



**Pre-Sampling Questionnaire (Importer)
Anti-dumping investigation
Case AD0059: Certain engine oils and hydraulic
fluids imported from Lithuania and the United Arab
Emirates**

Period of Investigation:	<input type="text" value="1 April 2023 – 31 March 2024"/>
Injury Period:	<input type="text" value="1 April 2020 – 31 March 2024"/>
Deadline for response:	<input type="text" value="9 July 2024"/>
Case Team Contact:	<input type="text" value="AD0059@traderemedies.gov.uk"/>
Completed on behalf of:	<input type="text" value="Lubriage Ltd."/>

When you have completed this form, indicate the **confidentiality** status of this document by placing an X in the relevant box below and in the header. We strongly recommend this questionnaire to be completed on the computer, so this step is easy to complete.

- Confidential
 Non-confidential – will be made publicly available

Please note that you will have to provide **two copies of your response** – a **confidential** and a **non-confidential version**. Both copies must be returned to the TRA using the Trade Remedies Service (www.trade-remedies.service.gov.uk) by **9 July 2024 (EXTENSION RECEIVED)**.



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The scope of this investigation

Goods concerned

This investigation covers certain engine oils and hydraulic fluids exported from Lithuania and the United Arab Emirates, described as:

- Certain engine oils and hydraulic fluids. This includes passenger car motor oils, heavy duty commercial vehicle oils and hydraulic oils, grades: 5W-30, 5W-40, 0W-16, 0W-20, 0W-30, 10W-40, 10W-30, 20W-50, S40, S50, 15W-40, ISO32, ISO46, ISO68, HV32, HV46 and HV68.

These engine oils and hydraulic fluids are currently classifiable within the following commodity codes *ex 27101981 and ex 27101983*. These commodity codes are only given for information.

In this pre-sampling questionnaire, these goods will be referred to as 'the goods concerned'. Any reference to 'goods concerned' in this pre-sampling questionnaire refers to the goods description above, regardless of the commodity code under which they are exported.

Like goods

This pre-sampling questionnaire asks for information about your company's imports and sales of goods which are **like** the goods concerned. Any reference to '**like goods**' in this pre-sampling questionnaire refers to goods produced in the UK or imported to the UK from a country other than Lithuania or the United Arab Emirates which are like the goods concerned in all respects, or with characteristics closely resembling them.

Please follow the instructions for each question to provide the appropriate information regarding the goods concerned or like goods.

For more information about this case, you may refer to the Notice of Initiation published at: <https://www.trade-remedies.service.gov.uk/public/case/AD0059/>



Instructions

Who should complete this form.

You should complete this form if you are a UK importer of the goods concerned.

Why you are being asked to complete this pre-sampling questionnaire

You have identified yourself as a UK importer of the goods concerned. We are therefore seeking your cooperation in the investigation.

This pre-sampling questionnaire allows us to collect basic information and data about your company. If a large number of UK importers complete this pre-sampling questionnaire, we will use the information each one provides to help us decide which companies we want to sample for further investigation. If you are sampled, we will send you a more detailed questionnaire to complete.

Deadline for response

A completed pre-sampling questionnaire must be submitted to the TRA by no later than 2 July 2024. If you are unable to provide a completed submission by the given due date and you wish to request an extension, please contact the case team, AD0059@traderemedies.gov.uk and see the TRA's guidance on extension requests for further information.

Note about confidentiality

You will need to submit one confidential version and one non-confidential version of your pre-sampling questionnaire by the due date.

Please ensure that each page of information you provide is clearly marked either "Confidential" or "Non-confidential" in the header.

It is your responsibility to ensure that the non-confidential version does not contain any confidential information, which includes personal contact information, names and signatures.

Please see the TRA's [public guidance](#) for further information on what can be considered confidential and how to prepare a non-confidential version of this questionnaire.

All information provided to the TRA in confidence will be treated accordingly and only used for this investigation (except in limited circumstance as permitted by regulation



46 of the Trade Remedies (Dumping and Subsidisation) (EU Exit) Regulations 2019) and will be stored in protected systems.

The non-confidential version of your submission will be placed on the public file, which is available: <https://www.trade-remedies.service.gov.uk/public/case/AD0059/>



Section A – Activities of your company and any associated parties

A1 – Your company’s activities

To determine your company’s role for the purpose of this investigation, please select the activity/activities of your company below. For a definition of goods concerned/like goods please refer to the section above on [‘the scope of this investigation’](#).

- importer of the goods concerned in the UK
- other (please give details below)

If you have selected ‘other’, please describe the role of your company with regards to the goods concerned or like goods:

Click or tap here to enter text.

Please describe your interest in this investigation:

A2 – Associated parties and operational links

Please give details of all associated parties involved with the company in the production and sales (export and/or domestic) of the goods concerned or like goods during the POI. Both natural persons (individuals) and legal persons (e.g. companies) are considered to be associated where they meet the definition of ‘Related Persons’ in [regulation 128 of the Customs \(Import Duty\) \(EU Exit\) Regulations 2018](#).

