Conformance activities on a non-profit making basis.
- Manages the registration system of Letter of Conformance signatories
- Responsible for managing ATIEL's product compliance monitoring programme.
- Licences the EELQMS quality trademark in association with ATC and ACEA.



Importance of Quality standards and the ACEA European Oil Sequences

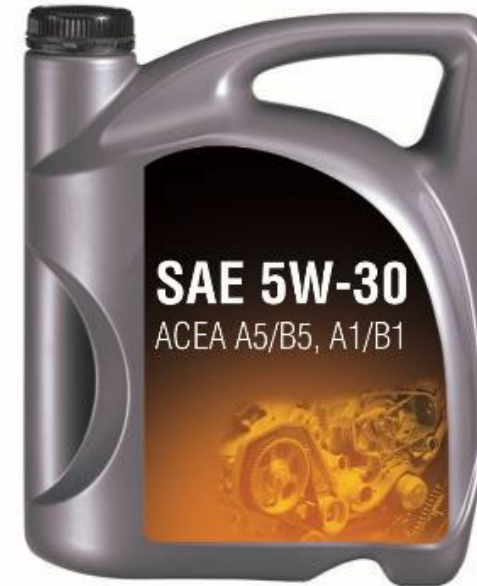
Importance of quality standards

- OEMs need to know that appropriate quality engine lubricants will be available in all their markets.
- Trade/workshops need assurance that inadequate lubricant performance will not lead to warranty claims.
- Consumers need confidence in quality of the products being used in their vehicles.



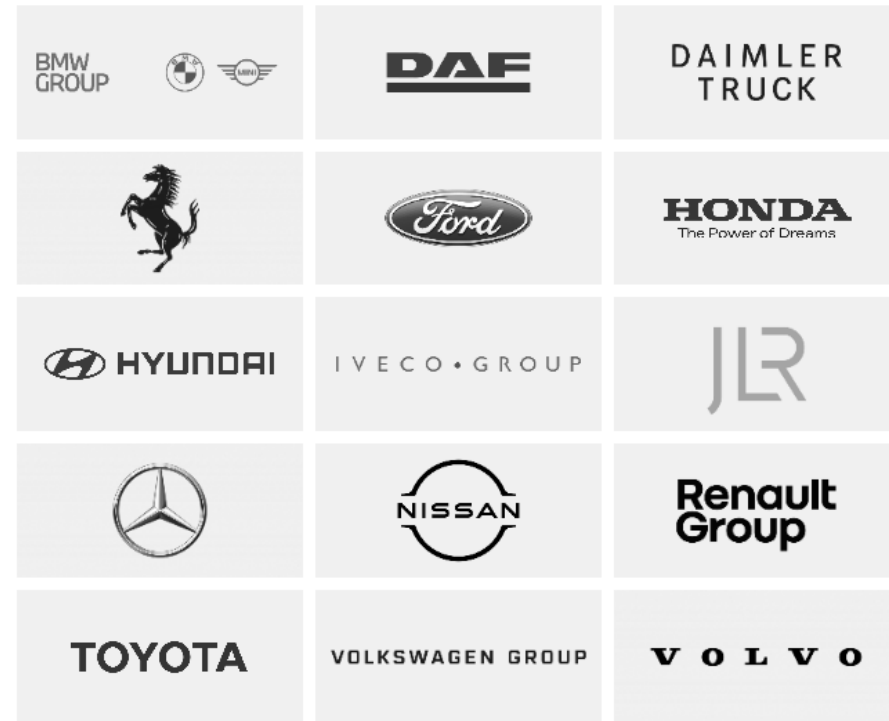
Quality and performance claims

- Although, typically, an engine lubricant will carry a number of industry and OEM claims, today we will focus on ACEA
- An ACEA claim represents the minimum level of performance required to provide basic protection. It is often quoted in vehicle handbooks as an alternative if an OEM approved lubricant is not available
- How do you know that your products meet the ACEA requirements?
- As a lubricant marketer you are responsible for all aspects of product liability!



