

Forsythe Lubrication



Forsythe Lubrication is proud to be a new UEIL member. Located in Hamilton, Ontario, Canada, we hope that we can help bring a North American perspective to the organisation. Hamilton is central to heavy industry and automobile production in both Canada and the United States. Our company, at slightly over 100 years of age, has a long history of supply to these industries and their spin-offs. Today, a good deal of our business is in toll manufacturing for major oil companies supplying in this area.

While the market for lubricants in North America is smaller than it once was, there is still a lot of opportunity for the supplier with innovative product and supply offerings. There is an optimism that the US economy has turned a corner and is on a new path to recovery. There has been great investment by government in Canada, and the US, in manufacturing R&D to aid in this recovery. Legislators, on both sides of the border, are committed to free trade agreements, and the globalisation of the industry continues, as we see products from around the world sold in our domestic markets. Conversely, there has never been greater export of Canadian made lubricants, around the world, as we see now.



Canada, and our company, is challenged today by the low Canadian dollar caused by the collapse in world oil prices. Our imported materials are costing a great deal more. This has caused us to seek more local supply, where we can. Fortunately, we have found that there is an abundance of supply of quality base stocks and additives available domestically.

At the same time, we find that our low dollar is opening up all kinds of new opportunities. Our products are now more economical for export markets, and we are beginning to see

a shift. Sourcing local product and having a low-cost blending option in Canada has appeal to foreign lubricant suppliers.

Our legislative challenges are similar to our colleagues worldwide. Environmental and health and safety regulations are similar in most North American and European jurisdictions. This is largely due to the free trade conditions negotiated over the last number of years. Some of these challenges may be difficult, but as we meet them together, our market expands and we become more responsible, as corporate entities.

Thank-you for the opportunity to participate in your organisation and it's activities. We look forward to participating and contributing to your continued success.



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LINK
www.forsythe.on.ca