Examples of activities could include manufacturing, exporting, purchasing, warehousing, sales (domestic), sales (export), further processing of the goods concerned or like goods.



	Company name	Company location (city, country)	Activities	Relationship
Associated party 1	<i>UAB SCT Lubricants</i>	Lithuania	Exporter	<p>[redacted – confidential information] is 100% shareholder. He is the Uncle of [redacted – confidential information] who is 70% Shareholder in Mannol Holdings Ltd, Mannol Holdings Ltd is the parent company of Lubriage Ltd.</p> <p>Although there is a family link in that a nephew is a shareholder in one company these entities are separate.</p>
Associated party 2	<i>SCT Chemicals Trading FZE</i>	UAE	Exporter	<p>Lubriage Ltd understands that [redacted – confidential information] is the ultimate beneficial owner of this company. His nephew has</p>



				shares in Lubriage Ltd, a separate company in a separate country as above.
Associated Party 3	<i>Chempioil FZE</i>	UAE	Exporter	Lubriage Ltd understands that [redacted – confidential information] is the ultimate beneficial owner of this company. His nephew has shares in Lubriage Ltd, a separate company in a separate country as above.

+ Add additional rows as required



Section B – Details of companies you import from

Please provide the contact details for each individual company you import from.
Please confirm in the final column if we are able to contact these companies.

Exporter/supplier name	Address	Contact details	Can we contact? Yes/No
UAB SCT Lubricants	Šilutės pl. 119, Klaipėdos m., 95112	[redacted confidential information] –	Yes
SCT Chemicals Trading FZE	S60307, Jebel Ali, Jebel Ali Free Zone, South Zone, Dubai	[redacted confidential information] –	Yes
Chempioil FZE	Jebel Ali, S60307 - Dubai - United Arab Emirates	[redacted confidential information] –	Yes

+ Add additional rows as required



Section C – Sales, imports and domestic purchases

C1 – Total company revenue

Please provide your company's total revenue and the revenue of the goods concerned:

	Value in GBP (£)
Total revenue of your company during the POI	[Volumes and Values are considered commercially sensitive information and have been redacted but is in the region of £51,000,000-69,000,000]
Total revenue of your company for the goods concerned during the POI	<p>Turnover during this period for the following goods:</p> <p>passenger car motor oils, heavy duty commercial vehicle oils and hydraulic oils, grades: 5W-30, 5W-40, 0W-16, 0W-20, 0W-30, 10W-40, 10W-30, 20W-50, S40, S50, 15W-40, ISO32, ISO46, ISO68, HV32, HV46 and HV68.</p> <p>Was £[Volumes and Values are considered commercially sensitive information and have been redacted but is in the region of £50,000,000-68,000,000]</p>



C2 – Your imports of the goods concerned

Please provide the total volume and value of the goods concerned imported by your company from Lithuania and the United Arab Emirates during the POI:

	Volume (KG)	Value in GBP (£)
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PRELIMINARY (1)

This question originally asked for volume to be expressed in Litres ('L'). Lubriage Ltd only holds records in KG. Whilst it may be possible to estimate, different fluids weigh different amounts and so to give the most accurate, open and transparent response possible Lubriage Ltd provides this initial reply in KG.

The Value of goods is added also in the currency that they have been traded in, with a indicative price for Sterling using a recent online calculator.

PRELIMINARY (2)

Lubriage Ltd reserves the right to further expand on all of these figures should stage 2 be required, but further cost, time and investigation will be required from a software developer to extract the information required should the TRA insist on Litre measurement.

PRELIMINARY (3)

Lubriage Ltd held significant stock, and so the answers below in the third column reflect EXISTING stock, not just stock that was imported during the POI.

The goods concerned imported from Lithuania into the UK during the POI
(Sum of next three rows should match volume/value of this row, unless you currently have purchases from the POI in storage)

[Volumes and Values are considered commercially sensitive information and have been redacted but is in the region of 4,000,000-5,500,000] (in KG)

€[Volumes and Values are considered commercially sensitive information and have been redacted but is in the region of 9,500,000-12,700,000] (in EUR)



		<p>The data that we hold is Euros.</p> <p>In £ sterling using Google 'Refinitive' exchange rate as at 4th July 2024 gives an indicative amount of</p> <p>£[Volumes and Values are considered commercially sensitive information and have been redacted but is in the region of 8,100,000-10,900,000]</p>
<p>The goods concerned imported from Lithuania into the UK during the POI and resold in the UK</p>	<p>Our client does not hold this information at this time. As stated under Preliminary (2) above this information will have to be requested from a software developer.</p>	<p>Of the above the original import value of the goods resold was</p> <p>£ [Volumes and Values are considered commercially sensitive information and have been redacted but is in the region of 13,900,000-18,700,000]</p> <p>(please note this value includes goods sold that were purchased before the POI and held in storage, our client does not record the information in the way that you have requested)</p>



