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"Grilling in its traditional form remains popular, but the industry cannot ignore the fact that consumers are evolving. Millennials, who tend to be multicultural and urban, live different lifestyles than their parents did, and their lifestyle needs aren't necessarily being met.

Marketers must evolve with these consumers if they hope to maximize sales growth."

- Lindsey Rogers, Consumer Analyst

This report looks at the following areas:

- · How can companies encourage more frequent grilling?
- · How can companies maintain sales growth in an industry that is cyclical?
- How can brands increase brand loyalty and distinguish themselves from their competitors?

The grilling market has recovered along with the economy. Household penetration of grills has remained steady and there is no reason to expect ownership to fluctuate. However, ownership of the two major grill types – gas and charcoal – have fallen over the past decade as newer entrants that use alternate fuel (or dual fuel) and other speciality grills appear to have taken share.

This report builds on the analysis presented in Mintel's Grilling and Barbecuing – US, March 2014, and Outdoor Barbecue – US, April 2012. It discusses how companies can maximize that growth by effectively targeting consumers.

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DID YOU KNOW?

This report is part of a series of reports, produced to provide you with a more holistic view of this market



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Hearth, Patio & Barbecue Association (HPBA)

National Propane Gas Association (NPGA)

National Restaurant Association (NRA)

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