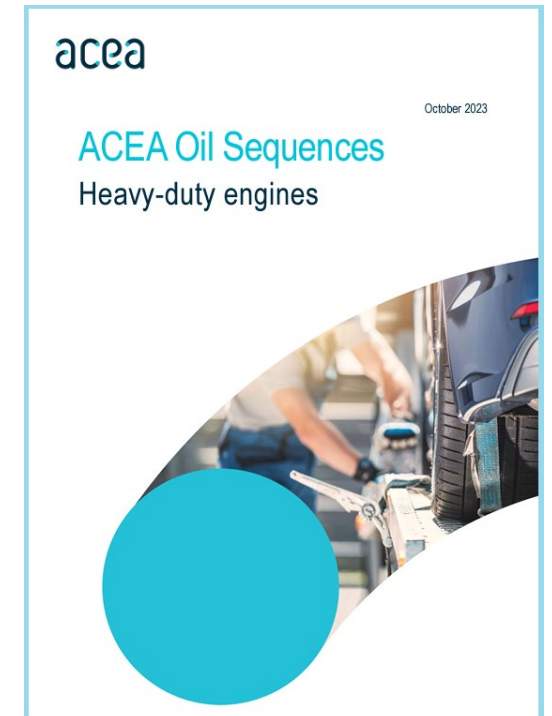
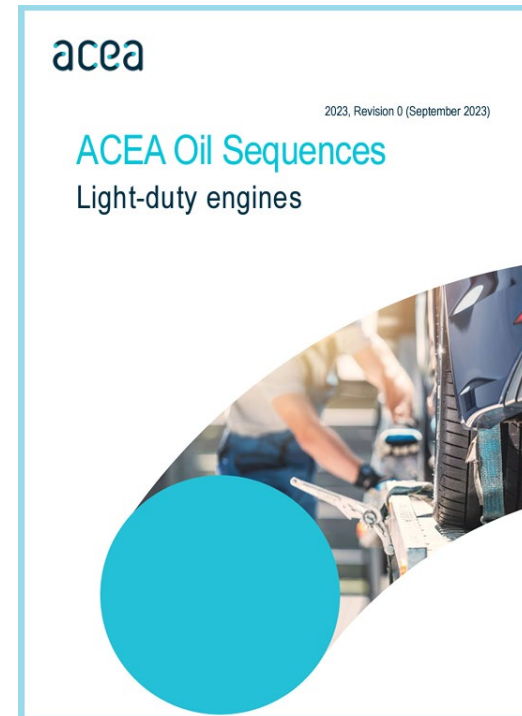
About ACEA

- ACEA (European Automobile Manufacturers Association) represents the interests of major European car, truck and bus manufacturers.
- Sets performance specifications for engine lubricants through its European Oil Sequences.
- ACEA performance specifications increasingly adopted outside Europe.



ACEA Oil Sequences

- ACEA European Oil Sequences cover light-duty passenger cars & heavy-duty trucks.
- The ACEA Oil Sequences are updated regularly to address:
 - Changes in European legislation
 - Changes in engine technology
 - Changes in fuel composition
- The current issues of the Oil Sequences are ACEA 2022 for Heavy-duty engines and ACEA 2023 for Light-duty engines.



Validity of ACEA Oil Sequences ?

Light-duty

Sequence issue	First allowable use	Mandatory for new formulation claims	Oils with this claim may be marketed until
2004	1 st Nov 2004	1 st Nov 2005	31 st Dec 2009
2007	1 st Feb 2007	1 st Feb 2008	23 rd Dec 2010
2008	22 nd Dec 2008	22 nd Dec 2009	22 nd Dec 2012
2010	22 nd Dec 2010	22 nd Dec 2011	22 nd Dec 2014
2012	14 th Dec 2012	14 th Dec 2013	1 st Dec 2018
2016	1 st Dec 2016	1 st Dec 2017	1 st May 2023
2021	1 st May 2021	1 st May 2022	1 st August 2025
2023	12 th Sep 2023	12 th Sep 2024	

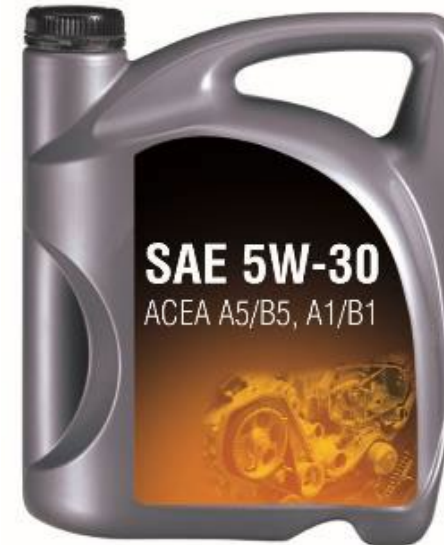
Validity of ACEA Oil Sequences ?

Heavy-duty

Sequence issue	First allowable use	Mandatory for new formulation claims	Oils with this claim may be marketed until
2004	1 st Nov 2004	1 st Nov 2005	31 st Dec 2009
2007	1 st Feb 2007	1 st Feb 2008	23 rd Dec 2010
2008	22 nd Dec 2008	22 nd Dec 2009	22 nd Dec 2012
2010	22 nd Dec 2010	22 nd Dec 2011	22 nd Dec 2014
2012	14 th Dec 2012	14 th Dec 2013	1 st Dec 2018
2016	1 st Dec 2016	1 st Dec 2017	1 st May 2024
2022	1 st May 2022	1 st May 2023	

ACEA performance claims

- Lubricant marketers are responsible for all aspects of product liability!
- Lubricant marketers claiming ACEA performance can include claims for specific engine categories on their product labelling.
- For these claims to be valid ACEA requires these engine lubricants to be developed in accordance with the European Engine Lubricant Quality Management System (EELQMS).