<p>The goods concerned imported from Lithuania into the UK during the POI and consumed by your own company</p>	<p>[Volumes and Values are considered commercially sensitive information and have been redacted but is in the region of 0-10,000]</p>	<p>[Volumes and Values are considered commercially sensitive information and have been redacted but is in the region of 0-10,000]</p>
<p>The goods concerned imported from Lithuania into the UK during the POI and exported</p>	<p>Our client does not hold this information at this time. As stated under Preliminary (2) above this information will have to be requested from a software developer.</p>	<p>Of the above the original import value of the goods resold was £[Volumes and Values are considered commercially sensitive information and have been redacted but is in the region of 1,400,000-1,800,000]</p>
<p>The goods concerned imported from the United Arab Emirates into the UK during the POI <i>(Sum of next three rows should match volume/value of this row unless you currently have purchases from the POI in storage)</i></p>	<p>[Volumes and Values are considered commercially sensitive information and have been redacted but is in the range of 27,000,000-37,000,000]</p>	<p>£[Volumes and Values are considered commercially sensitive information and have been redacted but is in the region of 57,000,000-77,000,000] (in USD)</p> <p>The data that we hold is US Dollars.</p> <p>In £ sterling using Google 'Refinitive' exchange rate as at 4th July 2024 gives an indicative amount of</p> <p>£[Volumes and Values are considered commercially sensitive information and have been redacted but is in the region of 45,000,000-61,000,000]</p>



<p>The goods concerned imported from the United Arab Emirates into the UK during the POI and resold in the UK</p>	<p>Our client does not hold this information at this time. As stated under Preliminary (2) above this information will have to be requested from a software developer.</p>	<p>Of the above the original import value of the goods resold was £[Volumes and Values are considered commercially sensitive information and have been redacted but is in the region of 30,500,000-41,500,000]</p> <p>(please note this value includes goods sold that were purchased before the POI and held in storage, our client does not record the information in the way that you have requested)</p>
<p>The goods concerned imported from the United Arab Emirates into the UK during the POI and consumed by your own company</p>	<p>[Volumes and Values are considered commercially sensitive information and have been redacted but is in the region of 0-10,000]</p>	<p>[Volumes and Values are considered commercially sensitive information and have been redacted but is in the region of 0-10,000]</p>
<p>The goods concerned imported from the United Arab Emirates into the UK during the POI and exported</p>	<p>Our client does not hold this information at this time. As stated under Preliminary (2) above this information will have to be requested from a software developer.</p>	<p>Of the above the original import value of the goods resold was £[Volumes and Values are considered commercially sensitive information and have been redacted but is in the region of 6,200,000-8,300,000]</p>



Please provide the total volume and value of the like goods **imported** by your company from **all other countries** during the POI:

	Volume (L)	Value in GBP (£)
The like goods imported into the UK during the POI <i>(Sum of next three rows should match volume/value of this row unless you currently have purchases from the POI in storage)</i>	[Volumes and Values are considered commercially sensitive information and have been redacted but is in the region of 0-10,000]	[Volumes and Values are considered commercially sensitive information and have been redacted but is in the region of 0-10,000]
The like goods imported into the UK during the POI and resold in the UK	[Volumes and Values are considered commercially sensitive information and have been redacted but is in the region of 0-10,000]	[Volumes and Values are considered commercially sensitive information and have been redacted but it in the region of 0-10,000]
The like goods imported into the UK during the POI and consumed by your own company	[Volumes and Values are considered commercially sensitive information and have been redacted but is in the region of 0-10,000]	[Volumes and Values are considered commercially sensitive information and have been redacted but is in the region of 0-10,000]
The like goods imported into the UK during the POI and exported	[Volumes and Values are considered commercially sensitive information and have been redacted but is in the region of 0-10,000]	[Volumes and Values are considered commercially sensitive information and have been redacted but is in the region of 0-10,000]

C3 – Like goods purchased from a UK producer



If you have also **purchased like goods** from a **UK producer** during the POI, please provide the total sales volume and total sales price value of your purchases in the table below.

	Volume (L)	Value in GBP (£)
Like goods purchased from UK producers during the POI <i>(Sum of next three rows should match volume/value of this row unless you currently have purchases from the POI in storage)</i>	[Volumes and Values are considered commercially sensitive information and have been redacted but is in the region of 0-10,000.]	[Volumes and Values are considered commercially sensitive information and have been redacted but is in the region of 0-10,000.]
Like goods purchased from UK producers during the POI and resold in the UK market	[Volumes and Values are considered commercially sensitive information and have been redacted but is in the region of 0-10,000.]	[Volumes and Values are considered commercially sensitive information and have been redacted but is in the region of 0-10,000.]
Like goods purchased from UK producers during the POI and consumed by your own company	[Volumes and Values are considered commercially sensitive information and have been redacted but is in the region of 0-10,000.]	[Volumes and Values are considered commercially sensitive information and have been redacted but is in the region of 0-10,000.]
Like goods purchased from UK producers during the POI and exported	[Volumes and Values are considered commercially sensitive information and have been redacted but is in the region of 0-10,000.]	[Volumes and Values are considered commercially sensitive information and have been redacted but is in the region of 0-10,000.]



