

EUROPACK - About Ourselves

EUROPACK operates, on the national and international basis, as a commercial, logistic and consulting company for the lubes and packaging industries, as well as for adjoining branches (such as automotive chemicals, chemical and food industries).

Among our services, there are numerous products around packaging technology, logistics and legislation for packages as well as lubes.

Our business areas are:

- Lubes and Grease Products
- Blending and Filling
- Packages (Single Components and System Solutions)
- Packaging Technology and Logistics for all Supply Chain Processes

EUROPACK offers the following products:

- Trading
- Process Management (Logistics and Contractor Services)
- Label Artwork and Packaging Management (incl. Database Administration)
- Package Design
- Consulting and Project Management for Packages and Fluids (Technology, Logistics, Legislation and Administration Systems)
- Project Management for Engineering Projects
- Training

EUROPACK participates in national and international projects. Our main activities are focused on the European market. EUROPACK has a neutral role and excellent knowledge in the supply and concurrence situations.

Founded in 1990, EUROPACK is situated in Hamburg.

EUROPACK employs, on a permanent basis, people with commercial, technical, legal and graphic formations. Thanks to this staff composition, we have the possibility to assign specialists to many fields so that EUROPACK is in a position to cover many fields in the lubes and packaging ranges.

Since 2003 EUROPACK has been certified according to DIN EN ISO 9001:2000.

If you are interested in learning more about our activities, please contact us directly. You can reach us at the following address:

EUROPACK Packaging and Fluid Management GmbH
channel tower, Level 8 · Karnapp 25 · D-21079 Hamburg · Germany

Tel.: +49 40 320 82 0 E-Mail: service@europack.de
Fax: +49 40 320 82 320 Web: www.europack.de

Please contact us. We would be pleased to help you.

Trading

We offer you a large number of products from packages to packaging technology and accessories:

- **Packages:** Plastic and metal packages in volumes from 0.25 to 208 ltr.
- **Closures:** suitable closure systems for all types of packages
- **Labels:** Adhesive labels out of PE or paper (upon request, we take over the design and the graphic realisation of your labels)
- **Cartons:** corrugated board cartons
- **Container and Tanks:** Storage and transport containers out of steel or plastic in volumes as from 1,000 ltr.
- **Pallets:** Pallets made of plastic and of wood
- **Accessories:** Blending equipment, lifting equipment, etc.
- **Pumps:** Calibrated and non-calibrated discharge and transport systems for single packages and bulks
- **Filling technique:** Filling machines for different fluids according to the demands of the customer (separizer, filler, screwers, labeller, inkjet, cartonizer, palettizer)
- **Blending, transfer and homogenizing techniques:** Blending units and ventilating units
- **Production techniques:** Installations for blow moulding and injection moulding
- **Repair service and spare parts:** for containers, tanks, pumps and techniques
- **Lube oils, greases and base oils**

Upon your request, we design complete systems according to your requirements. In the case you are searching services around our products, we recommend to have a look into the chapter packaging resp. lubes logistics.

Process Management

1. Logistics Management

EUROPACK is a competent service provider in the questions of technology and logistics of packaging and lubes. We render numerous logistics services for our customers. Upon request, we take over the complete packaging and lubes logistic and clarify all the questions regarding packaging technologies.

EUROPACK offers services in the following fields:

- **Procurement logistics:** current disposition, strategic purchase, modifications of articles, etc.
- **Stock-keeping logistics:** stock keeping and documentation, quantity control, stock of semi-finished and finished products, etc.
- **Blending and filling logistics:** Comprising filling services, production planning and control, control of quantities and products, strategic filling logistics, etc.
- **Distribution logistics:** control and handling of calls, shipment control, etc.

Here are some examples for packaging services rendered by EUROPACK:

- **Packaging management for lubes:** Purchase of packages, filling of the provided lubes and finished product storage in a central stock
- **Product management:** Provision of finished products in customer-specific design, e.g. lubes, fuel additives, brake fluids, 2-stroke oils, ATF-oils, anti-freeze
- **Label management:** Design, creation/modification of product labels as regards technique and contents, respect of the legal requirements regarding the marking of packages, procurement of labels and stockkeeping for the customer
- **Tender services:** Making-up of technical and logistic specifications, preselection of suppliers as well as suppliers evaluations, execution and evaluation of tenders
- **Contract services:** Negotiation and creation of contracts for customers
- **Slow mover handling:** Blending upon demand of small lots and filling of packages
- **Stock management:** Administration of stocks in customers' stores incl. supplies coordination at the supplier
- **Distributions services:** Distribution of finished products from call of goods via commissioning to shipment and handling of claims

The subject packing logistics is a very complex one. As each customer has individual requirements and questions, we recommend you a meeting to clarify details and to offer you a tailor-made solution.

Process Management

2. Contractor Services

In the field of **Contractor Services**, EUROPACK realized, in cooperation with partners, projects in the industry. Our customers are users as well as producers of lubes.