The European Engine Lubricants Quality Management System (EELQMS)

About the EELQMS

- Quality management system for automotive engine lubricants.
- Voluntary to participate – only for claims made against the ACEA engine oil sequences. Some OEM approvals may also require participation.
- If you choose to participate then the system rules are mandatory, for example the Codes of Practice. You can't pick and choose.
- Developed by industry stakeholders to promote development of improved, fit-for-purpose engine lubricants that meet increasing technical requirements.
- Designed to assist lubricant marketers in assuring the quality of their lubricants and the performance claims being made for them in the marketplace for the benefit of end users.

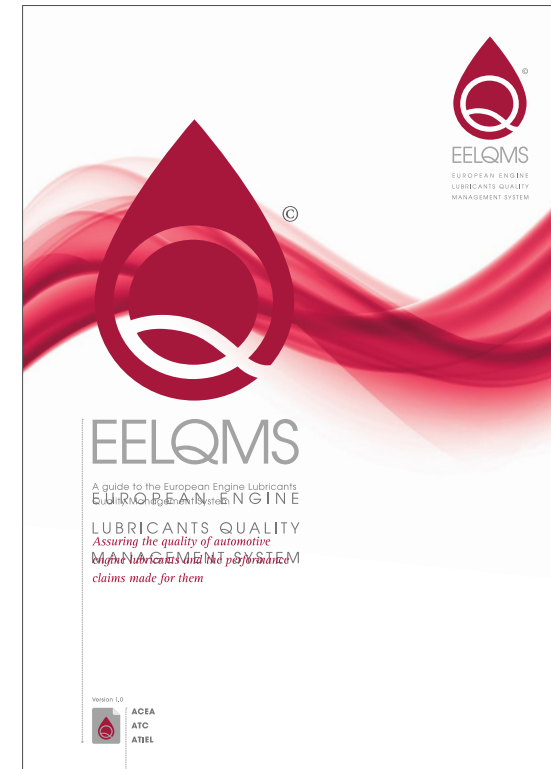


EELQMS stakeholders and inputs



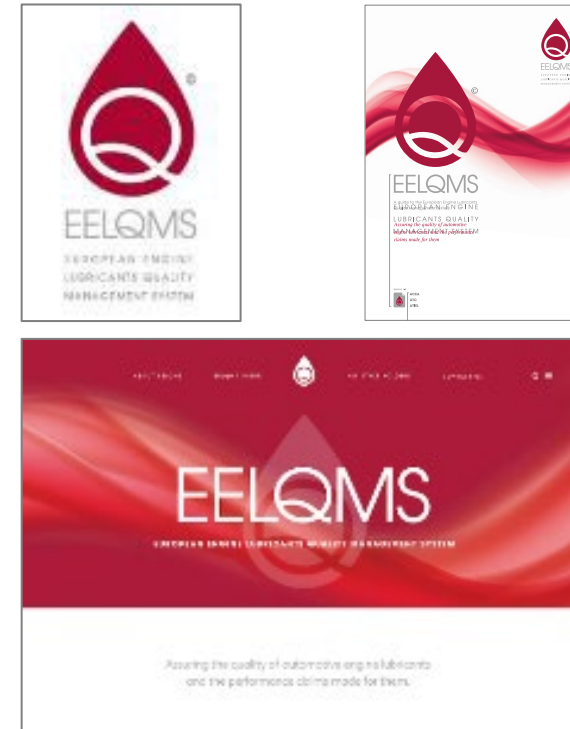
EELQMS contribution to quality

- Detailed process and structure for lubricant development, production and performance validation.
- Provides assurance of the quality of engine lubricants on the market that claim to meet the performance requirements of ACEA.
- A quality management ~~voluntary~~ system but the ONLY system that can be used to qualify engine lubricants against ACEA Oil Sequences.
- Administered by ATIEL on behalf of the other key stakeholders.



Promoting EELQMS

- New identity with logo and branding.
- New separate document clearly setting out the guidelines for compliance with EELQMS.
- New dedicated website:
www.eelqms.eu
- Logo can be used in marketing material under license, but only by signatories of EELQMS.



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 (e.g. ISO 9001, or IATF 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 ATIEL.



Template for the EELQMS Lubricant marketers' Letter of Conformance

(Letter to be addressed to ATIEL and sent by registered mail to)

ATIEL
Boulevard du Souverain 165
Schaerbeek 1150
Belgium

From: (Company name)
(Insert correct address)

(Insert corrected e-mail address for correspondence)
(Date: (Insert current date))

Subject: Participation in the ATIEL European Engine Lubricants Quality Management System: Letter of Conformance

(Name of the participating company), hereinafter referred to as "The Company", duly represented by the undersigned acting for The Company and authorising under its brand, hereby formally declares to participate in the European Engine Lubricants Quality Management System (EELQMS).

