



OEM BULLETIN

BMW LONGLIFE ENGINE OILS APPROVAL PROCESS

The Union of the European Lubricant Industry (UEIL) is the umbrella association of the European Lubricants Industry, representing their members and, in particular, the interests of SMEs and independent lubricant companies. To date, the UEIL represents more than 400 lubricant companies, who manufacture and distribute lubricant products under their own various trademarks throughout the European Union. With members in more than 20 European Countries and a unique collective experience of lubricants and the lubricants market, UEIL is the sole representative body for independent manufacturers of lubricants in Europe and has been recognised as such by the European Commission. It is UEIL's policy to favour free and fair competition within the scope of prevailing EU and national laws.

In August 2015 BMW announced that their approval process had been optimized to a web-supported process and now included a quality-and manufacturing testing process.

As this announcement raised various concerns which needed to be clarified quickly, it was agreed that the German Trade Association UNITI, who are members of UEIL, would lead the negotiations with the OEM.

UNITI were successful in getting BMW to agree to various changes for medium sized Lubricant Companies:

1. The initial one-off testing fee was reduced from E2,500 to E1,500
2. The biennial recurring fee was reduced from E2,000 to E1,000
3. These reductions are now backdated unlike their original proposal that was effective from Q1/2016
4. Originally the requirements for the quality and sustainability examination were to be applicable to producers and resellers. Although BMW were very loath to move on this point, they finally agreed to exempt sole lubricant retailers i.e. non-producers
5. Originally there was a new requirement for certification according to ISO TS 16949 or a thorough justification if it was not held, for aftersales suppliers, even if they were not directly supplying BMW. Following representations BMW have dropped this requirement
6. BMW were provided with copies of the UEIL publication "Purchase and use of lubricants within the European Union" which refers to the block exemption regulation for motor vehicles. They then agreed to accept that Companies may state Recommended for use/Suitable for use/Meets the requirements of etc.

Brussels, May 2016