



Trade Remedies
Authority

Investigation No. TD0059 – Certain
engine oils and hydraulic fluids

Anti-dumping duties on certain engine oils and hydraulic fluids from Lithuania and the United Arab Emirates

Note to public file

29 October 2024

Business and consumer survey responses

The TRA conducted an online survey of consumers, and upstream and downstream businesses to help us to understand the economic impacts of the tariffs paid on certain engine oils and hydraulic fluids from Lithuania and the United Arab Emirates. The survey was open from 16 August 2024 to 16 September 2024. This document sets out the evidence received from this survey.

Number of responses and verification

We received 65 responses of which 53 were businesses and 12 were consumers, which were identified from **Q1** Are you a business or a consumer? We reviewed these and removed:

- Responses where only the first question had been completed (*Are you a business or a consumer?*)
- Business responses where the respondent was anonymous or the business identity could not be verified
- Responses from ineligible businesses (e.g. UK producers or foreign producers of engine oils and hydraulic fluids)
- Responses from outside of the UK

Once these responses were removed. We merged responses from the same business. This left 15 business responses and 8 consumer responses.

Business responses for engine oils and hydraulic fluids (15 responses)

After checking, merging, and removing responses as set out above, 15 business responses remained. All businesses have less than 25 employees in the UK. A summary of the responses is set out below. We have not included the names or personal information of any of the businesses who responded to the survey.

Q2 How did you find out about this survey?*

TRA website	2
Email campaign	12
Social media	1
Other (please specify)	1

* Total exceeds total number of businesses due to two responses from one business

Q3 How do engine oils/hydraulic fluids relate to your business?

14 responses were downstream businesses, and one response was from an upstream business.

Upstream business (one response)

One respondent who identified as an upstream business in **Q3** is a small business.

Q4 Please describe what your business does.

[The business activity was provided via the survey but has not been disclosed because the information in their response could reveal their business identity.]

Q5 To your knowledge, are any products sold by your company used in the manufacture of engine oils/hydraulic fluids?

The respondent said their products sold were used in the manufacture of both engine oils and hydraulic fluids.

Q6 Please provide your company's approximate total sales revenue (in pound sterling) from the last financial year.

£5 million to £10 million [The value was provided via questionnaire but has been shown as a range in this note for confidentiality.]

Q7 Roughly what percentage of your total sales from the last financial year were to companies which produce engine oils/hydraulic fluids?

The respondent said more than 20% of their total sales from the last financial year were to companies which produce engine oils/hydraulic fluids.

Q8 Approximately how many UK employees does your company have?

5-10 [The exact value was provided via questionnaire but has been shown as a range in this note for confidentiality].

Q9 Please tell us how tariffs on engine oils and hydraulic fluids from Lithuania and the United Arab Emirates would affect your company and industry? Would the effects differ between engine oils and hydraulic fluids?

The respondent said imposing a tariff could improve competitiveness in the UK market.

Q10 Is there any other information you would like to provide to help us assess the effects of potential tariffs on engine oils and hydraulic fluids from Lithuania and the United Arab Emirates on the overall economic interest of the UK?

The respondent said imposing a tariff could improve sales to UK customers as UK producers will be able to compete.

Downstream businesses (14 responses)

The 14 respondents who identified as downstream businesses in **Q3** submitted the following answers.

Q11 Please describe what your business does.

Most were retailers and one stated that they were a vehicle hire business.

Q12 Does your company import engine oils?

No, we buy from UK producers only	8
Yes, we import from other countries	0
Yes, we import from other countries and also buy from UK producers	6
No, we do not use/buy engine oils in their businesses	0

Q13-Q15 Please name your supplier(s) and list your overseas suppliers with their country(ies)

[The business names and countries were provided via the survey but has not been disclosed because the information in their responses could be commercially sensitive or could reveal their identities.]

Q16 Does your company import hydraulic fluids?

No, we buy from UK producers only	8
Yes, we import from other countries	1
Yes, we import from other countries and also buy from UK producers	4
No, we do not use/buy hydraulic fluids in their businesses	1

Q17-Q19 Please name your supplier(s) and list your overseas suppliers with their country(ies)

[The business names and countries were provided via the survey but has not been disclosed because the information in their responses could be commercially sensitive or could reveal their identities.]

Q20 Please provide your company's approximate total sales revenue (in pound sterling) from the last financial year.

Responses ranged between £0.2 million to £30 million with an average of £5.8 million.

Q21 Approximately what percentage of your total sales revenue in the last financial year were from sales of engine oils?

Greater than 20%	8
Over 10% up to 20%	4
Less than 1%	1
0%	1

Q22 Approximately what percentage of your total sales revenue in the last financial year were from sales of hydraulic fluids?