The commitments referred to in this letter apply to all product brands owned or managed by The Company that make ACEA claims.

(Please let the brand name(s) *)

* The list of brands includes, but is not limited to, the brands listed below which the Company has contracted to manufacture and/or sell all product ranges. At the time of writing, the undersigned hereby declares that the brands listed are owned or managed by the undersigned and that the undersigned is the sole owner of the brands listed.

ATIEL Code of Practice
17.11.11, 2014

Issue 20, 2015

Marketer's Letter of Conformance

Compliance with the EELQMS includes signing a Lubricant Marketers' Letter of Conformance:

- Required for ACEA performance claims
- Declaration of compliance with EELQMS by lubricant marketer
- Signed Letters held by SAIL on behalf of ATIEL (EELQMS administrator)
- List of signatories on SAIL website
- Renewed annually
- Membership of ATIEL not required to be a signatory
- Letter of Conformance template available from SAIL website: www.sail-europe.eu



Role of SAIL – Monitoring quality in the market

SAIL's Role in EELQMS

- SAIL operates the registration system of the signatories of the Letter of Conformance, and on behalf of ATIEL, in association with ATC and ACEA, licences the use of the EELQMS quality trademark.
- SAIL has been contracted by ATIEL to provide administrative, financial and management services in support of ATIEL's product compliance and Letter of Conformance activities on a non-profit making basis.
- SAIL is responsible for ATIEL's product compliance monitoring programme.
- SAIL ensure all survey reports and summaries are anonymised to avoid potential conflicts of interests between members and participants



Did you know ...?

... in 2023, ATIEL/SAIL sponsored over 4000 individual tests as part of the Lubricant Marketers' Letter of Conformance compliance program

... ACEA lubricants have a truly global reach with over four hundred participants in sixty - three countries across six continents

...ACEA is a full and active participant in the process, having co - signed over 50 letters sent to lubricant marketers in 2022/23

... Letter of Conformance scheme participants are licensed to use the EELQMS logo on their packaging demonstrating that their lubricant meets the minimum standards of leading European vehicle manufacturers