Section D – Additional information

D1 – Other interested parties

If you believe there are other interested parties that should receive a questionnaire, please provide their organisation name and website details below.

Organisation name	Website
[redacted – a list that ran to more than four pages of confidential information relating to customers, contacts and other parties known to Lubriage Limited who do not see it as appropriate to give a customer and or contact list to a competitor]	[redacted – a list that ran to more than four pages of confidential information relating to customers, contacts and other parties known to Lubriage Limited who do not see it as appropriate to give a customer and or contact list to a competitor]

D2 – Particular Market Situation

If you have any concerns or information about the possible existence of a particular market situation in the exporting country or territory, please provide details in the box below. This can include examples such as:

- Prices are artificially low;
- There is significant barter trade (e.g. goods exchanged for other goods);
- Prices reflect non-commercial factors; or
- Anything else.

Click or tap here to enter text.



D3 – Scope

Do you agree with the scope of the investigation as outlined on page 3?

Yes

No

If you have answered 'no' to the above question, please can you explain why?

Click or tap here to enter text.

D4 – Product Control Numbers

The TRA uses Product Control Numbers (PCNs) to define and distinguish the different types of products that fall under the goods description above.

PCNs, which come in the form of an **alphanumeric code**, help to create a categorisation system so that comparisons can be made between goods produced in the domestic UK market and those produced in foreign markets.

We have created a draft PCN table and enclose this here for you now.



Cat 1	Code (grade)	Cat 2	Code (AECA oil sequences)	Cat 3	Code (container type)
01	Oil grade 5W30	E4	Heavy duty E4	1	Plastic bottle
02	Oil grade 5W40	E7	Heavy duty E7	2	Plastic pail
03	Oil grade 0W16	E8	Heavy duty E8	3	Plastic barrel
04	Oil grade 0W20	E1	Heavy duty E11	4	Steel drum
05	Oil grade 0W30	A3	Light duty petrol A3	5	Intermediate bulk container
06	Oil grade 10W40	A5	Light duty petrol A5	6	Other - plastic
07	Oil grade 10W30	A7	Light duty petrol A7	7	Other – steel
08	Oil grade 20W50	B4	Light duty diesel B4	8	Other – Mixed plastic and steel
09	Oil grade S40	B5	Light duty diesel B5	9	Other – Other materials
10	Oil grade S50	B7	Light duty diesel B7	0	No container
11	Oil grade 15W40	C2	Light duty both C2		
12	Oil grade ISO32	C3	Light duty both C3		
13	Oil grade ISO46	C4	Light duty both C4		
14	Oil grade ISO68	C5	Light duty both C5		
15	Oil grade HV32	C6	Light duty both C6		
16	Oil grade HV46	C7	Light duty both C7		
17	Oil grade HV68	X0	No AECA spec / Not applicable		
00	Oil grade other				

Example: 0W30 C2 engine oil in a plastic barrel would be 05C23

Please review the draft PCN structure for this investigation shown in the table above. Please include any comments on the PCN structure in the box provided.



Click or tap here to enter text.

D5 – Economic Interest Test

It is a requirement of the investigation to conduct an Economic Interest Test (EIT). The aim of the EIT is to determine whether the implementation of the proposed trade remedy measure is in the wider economic interest of the UK. In order to obtain a complete picture of the UK market, could you please help by providing us with details of your UK suppliers (upstream companies providing inputs) and UK customers (downstream companies buying your like goods). Please confirm in the final column if we are able to contact these companies. We would like to use any contact details you provide to get in touch with these companies, although there is no obligation on you to provide this information.

Company name	Company location (city, country)	Company contact information (email/telephone)	Relationship
[redacted – a list that ran to more than four pages of confidential information relating to customers, contacts and other parties known to Lubriage Limited who do not see it as appropriate to give a customer and or contact list to a competitor]	[redacted – a list that ran to more than four pages of confidential information relating to customers, contacts and other parties known to	[redacted – a list that ran to more than four pages of confidential information relating to customers, contacts and other parties known to Lubriage Limited who do not see it as appropriate to give a customer and or contact list to a competitor]	Customer



		Lubriage Limited who do not see it as appropriate to give a customer and or contact list to a competitor]	
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Company name	Company location (city, country)	Company contact information (email/telephone)	Relationship
[redacted – a list that ran to more than three pages of confidential information relating to customers, contacts and other parties known to Lubriage Limited who do not see it as appropriate to give a customer and or contact list to a competitor]	[redacted – a list that ran to more than three pages of confidential information relating to customers, contacts and other parties known to Lubriage Limited who do not see it as appropriate to give a customer and or contact list to a competitor]	[redacted – a list that ran to more than three pages of confidential information relating to customers, contacts and other parties known to Lubriage Limited who do not see it as appropriate to give a customer and or contact list to a competitor]	supplier



D6 – Anything else

Please use the box below to provide information about anything else you consider relevant to this investigation

Please see below information which we believe contains relevant information of which the TRA should be notified when carrying out their investigation.