The following processes can be made by EUROPACK and our partners:

- **Procurement:** Lube oil consulting and selection, negotiation on prices and conditions, lube oil procurement, planning of requirements
- **Warehousing:** Optimal stockkeeping, care of stocks, building-up of flexible storage systems (tank container logistics), warehouse management
- **Filling Line Operation:** Preparation, operation and maintenance of the filling machines at the customer's site

and especially on the customer's side:

- **Filling of machines:** Control of filling level, transport and filling of the lube oils, documentation of consumption and working hours, building-up and care of a maintenance database
- **Use and care of lube oils:** Regular lube oil care according to maintenance plans or upon need, taking and analyzing of samples, lube oil care (filtration, drying, separation, postadditivation)
- **Emptying of the machines:** Emptying and rinsing of the lube oil circuits
- **Disposal:** Collection within the company (used oils and oil contaminated materials), reduction of waste by emulsion separation, recycling resp. disposal of used oil

In the case of **New Oil fillings** as well as in the frame of **Oil care works**, we do the necessary oil fillings in the single lubricating and control circuits. On demand, we can offer preceding **Tank cleanings** and **Filtrations** of the systems (pipelines, turbine bearings and tanks). Hereby, we can use mobile by-pass filter aggregates with up to 600 l/min.

By our vacuum techniques, it is also possible to **dry** lubricating and working substances. Thanks to this procedure, we are in a position to free turbine oil systems from penetrated water in a bypass circuit during the operation process. Our rinsing works are documented according to **ISO 4406** by laboratory reports and coloured photos.

Upon request, we can offer you to **permanently/regularly check** your system with regard to particular pollution. Due to this service, it is possible to early detect risking damages. After prior consultation with you, the necessary steps can be taken in a due time.

Our Contractor Services include the following services:

- **Consulting services:** elaboration of concepts for the supply, use and disposal of lubes and similar products.
- **Supply services:** Delivery, storage, provision and maintenance of storage techniques (containers, pumps).
- **Operators services:** Deployment plans, oil change, oil care, cooling agent care.

Label Artwork and Packaging Management

1. Label Artwork and Packaging Management

EUROPACK is operating as a **Label Artwork Manager** for a number of reputed Mineral Oil Companies i.a. on a European-wide basis and is responsible for the design and the management of the whole number of label layouts and is dealing with the resulting questions.

Due to the **operative Process Managements** we are doing for several Mineral Oil Companies, EUROPACK is also familiar with all the commercial and administrative requirements to labels and can profit from this knowledge, for the customer's benefits, when creating the layouts and the artworks.

Thanks to our own specialists, we are furthermore in a position to respect all the relevant legal requirements to labels during the **design period**.

For multilingual layouts, EUROPACK offers the professional **translation** of technical texts according to DIN 2345 into all the European and a great number of Arabic languages.

By using the state-of-the-art techniques in our **internal Graphical Department**, we are in a position to economically create artworks within the shortest period of time possible and to electronically send them in an appropriate form to the customer for approval. Within seconds, the approved **artworks** are transmitted via ISDN to the label supplier. Database-aided information systems (EPAS[®]) which can also be at your disposal, facilitate the administration of the large number of layouts.

Our Label Artwork Management Service comprises the following:

- Development / Creation of specific artworks
- Creation and input of barcodes
- Checking of the artworks with regard to the customer's corporate standards
- Checking of the artworks with regard to legal conformity
- Checking of the artworks with regard to optimization of printing costs
- Colour printouts on a laser printer (upon request)
- Active coordination of the approval process
- Transfer of the artworks to the label manufacturers named by you (ISDN, Disk, CD-ROM, etc.)
- Documentation, reporting and project management

Additional Services (upon request):

- Translation of texts
- Creative design of artworks (generally on a project basis)
- Conversion of the artworks into the most different graphics data formats
- Colour proof / Chromaline and digitally printed samples

In the Packaging Management, EUROPACK takes over the collection and care of specification data for any package components, and upon request, the administration of the customer's database systems for packages.

Furthermore, EUROPACK developed, with EPAS[®], an own package administration system.

Label Artwork und Packaging Management

2. Database Administration

On the basis of its long-term experience in the fields of lubes and packaging, EUROPACK developed efficient **electronic Packaging Management Systems** for the European Mineral Oil Industry.

Among these systems is i.a. **EPAS[®]**, a database-aided packaging management system which, as an electronic bibliotheque, puts specifications and technical drawings at the disposal of all the authorized users of a network. An integrated **Change Management System** assures the update.

Furthermore, we assist our customers for the development and administration of their own data base systems.

Package Design

EUROPACK worked at the development of new packages for lube oil producers and package manufacturers on a worldwide basis.

Our customers profit from our extensive know how around the package. We have very deep knowledge in questions of techniques, logistics, feasibility, the customers' requirements and market trends.