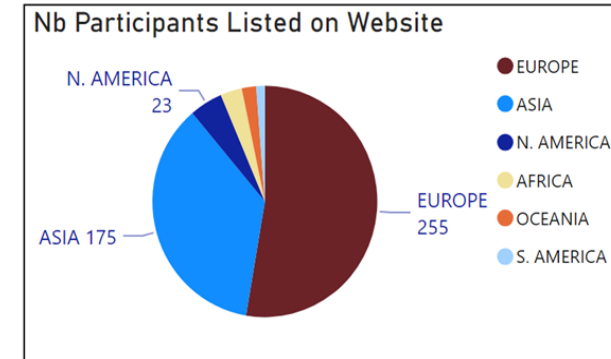
Registration Status

Number of registrants 05/04/2024

- Listed on website = 484
- All listed participants signed LoC

Number of signed sub-license agreements

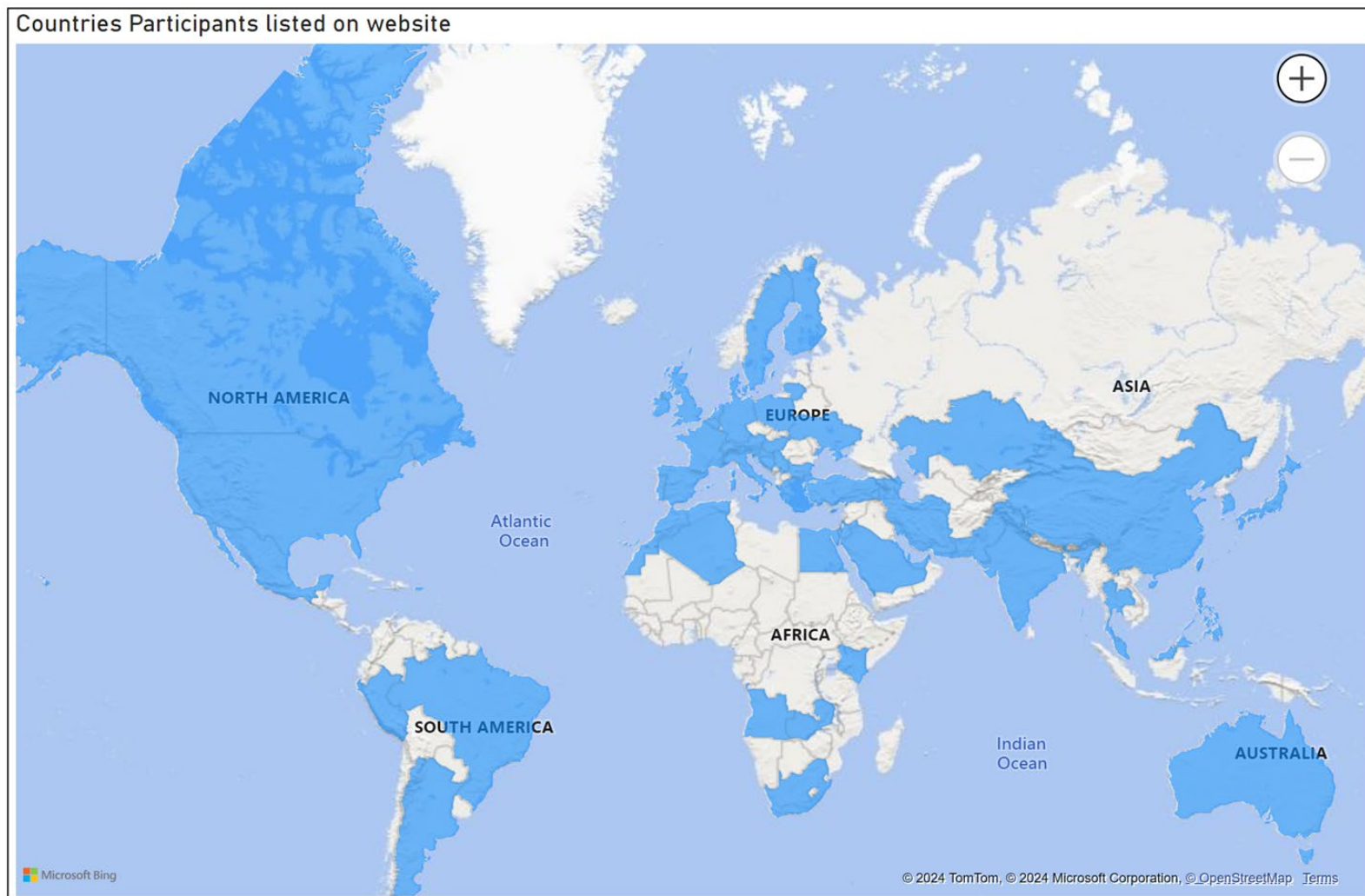
- 237 signed sub-license agreements from participants listed on the website