Lubriage Ltd are confident that this investigation will not find dumping from either territory at least insofar as the companies that they buy from are concerned. That really is at the heart of this application.

As will be seen, Aztec Oils Ltd on the face of it are alleging that Lubriage Ltd (T/as Mannol UK / Mannol UK & Ireland) are importing goods that are in breach of 'dumping' regulations.

The World Trade Organization defines dumping as

Dumping is, in general, a situation of international price discrimination, where the price of a product when sold in the importing country is less than the price of that product in the market of the exporting country.

For this investigation to continue the TRA must be of the view that Aztec Oils has established an arguable case that products are being bought by Lubriage Ltd (and others perhaps) at below a price that would be 'normal' in the country in which they are sold.

That will be shown not to be the case. That does not need to be shown by any respondent but Lubriage Ltd believes in any event that it shall be. That position has already been admitted by Aztec Oils in their application.

Aztec Oils *really* say that they do not understand how Lubriage can sell product at the price that it does. That is a matter for them to cogitate, not the TRA to judge.

The TRA is, in the view of Lubriage Ltd, being misled, in large part because of a personal vendetta waged on social media by [redacted – contains personal information], Managing Director of Aztec Oils.

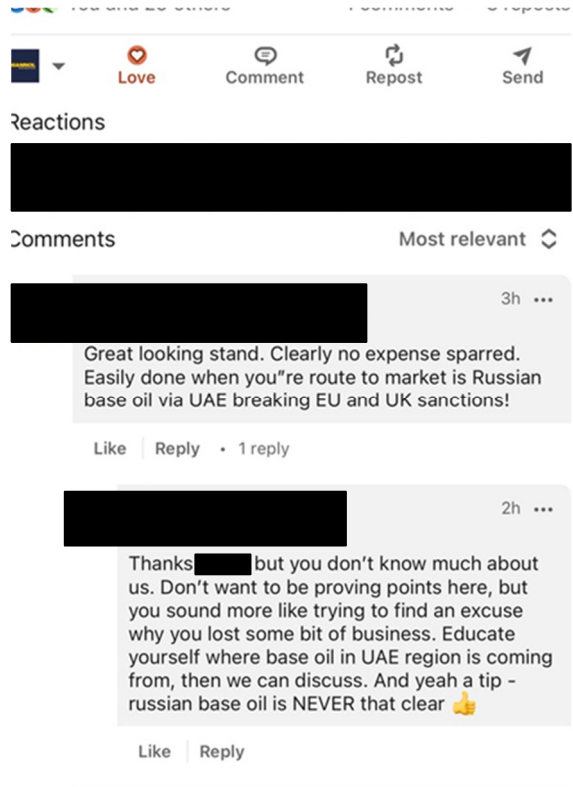
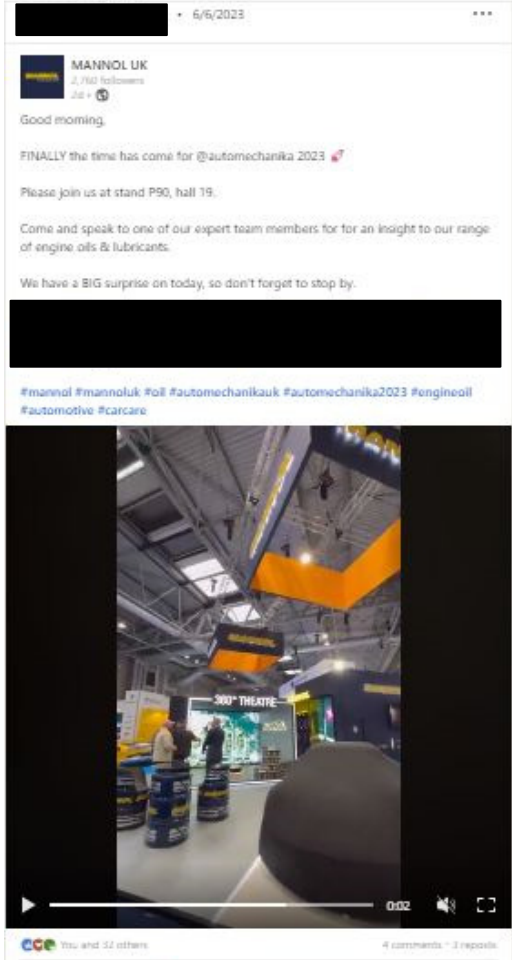
Aztec Oils Ltd has an issue with the end price of product and cannot compete. Lubriage can offer very keen pricing, but also has sold goods at a loss. That is no one's business but their own, and respectfully not within the remit of the TRA to comment upon. The concept of a 'Loss Leader' is not new, and not prohibited. Lubriage is aggressively trying to grow their market. That is not against the law. Competition is good. Some products are sold at a premium, again that is not a concern for this investigation.

