

Opportunities in Lubricants: North America Market Analysis

Base Year: 2022

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In continuous publication since 1984, Opportunities in Lubricants: North America Market Analysis provides 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, along with the summary coverage of Canada and Mexico.

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

SCOPE

- › Detailed analysis of automotive and industrial lubricant demand by trade class and end-use industry in the United States
- › A comprehensive lubricant demand analysis for Canada and Mexico
- › Product and service requirements in various trade classes and end-use industries
- › Market trends, drivers, and restraints for various market segments, trade classes, and end-use industries
- › Impact of sustainability trends on lubricant demand in various segments, trade classes, and end-use industries
- › Supplier profiles of leading lubricants marketers, providing an assessment of their lubricant business position, sales, and market share
- › Market outlook and opportunities

What's New?

- A detailed coverage of the three lubricant segments:
 - Consumer automotive
 - Commercial automotive
 - Industrial
- Trends in alternate fuel vehicles
- Sustainability initiatives from lubricant suppliers

**Includes an Excel-Based
Demand Model of the U.S.
Lubricant Market**

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Introduction

Year in Review

- Overall market summary: North America
- Suppliers
- Market developments and sustainability trends
- Lubricant demand outlook

U.S. Commercial Automotive Lubricants

- Factory fill
- On-highway and off-highway
 - Industry structure
 - Maintenance and purchasing practices
 - Trends in alternative fuel vehicles
 - Lubricant demand by product, grade, formulation, and supplier for each of the sub-segments—for hire, private fleets, lease rental, and all other
 - Lubricant prices
 - Sustainability trends for lubricants
 - Lubricant demand outlook
 - Appraisal and opportunities
- Lubricant demand analysis by US states

U.S. Consumer Automotive Lubricants

- Passenger cars
 - Industry structure
 - Automotive market trends
 - Trends in alternative fuel vehicles
 - Maintenance and purchasing practices
 - Inter-channel competition
 - Lubricant demand by product, grade, formulation, and supplier for each of the sub-segments—quick lubes, franchised and independent workshops, factory fill, independent workshops, and retail channels
 - Lubricant prices
 - Sustainability trends for lubricants

- Lubricant demand outlook
- Appraisal and opportunities

- Two-wheelers
 - Market overview and lubricant demand outlook
- Lubricant demand analysis by US states

Industrial Lubricants: United States

- An in-depth analysis would be conducted for the end-use industries listed in Table 1. Each chapter will have the following coverage:
 - Industry overview
 - Lubricant demand by product, formulation, and lubricant supplier
 - Maintenance practices
 - Market developments
 - Lubricant demand outlook
 - Appraisal and opportunities

TABLE 1. INDUSTRIAL END-USE

Transportation Equipment	Machinery
Electrical Equipment and Energy Transmission	Fab metals
Marine	Mining
Primary metals	All other

Lubricants Overview: Canada

Lubricants Overview: Mexico

Suppliers: North America

- bp
- Chevron
- Valvoline
- ExxonMobil
- Phillips66
- Shell
- CITGO



REPORT BENEFITS

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

A highly reliable and independent assessment of the North America finished lubricants demand and supplier market shares

An examination of demand shifts among various trade classes and end-use industries, as well as lubricant products

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

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 60-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. Our industry expertise is elevated by technology and systematic data collection processes to deliver more predictive and actionable data and insights.

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