Greater than 20%	3
Over 10% up to 20%	3
Over 1% up to 10%	3
Less than 1%	3
0%	2

Q23 Who do you sell to?

Other businesses	4
Final consumers	1
Other businesses and final consumers	8
Only use internally	1

Q24 Approximately how many UK employees does your company have?

Responses ranged between 1-25 employee(s).

Q25 If prices of engine oils/hydraulic fluids were to increase, how would you respond?

Purchase same quantity of engine oils/hydraulic fluids	3
Purchase cheaper engine oils/hydraulic fluids	7
Other, please explain	3
Reduce purchases of engine oils/hydraulic fluids	1

Those who selected 'other' also said they would continue to purchase engine oils/hydraulic fluids and either take a cut in profit or pass the increase on to consumers, another response said they would not be able to compete.

Q26 Are your products ever used because of a protected characteristic? Protected characteristics are; age, disability, gender reassignment, marriage and civil partnership, pregnancy and maternity, race, religion or belief, sex, and sexual orientation.

Yes	0
No	13
Unsure	1

Q27 Please tell us how tariffs on engine oils and hydraulic fluids from Lithuania and the United Arab Emirates would affect your company and industry. Would the effects differ between engine oils and hydraulic fluids?

8 responses said they would have a negative impact if the measure would apply. They claimed the measure would lead to higher prices for consumers and be detrimental to smaller businesses. 3 responses were in favour of the measure claiming it would help to level the playing field for UK producers. 3 responses were neutral or unsure of the impacts.

Q28 In your experience are there any notable differences in engine oils/hydraulic fluids from Lithuania and the United Arab Emirates compared to those from other countries including the UK (e.g. in terms of price, quality or characteristics)?

There were a wide range of responses but the majority agreed that there is no significant difference in quality between engine oils/hydraulic fluids from the certain two countries and UK producers and that prices from the UAE and Lithuania were generally lower.

Q29 Is there any other information you would like to provide to help us assess the effects of tariffs on engine oils and hydraulic fluids from Lithuania and the United Arab Emirates on the overall economic interest of the UK?

Responses included the following points:

- Without any measures, UK producers would be forced out of the market.
- Small businesses would suffer from not being able to buy UAE products.
- Some concern about the level of competition in the UK market without the UAE imports.
- Owners of older vehicles which are past their warranty period tend to be more likely to purchase cheaper engine oils.

Consumer responses for engine oils (Eight responses)

After checking and removing responses as set out above, there were eight remaining responses from consumers. These are set out below.

Q30 How did you find out about this survey?

TRA Website	1
Email Campaign	1
Social Media	5
Other (please specify)	1

Q31 What vehicle type of engine oils do you buy, or would you consider buying?

Passenger Cars	7
Heavy-Duty Vehicles (e.g. trucks, buses and coaches)	2
Light Commercial Vehicles (e.g. pickup trucks, vans)	2
Motorcycle	1

Q32 Do you use engine oils because of a protected characteristic? Protected characteristics are: age, disability, gender reassignment, marriage and civil partnership, pregnancy and maternity, race, religion or belief, sex, and sexual orientation.

All responses said no.

Q33 Rank the following factors in terms of importance when you are buying engine oil.

Percentage of responses	Least important ← → Most important				
	Least important				Most important
Quality	0%	13%	0%	38%	50%
Brand	13%	25%	13%	25%	25%
Price	0%	13%	38%	38%	13%
Grade (Mineral, Semi-Synthetic and Fully-synthetic)	13%	38%	50%	0%	0%
Other	75%	13%	0%	0%	13%

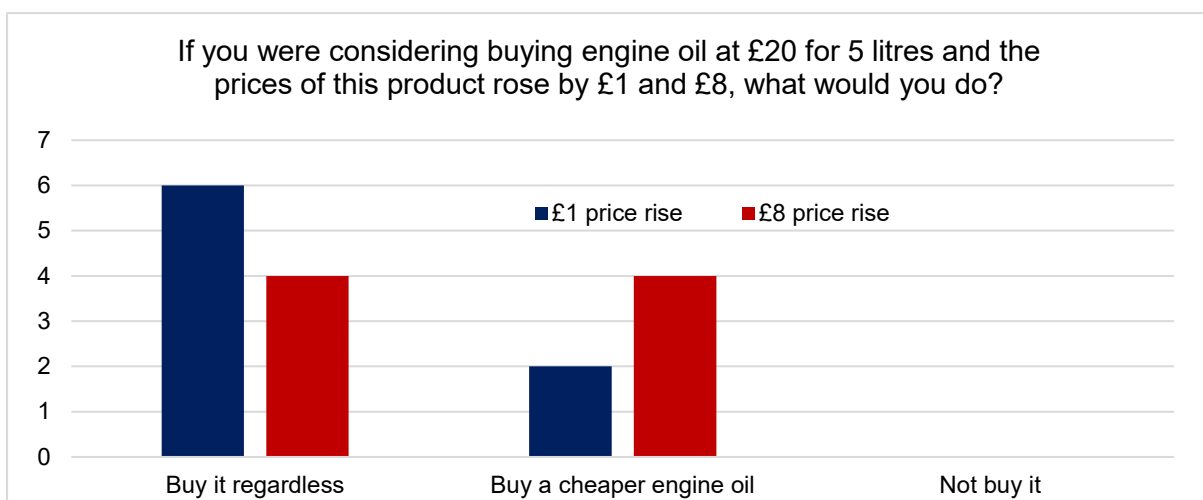
Overall, half of respondents said that quality of engine oil is the most important consideration. A second factor ranked is price following by brand, grade and other respectively. A three quarter of respondents said other factor is the least importance when considering buying engine oils, which service of sellers, specification and approvals were mentioned.