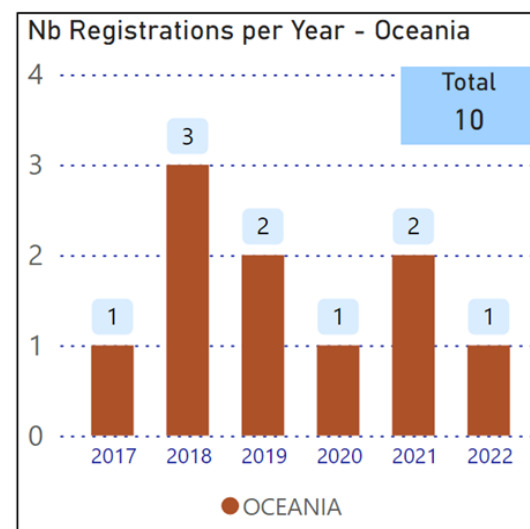
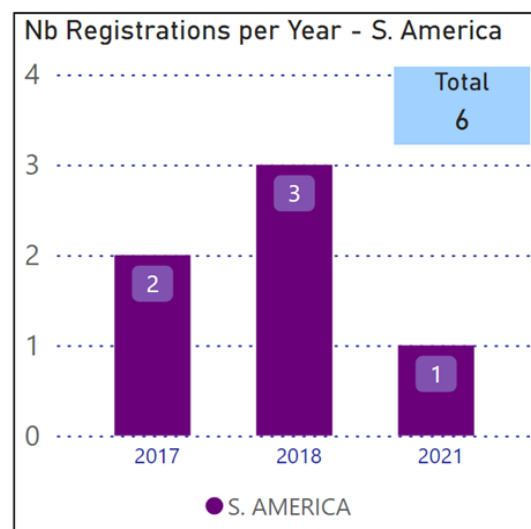
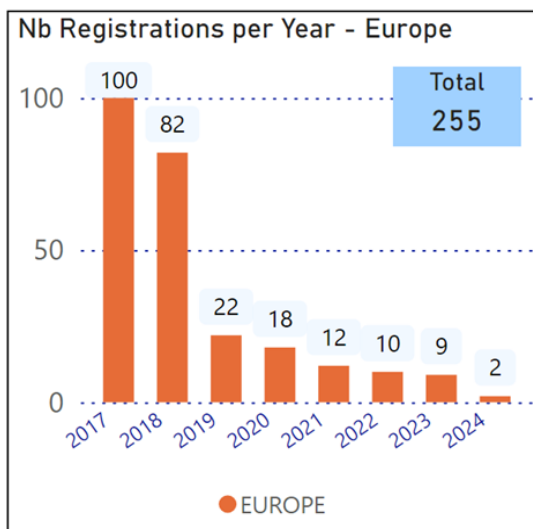
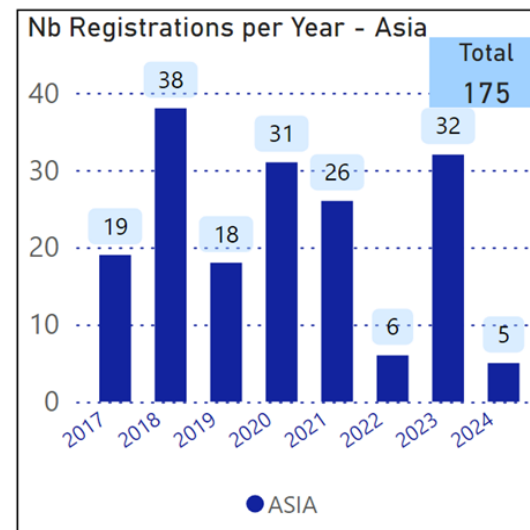
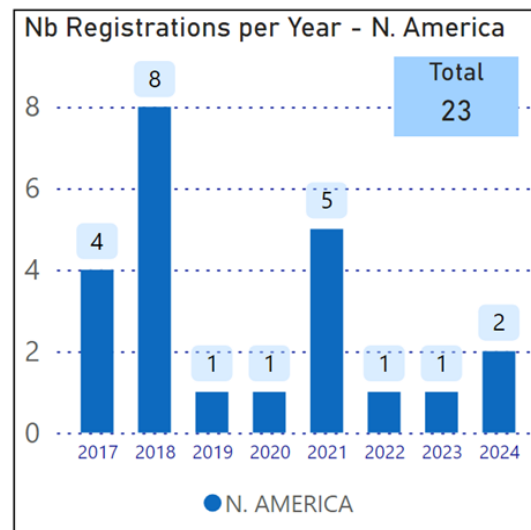
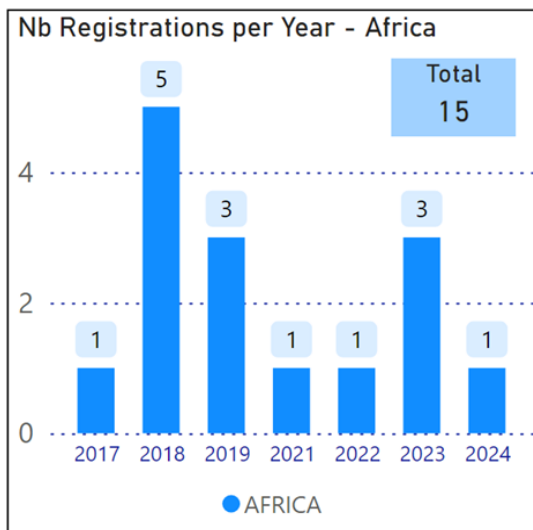
Nb Participants Listed on Website - Continent		
CONTINENT	Nb Participants	Nb Sig %
AFRICA	15	3.1%
ASIA	175	36.2%
EUROPE	255	52.7%
N. AMERICA	23	4.8%
OCEANIA	10	2.1%
S. AMERICA	6	1.2%
Total	484	100.0%

Nb Listed Participants with signed Sub License		
CONTINENT	Nb SubLicences	Nb Lic %
AFRICA	7	1%
ASIA	109	23%
EUROPE	112	23%
N. AMERICA	6	1%
OCEANIA	3	1%
Total	237	49%

Global Reach



New Registrations by Region



Example Report

4800 James Savage Road
Midland, MI 48642



Analytical results

Sample Number	630641	
Country		
Supplier		
Brand		
Batch Number		
Production date		Specification Evaluation
Bottle 1		<p>*Incorrect representation of claims. Year identifiers are not to be used for consumer use. See https://atiel.eu/code-of-practice/acea-oil-sequences-performance-claims/</p> <p>*ACEA 2008 is obsolete standard, formulation has to be updated to ACEA 2016. See https://atiel.eu/code-of-practice/acea-oil-sequences-performance-claims/</p> <p>*TBN results outside specification limits and outside 95% statistical confidence limits for A3/B4. Considered a fail for TBN</p> <p>*SA results outside specification limits and outside 95% statistical confidence limits for A3/B4. Considered a fail for SA</p> <p>*HTHS result outside specification limits, but within 95% statistical confidence limit. Considered a pass.</p> <p>*Other tested parameters are considered meeting specification for stated claims</p>
Bottle 2		
SAE	5W30	
ACEA	A3/B3, A3/B4	
ACEA Stated	A3/B3-08, A3/B4-08	
API	SN/CF	
OEM	RENAULT RN 0700, MB-APPROVAL 229.1	

