

Opportunities in Lubricants: North American Market Analysis

Commercial Automotive (Base year 2017): Published July 2018

Consumer Automotive (Base year 2018): Published June 2019

Industrial Oils and Fluids (Base year 2019): Published September 2020

In continuous publication since 1984, *Opportunities in Lubricants: North American Market Analysis* is a comprehensive, in-depth analysis of automotive and industrial finished lubricant products, end-use industries/trade classes, major suppliers, and market trends in the United States, plus summary coverage of Canada and Mexico.

Regional Coverage: North America: United States, Canada, and Mexico

SCOPE

- › The size and segmentation for finished lubricants by country, product type, and market segment
 - United States
 - Canada
 - Mexico
- › Detailed U.S. finished lubricants demand by trade class or end-use industry
- › Product and service requirements by various trade class or end-use industry
- › Market trends, drivers, and restraints by various market segment, trade class, or end-use industry
- › Supplier profiles of leading lubricants marketers, providing an assessment of their lubricant business position, sales, and market share
- › Market outlook and opportunities

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Introduction

Year in Review

- Overall market summary: North America
- Overall market summary: United States
- Suppliers
- Mergers, acquisitions, and supplier developments
- Market developments
- Outlook

Overall Market: United States

Executive summary of the report, which includes finished lubricants demand in volume and value for the market segment under analysis for that base year.

End-Use Industries and Trade Classes

This section of the report details lubricant demand by end-use industry or trade class (listed in Table 1), supplier market share in each end-use industry, five-year demand outlook, and critical analysis of business opportunities specific to the industry or trade class.

Products: United States

Product overview: properties, functions and specifications, packaging and prices, maintenance practices, consumption, distribution channels, major suppliers, market developments, outlook and appraisal for products listed in Table 2.

Lubricants Overview: Canada

Lubricants Overview: Mexico

Lubricants overview for Canada and Mexico features an overview of each country covering the following:

- Key economic, political, and demographic indicators
- Lubricants basestock refineries
- Lubricants demand by market segment, product category and type, and viscosity grade
- Supplier market shares
- Maintenance and purchasing practices
- Product packaging
- Lubricants distribution
- Market developments
- Outlook
- Appraisal and opportunities

Suppliers: North America

The following information is provided for leading North American finished lubricant suppliers:

- Background and financial overview
- Organizational structure
- New products and recent developments
- Lubricants business overview
- Lubricants manufacturing
- Sales
- U.S. market share

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Table 1. Trade Class and End-Use Industries

Consumer automotive		Commercial automotive		Industrial	
Installed	Retail	On-highway	Off-highway	End-use industries	
Quick lubes	Mass merchandisers	For-hire trucking	Construction	Rubber and plastic products	Mining
New car dealerships	Auto parts stores	Private fleets	Mining	Transportation equipment	Food processing
Tire, brake, and muffler shops	Other retail outlets	State and local governments	Federal government	Chemicals and allied products	Wood and paper products
General repair garages		Lease-rental	Agriculture	Electrical equipment and energy transmission	Agriculture, forestry, and fishing
Other installed service providers		Transportation		Aviation and railroad	Oils and gas extraction and petroleum ref.
		Other on-highway		Marine	Machinery
				Primary metals manufacturing	Textiles
				Printing	Other end-use industries
				Fabricated metal products	

Table 2. Lubricant Products

Consumer automotive	Commercial automotive	Industrial
Passenger car motor oil	Heavy-duty motor oil	Process oil-a
Automatic transmission fluid	Hydraulic and transmission fluid	General industrial oil-b
Gear oil	Gear oil	Metalworking fluids-c
Grease	Grease	Industrial engine oil-d
Two/four-stroke engine oil		Grease

a- Includes aromatic, electrical, rubber, white, and other paraffinic, naphthenic, and synthetic oils

b- Includes hydraulic, turbine and circulating, gear, compressor and refrigeration, heat transfer fluids, and other industrial oils

c- Includes removal, forming, protecting, and treating fluids

d- Includes marine, railroad, natural gas, and aviation engine oils

REPORT BENEFITS

This report provides subscribers with an accurate and independent appraisal of the North American lubricant market in terms of its size and segmentation, key end-use segments and trends, business opportunities, and competitive forces. It also provides:

A highly reliable and independent assessment of the North American conventional and synthetic lubricant demand and supplier market share

An examination of demand shifts among various product types as well as throughout the entire market in critical areas, such as retail to installed service providers

A resource tool for sales, marketing, and strategy personnel to quickly learn the fundamentals and current trends in the leading end-use markets

METHODOLOGY

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