



2nd Edition

# Global White Oils: Market Analysis and Opportunities

To Be Published 1st Quarter 2019  
Base Year: 2018  
Forecasts to 2023

Regional Coverage: Global

White oils are highly refined oils made from paraffinic or naphthenic basestocks. They are colorless, odorless mineral or synthetic oils that are used in a variety of applications. The global demand for white oils has been increasing slowly over the past few years. Despite the slow growth, the market remains dynamic with production shifting to Asia, declining Group I supply, increasing competition from small suppliers, substitution by other products, and increasing regulatory control.

## This Report Will Help Subscribers to:

- Assess the global demand for white oils in terms of applications and markets
- Analyze the impact of changing basestocks, manufacturing technology, and regulations
- Understand key growth areas in terms of applications and markets
- Evaluate competitors
- Identify market opportunities and challenges

# Tentative Report Contents\*

## Introduction

### White Oil Product Review

- White oil classification by types and grades
- Typical physical, chemical, and performance characteristics
- Key application areas
- Pricing
- Overall demand and outlook

### Executive Summary

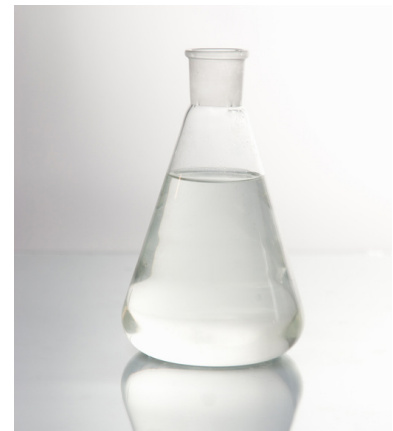
- Overview of Key Findings

### Profiles of Country Markets

*Detailed country profiles focusing on key markets (listed in Table 1) are provided, including the following information:*

- Overall demand
- Demand by application, purity grades, baseoil type, and viscosity ranges
- Market structure and supply chain
- Key supplier market shares
- Key applications
- Product pricing
- Growth drivers and restraints
- Demand outlook
- Market opportunities and challenges

\* Subject to charter subscriber input



**Table 1: Major Markets to be Covered**

Asia-Pacific	China, India
Europe	DACH (Germany, Austria, Switzerland), France, Russia, Turkey, The United Kingdom
North America	Mexico, The United States
South America	Brazil

NOTE: This list is tentative.

## Scope

Global White Oils: Market Analysis and Opportunities provides a detailed independent appraisal of this complex market and explores market opportunities and challenges for manufacturers and marketers of white oils, worldwide. Key insights provided in the report include the following:

- Global demand of white oils in 2018 and forecasts to 2023
- Detailed profiles and demand by major white oil applications
- Detailed profiles and demand by major white oil markets
- Analysis of market trends, growth drivers and restraints, and regulations
- Major suppliers and their market shares
- Evaluation of market opportunities and challenges

## Key Benefits

This report assists white oil marketers in identifying opportunities within the global white oil industry. It also serves as an invaluable tool in the strategic planning process. Specifically, the report helps subscribers:

- Develop business strategies by understanding the trends and developments that are driving the global white oil market
- Understand market, regulatory, technology, and other trends and their impact on the white oil industry
- Design and develop products and marketing strategies for key end-use industries by assessing unmet needs and barriers to entry
- Identify end-use markets and applications with high potential for growth and the challenges and barriers for catering these opportunities
- Identify key competitors and evaluate their market position
- Evaluate key market opportunities and challenges facing the business



## 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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