Example Report Tracking

Comments on Analyses Synlab

Month	SampleNu	Action	Report	Customer Id	Company Name	Marketer	Product Name	SAE Grade
Jan-22	630779	ACTIVE	630779-Report	645967C				5W40

Month	SampleNb	SampleRep	SAE Grade	ACEA Stated	TBN-28	TBN-47	KV	MRV	Yield	P	S	CCS	SA	HTHS	NOACK
Jan-22	630779	630779a	5W40	C2/C3	7.30		13.68	25000	35	774.30	2001.20	5670	0.78	3.72	10.00

Record: 1 of 1

Select

All Samples
Open
Closed

SampleNu: 630779
Date Reported: 17/11/2021
Report: 630779-Report

Action: ACTIVE
Resp Due:
Select for Month: Jun

Empty Comments Field
Add Comments

*Your actions concerning the change of the labels are notified.

*ATIEL TEC Committee has noted the steps you have taken, ATIEL/SAIL considers this report as closed.

Comments

*Incorrect representation of claims. Should be C2,C3. See: <https://atiel.eu/code-of-practice/acea-oil-sequences-performance-claims/>*Other tested parameters are considered meeting specification for stated claims* Please check with your additive provider or blender if ACEA C2 is a valid performance claim given that this is a 5W-40 formulation

Mailing
Re-Sample-Click

Activity Timeline 1

No Activity
No Activity
No Activity
No Activity
No Activity
No Activity
No Activity

Report Sent
SAIL
TEC
Mark
IOM

***17-Jan-22 SAIL: Report sent

***10-Mar-22 SAIL: Reminder sent

***29-Apr-22 SAIL: Reminder sent

***04-May-22 Marketer: Thank you for pointing out the compliance requirements.

Please note that product is yet to be in market and currently we do not have any product to be recalled from the market.

I have attached the updated label artwork to be used for the product as per the ATIEL compliance requirements.

Kindly let us know if this is good to go.

***04-May-22 SAIL: Many thanks for your email. Were you able to check with your technology provider that the formulation meets the requirements of ACEA C2 and C3? Would it be possible to ask them to confirm that these claims are correct? For ACEA C2, a fuel economy improvement of $\geq 2.5\%$ relative to a 15W-40 reference oil is required. It would normally be extremely difficult to achieve that level of fuel economy improvement with a 5W-40 grade lubricant.

***05-May-22 Marketer: I shall check with our additive supplier and revert.

Shall take the necessary corrective action accordingly.

Once again thank you for pointing out the requirements.

***25-May-22 Marketer: We have checked the requirements internally with our team and technology supplier as well. As you have rightly pointed out, the package meets the requirements of ACEA C3 only. We have taken the necessary corrective action to meet the ATIEL compliance requirements.

I have attached the corrected label artwork for your confirmation. Thank you again for pointing out the same.

Please advise if we need to take any further corrective action as well.

***25-May-22 SAIL: Many thanks for your email. The changes made to your label are duly noted and I will advise ATIEL QMS Technical Committee accordingly. They will advise if any further

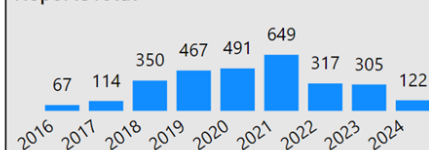
SAIL SURVEYS - # Remarks /parameter

2024 = 2 months

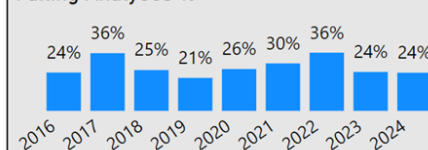
Number of Remarks per parameter in %

	2016	2017	2018	2019	2020	2021	2022	2023	2024	Total
ReportsTotal	67	114	350	467	491	649	317	305	122	2882
ACEA %	21%	8%	25%	25%	39%	37%	33%	13%	20%	29%
TBN %	18%	25%	10%	10%	13%	12%	15%	7%	5%	12%
KV100 %	1%	2%	1%	0%	1%	1%	3%	0%	0%	1%
MRV %	3%	4%	2%	3%	5%	5%	8%	4%	2%	4%
YS %	1%	2%	5%	7%	6%	7%	13%	8%	6%	7%
P %	0%	4%	1%	1%	1%	1%	2%	2%	1%	1%
S %	0.0%	0.0%	0.0%	0.4%	0.0%	0.3%	0.6%	0.0%	0.0%	0.2%
CCS %	3%	3%	3%	2%	3%	4%	9%	3%	2%	4%
SA %	4%	4%	8%	4%	6%	10%	14%	6%	5%	8%
HTHS %	3%	4%	8%	4%	7%	6%	8%	12%	12%	7%
Noack %	0%	1%	2%	0%	0%	0%	2%	1%	0%	1%