What should be a concern for the TRA is context.

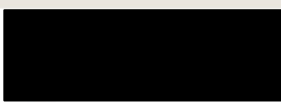
Since June 2023 [redacted – contains personal information], Managing Director at Aztec Oils Ltd has accused Lubriage Ltd of:



1. having a “route to market is Russian base oil via UAE breaking EU and UK sanctions” – see post on LinkedIn 6th June 2023



2. “Russian money laundering” – third paragraph
3. “happy to help Putin’s war machine” – last paragraph 8th June 2023



+ Follow

The existential crisis facing the Lubricant Industry in the UK

Times are hard in Europe, throughput down, future demand uncertain. This is what we as a UK lubricant blender faces and has dealt with through Brexit and Covid but the war in Ukraine has brought a far more dangerous enemy. In the UK, with weak HMRC controls on inputs, the UK lubricants industry is being attacked by Russian money launderers who are taking advantage of the weak infrastructure, post Brexit, to dump finished lubricants in the UK.

During 2022, the UK market had seen an onslaught of lubricants supplied via a distributor in the Midlands at prices below UK manufactured cost. While it was generally acknowledged that this was Russian money laundering, lubricant blenders in the UK took the view that this door would close on February 5th 2023, when the final part of the EU sanctions would kick in.

refineries which had been lately undergoing maintenance schedules, but now have returned to full production.

Russian base oils are being imported into United Arab Emirates, where little regard for US/EU sanctions is held. Apart from the aforementioned distributor, the industry's seeing other participants entering the market who are creating concern by offering products of spurious quality and at unsustainable prices.

Russian base oils are being used in toll blending operations in UAE to supply a number of third parties who are targeting the EU and UK lubricants markets with sub-standard specification and exceptionally low priced products.

Base oil pricing is well documented around the world through ICIS, Argus and LnG, and a simple calculation of actual blending costs shows these operators to be sanction breakers at best and Russian money launderers at worst.

Unfortunately in the UK distribution chain, there are numerous companies, well aware of the products' provenance, who are quite happy to help Putin's war machine. Shame on them!

Previously, under the EU 'existing contracts' legislation, a Lithuanian blender was able to obtain base oils from Russian and Belarussian suppliers at very favourable rates, denied to the EU and the UK who respected and adhered to the sanctions imposed by the US, EU and other allied nations including the UK.

However, it would seem that the game has moved on and the threat has, and is increasing. We now have an increase in the range of products being imported into the UK, and again, at below UK manufactured costs.

It is vital for the Russian base oil industry that outlets are found and preserved for the dumping of large cargoes of oil, since the EU and allied nations ban has effectively removed around 200kt of base oil from the market.

Russian traders are desperate to locate suitable markets for base oils which are now flowing from refineries which had been lately undergoing maintenance schedules, but now have returned to full production.

Russian base oils are being imported into United Arab Emirates, where little regard for US/EU sanctions is held. Apart from the aforementioned distributor, the industry's seeing other participants entering the market who are creating concern by offering products of spurious quality and at unsustainable prices.

104

16 comments • 13 reposts



There are many other posts and comments.

Questions as to whether these are defamatory comments are for another forum. The UK Director of Lubriage is Lithuanian, with Ukrainian heritage, and these comments have been felt very heavily, and not been proven. Lubriage is of the view that they are nothing more than a UK competitor who cannot manufacture product at a price that is competitive to that which Lubriage can sell at having had it made overseas. That is the price difference, not whether product is being dumped from other countries. Aztec Oil have moved on from allegations involving Putin and Russia, instead focusing on wild assumptions and their own calculations to 'prove' their own narrative.

Stating 'well documented... simple calculation of actual blending costs shows...' as in the extract above brings no particularisation to the allegations. Their opinion is not proof of anything.

This approach is reflected in the Application document which seeks to mislead the TRA. Lubriage has the right to reply to this document and does so, below.

Incorrect Content in the Application

P9, box 2

There is a statement that 'SCT Lubricants (Mannol)' operate blending plants in both locations.

That is incorrect. There are three concerned companies, two in UAE and one in Lithuania. They manufacture for a range of customers, including Lubriage Ltd. Lubriage Ltd trades as Mannol UK and Mannol UK and Ireland. "Mannol" itself is an international company that trades all over the world, SCT Vertriebs GmbH is a German company. There are distributors in many countries.

Lubriage puts the allegation of 13% 'captured market share' to strict proof and asks to understand it to respond. For the reasons stated below this is not understood and is inconsistent and misleading.

P12 box 1 (Comparability).

Is Aztec alleging that some part of the goods imported by Lubriage contain Russian oil in breach of sanctions? If so, then can the TRA clarify, if not can the TRA remove that offensive content.

