

# **United States Toothpaste Tablet Market Assessment, By Type [Fluoride, Fluoride Free], By Packaging Type [Jars and Bottles, Composite Bags and Pouches, Others], By End-user [Commercial Establishments, Individual Users], By Distribution Channel [Online, Offline], By Region, Opportunities, and Forecast, 2016-2030F**

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## **Abstracts**

The United States toothpaste tablet market is displaying an impressive growth rate and is expected to grow at a CAGR of 6.8% for the forecast period between 2023 and 2030 and is expected to reach USD 30.13 million in 2030 from USD 17.8 million in 2022. The United States stands at the forefront of replacing and adopting traditional toothpaste tubes with toothpaste tablets. Sustainability and environmental consciousness have become paramount and even the most routine aspects of daily life are changing to conform to these values. A symbol of this transition to a more sustainable and waste-conscious future has appeared in toothpaste tablets, an inventive and environmentally responsible substitute for conventional toothpaste. The concept of toothpaste tablets is not merely a product innovation; it's a reflection of a broader movement toward eco-conscious consumer choices.

Sustainability is certainly a prominent aspect of the United States toothpaste tablet market, but there are other dimensions and drivers associated with this innovative oral care product like convenience, changing lifestyle, health consciousness, and commercial utilization. From natural formulations in different flavors to portable packaging, toothpaste tablets are rewriting the rules of oral hygiene. They are appealing to travelers, outdoor enthusiasts, and anyone seeking a practical, sustainable, and effective oral care solution.

## Sustainability and Environment Focus

Sustainability and environmental concerns have been pivotal drivers in shaping the United States toothpaste tablet market. Consumers are looking for more environmentally friendly choices in all areas of their lives due to the increased awareness of environmental challenges. The ability of toothpaste tablets to drastically reduce plastic waste is one of its primary benefits. The materials used to make conventional toothpaste tubes are not recyclable and frequently finish up in landfills. On the other side, toothpaste tablets are frequently packaged in minimal or plastic-free ways, offering them a sustainable option for customers actively looking to reduce their plastic footprint. Unlike toothpaste tubes, toothpaste tablets are packed in recyclable and reusable packaging like glass or bio-plastic containers and composite and paper packaging. As far as the United States toothpaste tablet market growth is concerned, sustainability is going to be a major factor.

In their 2022 sustainability report , Bite reported that 100% of their products are produced with recyclable, biodegradable, or compostable materials, and 74,957lbs of plastic waste was diverted from landfills.

## Toothpaste Tablets, a Healthier Option Compared to Traditional Toothpaste Tubes

Apart from gaining prominence because of being a sustainable option, toothpaste tablets have emerged as a healthier option compared to traditional toothpaste packed in metal or plastic tubes. Toothpaste tablets often featured natural and clean ingredients free of chemicals and compounds, appealing to health-conscious consumers looking for oral care products aligned with their overall wellness goals. Further collaborations with dental professionals and endorsements from oral care experts helped build trust and credibility for toothpaste tablet brands. Recommendations from professionals added to consumers' confidence in these products. Toothpaste tablet brands emphasize educational campaigns to inform consumers about the benefits of their products. These campaigns aimed to address potential knowledge gaps and raise awareness about the environmental advantages of toothpaste tablets.

## Growing Online Sales Owing to Ease of Shopping Promotes Market Growth

The growth of the United States toothpaste tablet market through e-commerce has been a significant and influential factor. E-commerce offers consumers the convenience of shopping for toothpaste tablets from the comfort of their homes. This convenience has

increased accessibility, making toothpaste tablets available to a broader audience. E-commerce growth and expansion have impacted the United States toothpaste tablet market more than just with comfort and convenience. E-commerce platforms provide a vast marketplace where consumers can explore many toothpaste tablet brands, formulations, and flavors. This extensive product selection allows consumers to find products that suit their preferences and needs. Many toothpaste tablet brands have adopted DTC models, selling their products directly to consumers through their websites. This approach allows brands to connect directly with customers, gather feedback, and tailor their offerings based on consumer preferences.

### Higher Income Levels

Higher disposable income among the citizens of the United States assists various markets in the country to grow faster than in any other country. Higher disposable income does influence the United States toothpaste tablet market growth. Consumers with higher disposable incomes are often more open to trying new and innovative products. Toothpaste tablets, being a relatively novel concept compared to traditional toothpaste, may see greater acceptance among this demographic. Toothpaste tablets are costlier than traditional toothpaste formulas, which is one drawback of toothpaste tablets hinders its acceptability in low and middle-income countries.

However, United States consumers have the capacity to pay a premium for an innovative product that aligns itself with sustainability. The consumption of toothpaste tablets is higher in urban and metropolitan areas where people have a better lifestyle and more spending power. Higher-income individuals often have busy lifestyles and may prioritize convenient products that simplify their daily routines. Toothpaste tablets, which eliminate the need for squeezing toothpaste from a tube, offer a convenient solution.

### Impact of COVID-19

The COVID-19 pandemic had both direct and indirect effects on the United States toothpaste tablet market, just like it had in various other markets in the United States. The COVID-19 pandemic impacted consumer behaviour, supply chain and personal hygiene. The pandemic influenced consumer preferences, with some individuals seeking products that offered convenience, sustainability and eco-friendliness. Toothpaste tablets, which align with these preferences, have seen increased interest. During the tough time with lockdowns and social distancing measures in place, e-commerce became a preferred shopping channel for many consumers and became the

driving factor for United States toothpaste tablet market and the trend continues to date. Many brands and businesses leverage online sales channels for sales generation and product penetration.