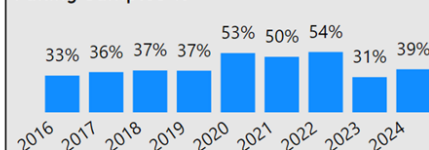
ReportsTotal



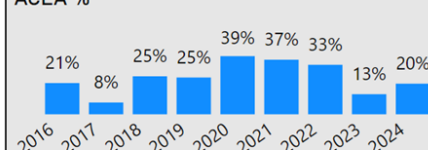
Failing Analyses %



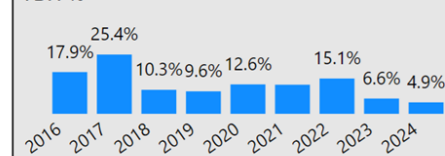
Failing Samples %



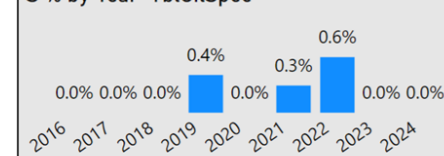
ACEA %



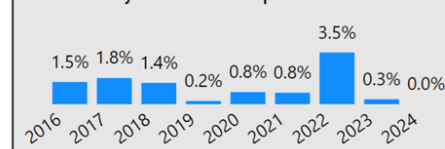
TBN %



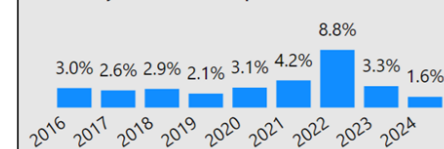
S % by Year-TblOilSpec



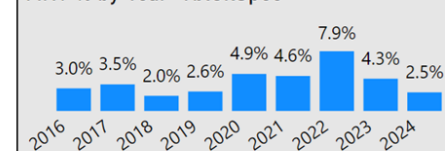
KV100 % by Year-TblOilSpec



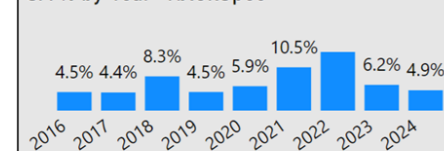
CCS % by Year-TblOilSpec



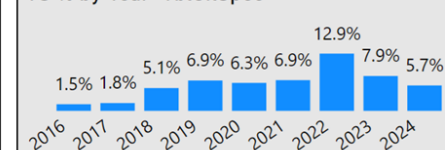
MRV % by Year-TblOilSpec



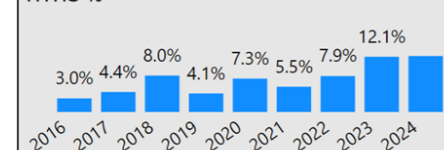
SA % by Year-TblOilSpec



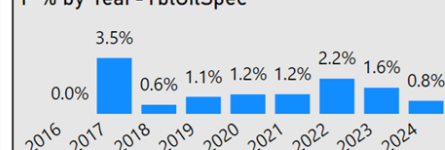
YS % by Year-TblOilSpec



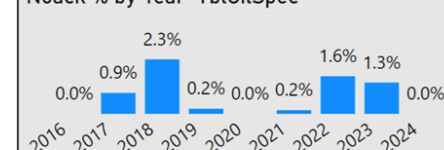
HTHS %



P % by Year-TblOilSpec



Noack % by Year-TblOilSpec



A Very Bad Example

Analytical Parameter	Standard	Unit	Result	Repetition	Limit
Kinematic Viscosity at 100°C	D445	mm ² /s	9,971	9,962	12.5 - <16.3
CCS at -30°C	D5293	mPa•s	40199	39861	6600
MRV at -35°C	D4684	mPa•s	TVTM	TVTM	30,000
Yield Stress	D4684	Pa	< 350	< 350	No yield stress
HTHS at 150°C	D4683	mPa•s	3.15	3.16	≥3.5
Noack Volatility	D5800	%M/M	7.5		≤13
Sulphated Ash	D874	mass %	0.62		≤0.8
TBN D2896	D2896	mg KOH/g	5.3	5.5	≥6.0
Phosphorus content	D5185	% m/m	0.0426	0.0426	≥0.07 - ≤0.09
Sulphur content	D5185	% m/m	0.03539		≤0.03

Thank you!

Any questions?



For more information visit:

www.atiel.eu

www.sail-europe.eu

www.eelqms.eu

www.acea.be