

Franz Josef Schauer, Managing Director

# EFFECIENT PARTNERS FOR EFFICIENT SYSTEMS

The variety of systems has grown along with the rising success of the quick coupler – and with it the number of possible system combinations. Practice shows that mixed operation of this type creates unforeseeable complications, even at safety-related interfaces. As a specialist dealer or rental fleet operator, you play an important role

in providing purchasing and application advice and aftersales service. We are confident team players and believe in the power of a strong network. Which is why we introduced the voluntary Clean System Seal in 2019: Join forces with us and many like-minded OilQuick sales partners for homogeneous system landscapes!

# BECAUSE YOU DESERVE THE ORIGINAL

Competition is important because it keeps the focus on new ideas and increases the pace of innovation. We are always open to engaging partnerships and in-depth communication - but we are cautious when our products are combined across brands. The Clean System Seal provides orientation and helps to avoid risks. There is one

thing we clearly sense in our talks with manufacturers, dealers and fleet managers: The Clean System concept has struck a chord in the industry. One year after the initiative was launched over 100 Clean System partners are already committed to homogeneous system landscapes.

We look forward to the next 100 partners!

THE SCHAUER FAMILY

# WELL-THOUGHT- 12. **OUT DOWN TO** THE LAST DETAIL UNBEATABLE IN THE SYSTEM

The main reason for the impressive performance of our overall system: OilQuick guick couplers and tool adapters are not only robust and durable, but also perfectly matched to each other.



Contamination during mixed operation



A clean, homogeneous system



Only with exact dimensional accuracy and precise coupling configuration do quick couplers and tool adapters form a seamless connection that works safely and trouble-free. All OilQuick system parts therefore meet the highest demands for production tolerances and material quality. In mixed operation, the coupling of non-system components becomes a critical point with an increased risk of wear, malfunctions and accidents. This is why the OilQuick manufacturer's warranty only applies to homogeneous systems with original OilQuick parts!

#### **POTENTIAL RISKS:**

@ OILQUICK

- Damage to the hydraulic system
- Contamination of the oil circuit of other holder equipment and attachments through shared attached tools
- increased material fatigue and reduced service life
- electrical faults in safety-relevant circuits
- Misunderstandings of the locking situation



#### THE MYTH OF THE **STANDARD** INTERFACE

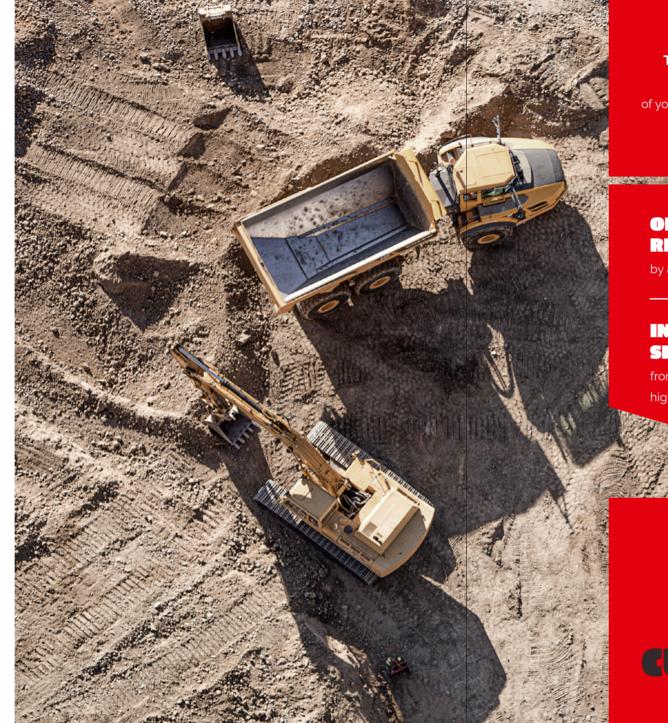
The fact is: There is no internationally standardised or normed interface for quick couplers - and consequently no universal compatibility amongst systems from different manufacturers. Hence, the mixed operation of components from different brands entails a number of risks. This is why the OilQuick manufacturer's warranty only applies to homogeneous systems with original OilQuick parts!

We are convinced that custom solutions such as the OilQuick system are the best strategy. Standards applying to all manufacturers are always the 'lowest common denominator' - which we see as a compromise to the detriment of our customers. The high level of ongoing coordination required for a standard would slow the pace of innovation, as well as the diversification our market requires. And what's more: Identical geometry alone does not automatically guarantee the same level of quality.

# OUR SHARED GOAL: INSPIRE CUSTOMERS

You sell or hire out construction machinery and attachments and have made a name for yourself with first-class advice and premium products.

Now you are looking for ways to improve the quality management of the fleets you manage. This is where Clean System comes in:



#### THIS IS WHERE OUR CLEAN SYSTEM PARTNER PROGRAMME COMES IN:

The Clean System Seal indicates that you deal responsibly with the values of your customers, because homogeneous system landscapes minimise risks and maximise performance. And sustainably.

### OPERATIONAL RELIABILITY

by avoiding disruptions and downtimes

#### INVESTMENT SECURITY

from a long service life and high value retention

## BEST POSSIBLE OCCUPATIONAL SAFETY

by lowering the risk of accidents

# WARRANTY PROTECTION

by the use of original parts

MAXIMUM
PERFORMANCE.
MAXIMUM
TOMER SATISFACTION





Clean System protects your most valuable product: **TRUST**.

**BECOME A RETAIL PARTNER** 

The Clean System Seal is a valuable

MARKETING TOOL.



Clean System lowers

WARRANTY PROCESSING.

Clean System attests to your **PROMISE OF QUALITY.** 

your costs for

# WHAT EXACTLY DOES BECOMING A CLEAN SYSTEM PARTNER MEAN?

First off: Joining Clean System does not leave you with a choice between the various system providers. As a Clean System partner, you are still completely free to put together your brand portfolio as you wish.

Clean System is an interest group of OilQuick retail partners with a particularly high standard of safety, reliability and sustainability.

### SO, AS A CLEAN SYSTEM PARTNER, YOU ENSURE THAT:

- OilQuick products are not be indiscriminately combined with other quick coupler systems
- every constellation involving more than one brand is checked by us
- only original spare parts are used for servicing
- your customers are made aware of the risks of mixed operation

**CLEAN**SYSTEM

KIESEL GMBH

# »WE ARE A **CLEAN SYSTEM** PARTNER, BECAUSE...«

Clean System is a hit: Over 100 firms and rental fleets in the construction machinery sector already bear the Clean System Seal – from A for ALLU Group to Z for Zeppelin Baumaschinen.

#### Coordination:

#### Anna Betz

+49 8202 9618-132 anna.betz@oilquick.de



# THE NETWORK CONTINUES TOEXPAND.

With the Clean System Seal, more and more dealers are committed to actively lowering risks and to ensuring sustainable fleet performance. Are you in?









#### **@ OILQUICK®**

#### **OILQUICK DEUTSCHLAND KG**

Bürgermeister-Schauer-Strasse 1 82297 Steindorf Germany



+49 8202 9618-132

www.oilquick.de info@oilquick.de