Q34 Would you buy a particular brand of engine oils or go for the lowest priced products which meets your requirements?

Buy a particular brand of engine oils*	5
Unsure	1
Buy the lowest priced engine oils that meets my requirements	2

*Brands mentioned: Shell, Mobil, Castrol, Granville

Q35-Q36 If you were considering buying engine oil costing £20 for 5 litres. And the prices of this product rose by £1 and £8, what would you do?



Annex A: Survey questions

Q1 *Are you a business or a consumer?*

If **Q1** answer is "Business"

Q2 *How did you find out about this survey?*

Q3 *How do engine oils/hydraulic fluids relate to your business?*

If **Q3** answer is "Upstream business"

Q4 *Please describe what your business does?*

Q5 *To your knowledge, are any products sold by your company used in the manufacture of engine oils/hydraulic fluids?*

Q6 *Please provide your company's approximate total sales revenue (in pound sterling) from the last financial year.*

Q7 *Roughly what percentage of your total sales from the last financial year were to companies which produce engine oils/hydraulic fluids?*

Q8 *Approximately how many UK employees does your company have?*

Q9 *Please tell us how tariffs on engine oils and hydraulic fluids from Lithuania and the United Arab Emirates would affect your company and industry? Would the effects differ between engine oils and hydraulic fluids?*

Q10 *Is there any other information you would like to provide to help us assess the effects of potential tariffs on engine oils and hydraulic fluids from Lithuania and the United Arab Emirates on the overall economic interest of the UK?*

If **Q3** answer is "Downstream business"

Q11 *Please describe what your business does.*

Q12 *Does your company import engine oils?*

Q13-Q15 *Please name your supplier(s) and list your overseas suppliers with their country(ies)*

Q16 *Does your company import hydraulic fluids?*

Q17-Q19 Please name your supplier(s) and list your overseas suppliers with their country(ies)

Q20 Please provide your company's approximate total sales revenue (in pound sterling) from the last financial year.

Q21 Approximately what percentage of your total sales revenue in the last financial year were from sales of engine oils?

Q22 Approximately what percentage of your total sales revenue in the last financial year were from sales of hydraulic fluids?

Q23 Who do you sell to? (Other businesses/final consumers, etc.)

Q24 Approximately how many UK employees does your company have?

Q25 If prices of engine oils/hydraulic fluids were to increase, how would you respond?

Q26 Are your products ever used because of a protected characteristic? Protected characteristics are; age, disability, gender reassignment, marriage and civil partnership, pregnancy and maternity, race, religion or belief, sex, and sexual orientation

Q27 Please tell us how tariffs on engine oils and hydraulic fluids from Lithuania and the United Arab Emirates would affect your company and industry. Would the effects differ between engine oils and hydraulic fluids?

Q28 In your experience are there any notable differences in engine oils/hydraulic fluids from Lithuania and the United Arab Emirates compared to those from other countries including the UK (e.g. in terms of price, quality or characteristics)?

Q29 Is there any other information you would like to provide to help us assess the effects of tariffs on engine oils and hydraulic fluids from Lithuania and the United Arab Emirates on the overall economic interest of the UK?

If **Q1** answer is "Consumer"

Q30 How did you find out about this survey?

Q31 What vehicle type of engine oils do you buy, or would you consider buying?

Q32 Do you use engine oils because of a protected characteristic? Protected characteristics are: age, disability, gender reassignment, marriage and civil

partnership, pregnancy and maternity, race, religion or belief, sex, and sexual orientation.

Q33 Rank the following factors in terms of importance when you are buying engine oil.

Q34 Would you buy a particular brand of engine oils or go for the lowest priced products which meets your requirements?

Q35-Q36 If you were considering buying engine oil costing £20 for 5 litres. And the prices of this product rose by £1 and £8, what would you do?