Box 2

It is not accepted that Mannol's products are doing damage to 'our industry'. Lubriage is a UK company and if Aztec Oils cannot compete that is a matter for them. This statement is received by Lubriage as offensive, divisive, and potentially racist. Does the TRA support that statement? Does it take the investigation forward?

The reference to '*there are numerous other commodity codes involved and it is quite possible that there is more product being imported that has been miscoded which could increase the numbers significantly*' is objected to. This is entirely baseless supposition that is clearly



designed to influence the views of the TRA. The Allegations herein ought to be put to strict proof or struck out by the TRA in the interests of natural justice.

P16 box 1

Aztec Oils confirms that *'It is an almost impossible task to produce accurate data recording Lubricant production in the UK as competitors will not divulge this information...'* that is of course no surprise, entirely common and the notion that the TRA would then accept Aztec Oil's calculations, based on their own estimates as definitive is entirely without foundation, and Lubriage Ltd objects on a wholesale basis. The UKLA is a trade club of no statutory standing, no independence and mention of their name should not and must not sway any view of the TRA.

The fifth paragraph of this section of the allegation states, as if fact, that *'The Lithuanian and UAE blender, dumping product...'* Lubriage Ltd notes that this is a matter for the TRA to determine and expects this incorrect and misleading language to be duly noted by the TRA. It should be struck from public view as defamatory or otherwise qualified by the TRA as publisher of the statement for defamation purposes.

There is a reference to *'reduced pricing to below UK manufactured cost'*. Lubriage assumes that Aztec actually means *'some product is being sold cheaper than what we can make and sell it for'*. Plainly if correct that is not actually evidence of dumping.

The section continues *'The importer...appear to be importing lubricants at prices that are in line with the market but then selling through to third party distributors at prices that are a fraction of the cost.'*

Respectfully, why is this investigation on foot at all? Lubriage can sell their goods at whatever price they wish, and here Aztec Oils is **admitting** that import prices are in line with the market. The existence of this investigation after that admission is not understood.

The sentence *'Calculations have taken the imported value divided by the net weight to get an average price per litre...'* is nonsensical. Different goods in different volumes are purchased of different goods at different prices and the TRA has been entirely misled here. These calculations are entirely unreliable.

Aztec Oils state that all imports to UK are from SCT in Lithuania. Lubriage cannot comment on that.

Aztec Oils state that they 'would not expect' 'other producers' to account for more than 10% of imports from UAE. Lubriage cannot comment on the accuracy of that but questions it and puts Aztec to strict proof.

P42 – Related Persons

The information here is plainly incorrect. The principal shareholder of Mannol Holdings Ltd is a different person to the person who is the beneficial owner of the SCT companies referred to.



P44 – ‘Evidence’

The chart is not understood and Lubriage reserves their position on that until full calculations are provided and the source of information confirmed. However, this section is nonsensical – ‘We also show sales invoices to UK customers from Lubriage Ltd at a lower cost. This is undisputedly product dumping.’ This is incorrect. Lubriage – a UK company – can sell product at whatever price it wishes. What matters here is what Lubriage PAYS for their product. The TRA does not exist to prevent ‘loss leaders’.

P47 – ‘Method’

Lubriage understands that the TRA will use the Comparable Price. Lubriage understands that the TRA will be provided with sufficient evidence from the exporters as to what their local domestic price is. That is a matter for them.

Aztec Oils focus on the end sales price in the UK – because they cannot compete. Again, the Application records ‘*Figures show that SCT in both Lithuania and UAE are supplying their affiliate company at market pricing and the dumping is occurring in the UK with the importer selling at below their own costs*’. If this is the case then, respectfully, it has nothing to do with Aztec Oils, the TRA or anyone else – it is free competition. Should any UK company wish to sell some of their goods at a premium, or a loss, it is not for an emanation of the state to intervene.

Aztec Oil goes on to admit:

‘it is therefore not appropriate to demonstrate manufactured costs in Lithuania or UAE as the imported price would indicate expected values that would not cause issue to UK producers’

Respectfully, this is an admission that this is NOT dumping and Lubriage Ltd questions why this investigation is being entertained. Again, should Lubriage sell SOME of their goods below cost on occasion (and admittedly some at a premium) that is not at all uncommon in any sector. Whether Aztec Oils or anyone else likes the commercial approach it is not dumping under the TRA remit.

The sentence ‘*Dumping margin illustrated using received offers in the UK against offers from the producer in Lithuania shows a dumping margin of over 25% on average*’ is not understood. Again, it appears, trying to make the best of this sentence, that Aztec takes issue with a price for sale in the UK versus a price for Lithuanian import. Lubriage cannot compare apples and oranges.

The sentence ‘*subsequently we now have import documents and invoices verifying dumping*’ is neither understood nor accepted and further particulars should be demanded from the TRA or this defamatory statement qualified or removed from publication.

