

## Press release

Hamburg/Stuttgart, 22 September 2020

### **Castrol and Leadec: fluid management partnership for Factory 4.0**

Castrol, one of the world's leading lubricant brands, and the Leadec Group, a global provider of industrial services, have agreed a partnership to offer industrial fluid management across Europe.

The partners will pool their extensive experience in the fields of lubricants and manufacturing services to offer industrial customers a complete package, including engineering and planning, standardised on-site services and lubricants.

This partnership brings together robust solutions for smart factory with the next generation of fluid management, including offers relating to software-based solutions, condition monitoring, predictive maintenance and analytics.

The cooperation between Leadec und Castrol has the goal of optimally supporting industrial companies with fluid management 4.0 in the smart factory. The integrated services ensure a standardised approach with a consistent level of service quality, as well as local expertise. Additionally, interfaces can be reduced – through services from a single source with a smaller number of administrative systems and contact persons, thus optimising service structures even beyond factory boundaries.

Using the data collected will help to continuously improve processes. Through the simplification of processes backed up with meaningful reporting, customers will be able to focus internal resources on more business-critical activities. Ultimately, this aims to reduce customers' overall operating costs through reduced consumption of lubricants, water and energy – by managing them more effectively.

Overall, both partners will be helping their customers achieve increased levels of quality in production. "Trends in the industry such as e-mobility and Industry 4.0 demand integrated services," says Markus Glaser-Gallion, CEO of the Leadec Group. "By bringing together the best of both worlds, Leadec and Castrol can provide their customers with future-oriented offers – because optimized service structures and new business models in factories, seen as eco-systems, will play a central role for all companies."

"Our pan-European partnership will make fluid management 4.0 a reality with improved smart factory services, condition monitoring and predictive maintenance. With Leadec as our preferred partner, we can focus on our core competencies: our portfolio of industrial lubricants technology combined with adjacent services such as used oil analyses and laboratory support," adds Osbar.

The services will be introduced gradually throughout Europe with a long-term aim to offer the joint fluid management services worldwide.

**About Castrol:**

Castrol, one of the world's leading lubricant brands, has a proud heritage of innovation and fueling the dreams of pioneers. Our passion for performance, combined with a philosophy of working in partnership, has enabled Castrol to develop lubricants, coolants and greases that have been at the heart of numerous technological feats on land, air, sea and in space for over 100 years.

Castrol is part of the bp group and serves customers and consumers in the automotive, marine, industrial and energy sectors. Our branded products are recognized globally for innovation and high performance through our commitment to premium quality and cutting-edge technology.

For more information about Castrol, please visit: [www.castrol.com](http://www.castrol.com)

**About Leadec:**

Leadec is the leading provider of technical services for the automotive and manufacturing industries. The company, which is headquartered in Stuttgart, employs about 20,000 people worldwide. In 2019 Leadec earned sales of around EUR 900 million. For almost 60 years, Leadec has been supporting its customers along the entire production supply chain. The service provider is based at more than 300 sites, often directly at the customers' plants and facilities.

Leadec's global services comprise: Engineer (Production Planning & Optimization, Automation and Production IT), Install (Electrical Installation, Mechanical Installation and Relocation), Maintain (Production Equipment Maintenance and Technical Cleaning), Support (Technical Facility Management, Infrastructural Facility Management and Logistics) as well as other local services. The services are provided either in projects or permanently on site at the customer's premises.

More on Leadec: [www.leadec-services.de](http://www.leadec-services.de)

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