EUROPACK can offer the following fields of the package development:

- Packages for lube oils
- Label design (please also refer to "Label Artwork Management")
- Cartons and palletisations
- Adaptions of the filling techniques
- Adaptions of the logistic processes

The requirements to new packages are very complex and often make compromises necessary. Basing on the requirements, EUROPACK makes performance specifications for the new development. At each stage of the development (first concepts, further developments, final design) the concepts are evaluated by appropriate instruments and the further procedure is discussed so that adaptions after the introduction can be avoided to the largest extend.

Simultaneously with the conceptional development, the specifications of the new packages become more and more detailed so that necessary implications for the selection of the supplier as well as the adaption of the filling lines can already be seen at an early stage.

Possible contents of our offer:

- Performance specifications (marketing and logistics requirements)
- Technical drawings CAD / 3D
- Package models (solid bodies / hollow bodies)
- Templates and Final Artworks for labels 2D (colour printouts, chromalines, digitally printed samples)
- Colour suggestions (Masterbatch references, RAL/Pantone references)
- Specification sheets
- Value analyses for different package variants
- Value analyses for different suppliers
- Coordination of the implementation
- Market survey
- Project management (coordination of the development of new packages as well as project planning)

Consulting and Project Management for Packages and Fluids

In the fields of production, filling, packaging, procurement, stockkeeping and distribution logistics EUROPACK has extensive know-how and first-class knowledge regarding lubes manufacturers and as well as their suppliers.

Worldwide accepted studies with **innovative packing and filling concepts**, packaging studies and **concepts of rationalisation** made us a permanent partner of the lubes and packaging industries as well as of institutions.

EUROPACK operates as a consultant strategically for central management functions as well as in the operative field directly on site in the installation.

Here, EUROPACK offers the following services on a project or permanent basis:

- Strategic and operative **Packaging Consulting** and Management
- Logistic and technical **Studies** incl. their realisation
- **Project Management**

EUROPACK offers consulting and study services for projects in the following fields:

- Packages and packaging technology (e.g. pumps, blending and filling facilities) for lube oils and greases
- Optimization, standardisation and rationalisation of packages
- Supply Chain Management (warehousing, production, transport, distribution)
- Market surveys and analysis

EUROPACK has an extensive knowledge regarding **national and international (esp. European) legislation** and regulations in the following fields:

- Legislation on waste disposal (incl. package recycling and disposal, waste oil)
- Marking of packages
- Legislation on chemicals and dangerous goods
- Water protection and storage of water-endangering goods (e.g. lubes), immission protection
- Industrial health and safety standards

EUROPACK disposes of internal specialists as well as of a large number of national and international contacts to authorities, associations and other institutions.

For the above-mentioned fields, EUROPACK offers the following services:

- **Trainings**
- Consulting and **studies**
- Checking of products, projects, installations, etc. with regard to their **legal conformity**
- **Compendia** on actual and future legal developments and trends

Project Management for Engineering Projects

In cooperation with our partners, we realize a lot of engineering projects for our customers. We can offer you consulting and engineering around the packaging, lubes and grease technologies in the fields of production, blending, filling, storage and distribution.

- **Consulting:** Optimization and feasibility studies
- **Planning:** Conceptional design incl. creation of a base design, detailed designs and process designs
- **Realization:** Project Management, Construction and start-up of installations as well as training for the operational personnel
- **Modernization:** Optimization, consolidation, enlargement and new construction of LOBFPs

Hereby, we already successfully realized a large number of projects, i.a. innovative projects for **mobile units** as well as very **flexible blending and filling units** for small quantities.

In this context, we see our most important mission in an engineering that respects the customer's requirements and which leads to cheap, flexible and efficient solutions for the customer.

In 2001, we founded the **ALCOM** (Alliance of Competence) with several specialized companies to process and realize smaller and larger lube oil, grease and packaging projects on a worldwide basis.

Training

In trainings, EUROPACK imparts special know how of different subjects. Extracts of EUROPACK's training program:

- Packaging techniques (special courses, also for trainees)
- Packaging development
- New strategies in the lube oil logistics
- Legislation on packaging
- Security and environmental protection at the gas station (only for Germany)
- Grease and grease production

We can offer the following:

- **Trainings in the EUROPACK office** on special subjects (mixed audience)
- Trainings in the customer's office on special subjects (e.g. in the frame of a customer's training program)
- **Lectures during conferences and meetings**
- **Individual trainings on a special subject**

Depending on the participants and the subjects, the trainings can be made either in English or in German.

For exclusive trainings, it is always possible to individually orientate the contents of the trainings to the requirements of the participants.

Depending on the subject and the participants, it is also possible to combine the trainings with visits to manufacturers of packages and packaging techniques as well as to applicants. So it is possible to extend a 2 days inhouse training to a one-week training with trip and different visits. Upon request, EUROPACK takes care of and consults the visitors on specialized fairs and events (accompanying, interpreting, making of the schedule, travel organization).

We would be pleased to send you our training programme.