### Key Players Landscape and Outlook

United States toothpaste tablet market is a vibrant and evolving market housing many players from big multinationals to new-age startups to local players, catering to diverse needs of oral care solutions through toothpaste tablets. For the upcoming forecast period, the market is forecasted to expand rapidly and stay positive throughout the period. The United States toothpaste tablet market currently houses limited known established players; with the market poised to expand, it opens up opportunities for further market development with innovative and solution-driven products and becomes intensely competitive. Sustainability, changing consumer behaviour, growing income and natural formulations in tablets will drive the market. Consumer desire for environmentally friendly packaging and a shift away from plastic and metal tubes are allowing toothpaste tablets to enter the market. Customers want cleaner, more natural oral care products. Packaging, formulation, and marketing strategy innovations are projected to continue determining United States toothpaste tablet market's growth.

## Contents

### 1. RESEARCH METHODOLOGY

### 2. PROJECT SCOPE & DEFINITIONS

### 3. IMPACT OF COVID-19 ON UNITED STATES TOOTHPASTE TABLET MARKET

### 4. EXECUTIVE SUMMARY

### 5. VOICE OF CUSTOMER

5.1. Demographics (Age/Cohort Analysis – Baby Boomers and GenX, Millennials, Gen Z; Gender; Income – Low, Mid and High; Geography; Nationality; etc.)

5.2. Market Awareness and Product Information

5.3. Brand Awareness and Loyalty

5.4. Factors Considered in Purchase Decision

5.4.1. Brand Name

5.4.2. Pack Size

5.4.3. Price

5.4.4. Quality

5.4.5. Packaging Type

5.4.6. Inclination Towards Organic Products

5.4.7. Promotional Offers & Discounts

5.5. Purpose of Purchase

5.6. Frequency of Purchase

5.7. Medium of Purchase

5.8. Role of Brand Ambassador or Influencer Marketing on Product/Brand Absorption

### 6. UNITED STATES TOOTHPASTE TABLET MARKET OUTLOOK, 2023-2030

6.1. Market Size & Forecast

6.1.1. By Value

6.1.2. By Volume

6.2. By Type

6.2.1. Fluoride

6.2.2. Fluoride Free

6.3. By Packaging Type

6.3.1. Jars and Bottles

- 6.3.1.1. Plastic
- 6.3.1.2. Glass
- 6.3.1.3. Others
- 6.3.2. Composite Bags and Pouches
- 6.3.3. Others
- 6.4. By End-user
  - 6.4.1. Commercial Establishments
  - 6.4.2. Individual Users
- 6.5. By Distribution Channel
  - 6.5.1. Online
  - 6.5.2. Offline
    - 6.5.2.1. Retail Stores
      - 6.5.2.1.1. Brand Stores
      - 6.5.2.1.2. Multi-Brand Outlets
      - 6.5.2.1.3. Pharmacies/Drug Stores
      - 6.5.2.1.4. Others
    - 6.5.2.2. Wholesale Channels
    - 6.5.2.3. Dealers/Distributors
    - 6.5.2.4. Others
- 6.6. By Region
  - 6.6.1. Northeast
  - 6.6.2. Southwest
  - 6.6.3. West
  - 6.6.4. Southeast
  - 6.6.5. Midwest
- 6.7. By Company Market Share (%), 2022

## **7. MARKET MAPPING, 2022**

- 7.1. By Type
- 7.2. By Packaging Type
- 7.3. By End-user
- 7.4. By Distribution Channel
- 7.5. By Region

## **8. MACRO ENVIRONMENT AND INDUSTRY STRUCTURE**

- 8.1. Supply Demand Analysis
- 8.2. Import Export Analysis

8.3. Value Chain Analysis

8.4. PESTEL Analysis

8.4.1. Political Factors

8.4.2. Economic System

8.4.3. Social Implications

8.4.4. Technological Advancements

8.4.5. Environmental Impacts

8.4.6. Legal Compliances and Regulatory Policies (Statutory Bodies Included)

8.5. Porter's Five Forces Analysis

8.5.1. Supplier Power

8.5.2. Buyer Power

8.5.3. Substitution Threat

8.5.4. Threat from New Entrant

8.5.5. Competitive Rivalry

## **9. MARKET DYNAMICS**

9.1. Growth Drivers

9.2. Growth Inhibitors (Challenges and Restraints)

## **10. KEY PLAYERS LANDSCAPE**

10.1. Competition Matrix of Top Five Market Leaders

10.2. Market Revenue Analysis of Top Five Market Leaders (in %, 2022)

10.3. Mergers and Acquisitions/Joint Ventures (If Applicable)

10.4. SWOT Analysis (For Five Market Players)

10.5. Patent Analysis (If Applicable)

## **11. PRICING ANALYSIS**

## **12. CASE STUDIES**

## **13. KEY PLAYERS OUTLOOK**

13.1. The Kind Lab (Bite)

13.1.1. Company Details

13.1.2. Key Management Personnel

13.1.3. Products & Services

13.1.4. Financials (As reported)

- 13.1.5. Key Market Focus & Geographical Presence
- 13.1.6. Recent Developments
- 13.2. VITAL TOOTHPASTE TABS
- 13.3. Weldental
- 13.4. Chomp Toothpaste
- 13.5. BeeConscious Co., Ltd
- 13.6. Hello Products, LLC
- 13.7. Avespan, LLC
- 13.8. Delightful Brands
- 13.9. Canary Clean Products, LLC
- 13.10. Bambo Earth
- 13.11. Tidalove

\*Companies mentioned above DO NOT hold any order as per market share and can be changed as per information available during research work

## **14. STRATEGIC RECOMMENDATIONS**

## **15. ABOUT US & DISCLAIMER**

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