P50 box 1 ‘Examples Annex 5’

‘*The universal view from the UK lubricant industry...*’ is a sweeping statement, Aztec Oils has appointed itself and cannot seriously be taken as the voice of ‘UK industry’. Amazon was a threat to the high street, but employs thousands, and change happens. Lubriage has employed some 60 staff, is moving to bigger premises, is recruiting some 30 more, uses local UK businesses, supports their local Northamptonshire and Milton Keynes Chambers of Commerce as a Platinum Member of both, is a charitable donor of note, sports person sponsor and is running and growing its own logistics fleet. The TRA does not exist to protect UK manufacturers from companies that can compete with product that is made somewhere else.



The question here is whether or not dumping, as defined, is taking place and the applicant has **repeatedly** stated that it accepts that there is no dumping at point of export.

P53 – basis

The applicant states ‘*The importer’s last published accounts show a gross margin of 25% while import prices against sales prices would indicate this is a loss making business*’. This level of suspicion is indicative of the approach of Aztec Oils. Is there an allegation that the filed accounts are fraudulent? That should be made, or the statement retracted. It is taken by Lubriage that Aztec Oils do not understand how Lubriage runs a profitable pricing strategy. They will not find that out through his process, and it is not, respectfully, for the TRA to comment upon the pricing strategy or a UK business once it has imported goods.

P60 q 2

Aztec Oils complains that ‘*We are seeing increasing activity recently reducing minimum delivery quantities at the same low prices encouraging more customers to buy*’. That is not a matter for the TRA, and that Aztec Oils cannot compete in the UK is irrelevant to the question of dumping from the countries complained of – **Aztec Oils admits that the export price does not cause an issue. P47 refers.**

P63 box 1 Threat of injury

This section quotes ‘*dumping at 50% and less of these prices*’. Elsewhere this figure is different, but the point remains the same – Aztec Oils complains about the end sale price, of some goods, **Aztec Oils admits that the export price does not cause an issue. P47 refers.**

P65 box 2

The statement ‘*if the importer is allowed to continue unchecked there is no reason to believe he can’t double his business each year*’

This is a really dangerous statement, that highlights the real issue here. Aztec Oil is concerned about the competition, because it cannot compete, and fears for their market share.

That is not a matter for the TRA.

Many UK manufacturers have had to pivot or fold because goods can be made elsewhere or sold at more competitive prices. That does not equate to dumping.

Aztec Oils admits that the export price does not cause an issue. P47 refers.

P66 box 1

The applicant confirms ‘*price offers that we cannot compete with*’ sadly that is the crux of it.

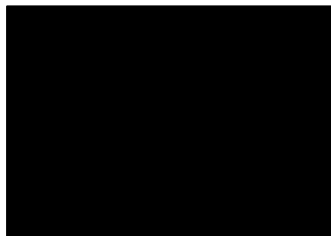
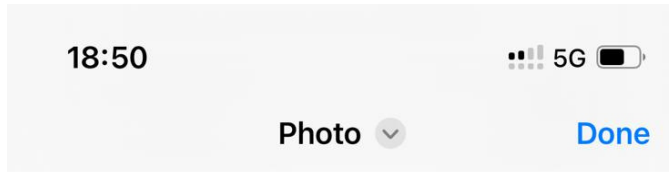
Aztec Oils admits that the export price does not cause an issue. P47 refers.



P67 box 3

This alleged evidence has not been seen, but given the above and **Aztec Oils admits that the export price does not cause an issue. P47 refers** it is hard to see that this evidence is demonstrating that which it is alleged to.

If further evidence were needed of the commercial and personal motivation of the Application, which Lubriage considers ought not now be needed, on the 4th July 2024 messaged a former employee :-



Managing Director at Aztec Oils Ltd



[redacted – contains personal information] is motivated to 'bring down Mannol'. That has nothing to do with 'dumping'.

Aztec Oils / [redacted – contains personal information] have also invented 'Product Dumping in the UK' – where they seek to explain away their inability to compete on price. Dumping is at point of export. They admit that that price causes no issue, as above. This investigation should, respectfully, be withdrawn.



Percentage of Market

Lubriage Ltd does not accept the veracity of the data used in the Application and expects the TRA to put the Applicant's data under scrutiny. In any event, whilst Lubriage Ltd reserves their right to expand on this should stage 2 become necessary, using the Applicant's own data it is plainly inconsistent:

Annex 1 shows an alleged UK demand (yellow highlights Column G) of 431,200 T. Lubriage Ltd are alleged to have imported 21542 T (Column D53) which is 4.99% not 10% as stated.

Now you have reached the end of this questionnaire please ensure that you have prepared a confidential and non-confidential version and indicated the status of each within the header. The non-confidential version should redact personal contact information, names, signatures, and exact sales quotes. Redacted figures should be replaced with a range where possible. Please return both versions to the TRA using the Trade Remedies Service (trade-remedies.service.gov.uk).