



3rd Edition

# General Industrial Oils and Grease: Global Market Analysis and Opportunities

Published November 2017

Base Year: 2016 (and preliminary estimates for 2017)

Forecasts to 2021

## Regional Coverage: Global

The global industrial manufacturing sector continues to evolve, driven by three key factors. Firstly, off-shoring of manufacturing to low cost markets has slowed down due to various economic and political factors. Secondly, manufacturers in Asia are keen to improve and modernize their manufacturing process to better compete with their western counterparts. Thirdly, all manufacturers are increasingly focused on improving energy efficiency, reducing emissions, and becoming more sustainable. All of these factors will profoundly influence global manufacturing activity and the volume and quality of industrial lubricants consumed.

## This Report Helps Subscribers to:

- Assess global and regional demand for general industrial oils and greases
- Assess penetration of high performance synthetic and semi-synthetic lubricants
- Analyze key end-use industries in terms of products consumed and the impact of technology, regulatory, and economic trends
- Evaluate key lubricant supplier and assess their strengths and weaknesses
- Understand industrial lubricant demand outlook
- Evaluate market opportunities and challenges



## Report Contents

### Introduction

#### Executive Summary

- An overview of key findings

#### Product Profiles

Detailed profiles of general industrial oils (covering hydraulic fluids, turbine oils, gear oils, compressor and refrigeration fluids) and greases are provided, including the following information:

- Lubricant products, applications, specifications, and prices
- Key performance requirements
- Consumption by region and end-use industry
- Synthetic and semi-synthetic lubricant penetration
- Key suppliers and market share ranking
- Market developments, growth drivers, and restraints
- Market outlook, challenges, and opportunities

### Industry Profiles

For each industry listed in Table 1, the following information is provided:

- Industry definition, structure, and segments
- Industry overview
- Lubricant applications, specifications, prices, purchase practices, and performance requirements
- Lubricant consumption
- Market developments, technology trends, growth drivers, and restraints
- Market outlook, challenges, and opportunities

**Table 1: End-use Industries**

Power generation including wind energy

Primary Metals and general manufacturing

Transportation equipment manufacturing

Mining

Cement

Other industries





## Scope

General Industrial Oils and Grease: Global Market Analysis and Opportunities provides a detailed independent appraisal of key industries and explores market opportunities and challenges for manufacturers of industrial lubricants and greases. Specifically, the study provides:

- Demand of general industrial oils (covering hydraulic fluids, turbine oils, gear oils, compressor and refrigeration fluids) and greases at a global level and by key regions and end-use industries
- Penetration of high performance synthetic and semi-synthetic lubricants
- Market trends covering technology shifts, regulations, increased focus on energy efficiency, emissions reduction, and sustainability
- Impact of market trends on overall lubricant consumption and penetration of high performance lubricants
- Regional economic trends and impact on key end-use industries
- Detailed analysis of key drivers and restraints at global level for industrial lubricant demand and market outlook
- Appraisal of market challenges and opportunities

## Key Benefits

Subscribers to this study have a reliable and independent assessment of the global industrial lubricants market. This report serves as an excellent resource for blenders and marketers of industrial oils and fluids to build solid strategic plans and respond to competitive forces, emerging technologies, and evolving market needs. Specifically, this report provides subscribers with information and insights to:

- Develop business strategies by understanding the trends and developments that are driving key end-use industries and regions
- Design product development, marketing and sales strategies
- Develop market-entry and market expansion strategies
- Identify key competitors and evaluate their market position
- Identify macro and micro-economic trends shaping and driving the market for general industrial oils and greases



## Methodology

Kline’s approach places principal emphasis on primary research techniques to ensure that the foundation of business intelligence and insight is accurate, current, and reliable. Building on our 50-plus years in the business and leveraging our worldwide network of offices, our teams of seasoned professionals draw upon pragmatic industrial and commercial experience to understand and interpret global impacts and local perspectives.

### Primary Research

#### We Know Who to Talk to. We Know How to Listen.



A high number of in-depth discussions are conducted by each analyst. All interviews are done with true industry insiders.

Kline’s analysts draw upon pragmatic experience to understand global impacts and local perspectives. Our interviews engage experts across all pertinent fields and sectors including:

- Marketers/manufacturers
- Distributors
- Government agencies
- Retailers
- Suppliers
- Trade organizations

### Secondary Research

#### We Know Where to Look – Mining the Details.



Analysis is further supplemented by secondary research, consisting of constant tracking of annual company reports, national statistics bureaus, trade/ industrial/professional associations, and the like.

Relevant developments are diligently followed and their impact closely monitored. Reports also draw upon non-confidential data from Kline’s internal database, consisting of over half a century’s syndicated research.

### Comprehensive Market Intelligence

#### We Know How to Verify.



Data are rigorously analyzed, cross-checked, distilled, and validated. Kline’s proven methodology allows exceptionally effective, precise, and reliable market

intelligence, giving subscribers a solid foundation on which to grow, refine, and expand their business with confidence.

## Kline Credentials

Kline is a leading global management consulting and market research firm offering the complete spectrum of services. The firm has served the management consulting and market research needs of organizations in the chemicals, materials, energy, life sciences, and consumer products industries for over 50 years.

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