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TECHNICAL BULLETIN

The Independent Union of the European Lubricant Industry (UEIL) is the umbrella association of the Independent European Lubricants Industry, representing their members and, in particular, the interests of SMEs and independent lubricant companies. To date, the UEIL represents nearly 400 lubricant companies, who manufacture and distribute lubricant products under their own various trademarks throughout the European Union. With members in more than 19 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 2009, PSA Peugeot Citroen issued 4 new Technical Specifications, detailing all the tests and parameters required to meet B71 2290, B71 2294, B71 2295 and B71 2296. However, these specifications included an internal PSA tests, for which no information was given. Instead, the Lubricant supplier had to assign every formulation a unique product code, before submitting the sample and relevant paperwork to PSA for testing. This process was expected to take 6 months before an approval was given and would cost 70,000 Euro per year per sample.

UEIL is pleased to advise its members that, following months of negotiations, the situation has changed and PSA have agreed to the following clauses:

- 1 All the information needed for the production of dedicated PSA lubricants shall be included in the "*Norme Technique*" relating to each lubricant reference. The *Norme Technique*, including any information to which it refers and which is required for the above-mentioned purpose of producing lubricants meeting PSA specifications, is fully available to lubricant suppliers free of charge.

Based on the *Norme Technique*, lubricant suppliers are enabled to blend lubricants which, if meeting the specifications included in the *Norme Technique*, can be labelled mentioning "oil meeting PSA specifications B7122..." without prior approval from PSA. In this event, the lubricant supplier bears the responsibility for this mention and therefore is liable in case of troubles deriving from failure to comply with PSA's *Norme Technique*. Conversely, should the supplier undergo PSA's testing and technical acceptance procedure upon payment of a fee, PSA will accept the lubricant if such lubricant meets the specifications of the *Norme Technique*, and bear the responsibility in case of damages due to incorrect acceptance.



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- 2 If a lubricant supplier uses the mention “oil meeting PSA specifications B7122...”, PSA reserves the right to ask for supporting technical documentation showing that the oil does meet the specifications included in the *Norme Technique*. This may happen at any time (not necessarily when trouble arises) but the control is not a pre-condition for using said mention.

PSA's control will aim at verifying the oil's correspondence with PSA's *Norme Technique* while it will not question the testing method used.

- 3 If there is information missing in the *Norme Technique* issued by PSA (including references to unavailable documents or sources), which prevents lubricant suppliers from blending the oil according to PSA's specifications, UEIL will timely inform PSA and PSA will timely provide the missing information.

Brussels, July 2010