

Abstract
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SPECIALTY SURFACTANTS
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The surfactant industry and the markets it serves are complex, with numerous producers and product types. The industry has both commodity and specialty market segments. Specialty surfactants are used as cosurfactants with commodity surfactants, as essential ingredients in a range of industrial and domestic products, and as key process aids in many sectors. Fast growing niches for specialty surfactants are small-volume, high-performance products in which they act as cosurfactants with commodity surfactants.

This report focuses on three specialty surfactant products:

- Methyl ester sulfonates
- Alkyl polyglycosides
- Sulfosuccinates.

We present process designs and associated cost estimates for the manufacture of these three surfactants. Process designs are based on review of patents, company product literature, published articles, and vendor information. An extensive summary of patents relating to manufacture of the three surfactants is included in this report.

The report reviews markets for the three surfactants of interest, as well as the markets for several other specialty surfactants. It also compares environmental aspects of petrochemical-derived versus oleochemical-derived surfactants.

This report will be of use to those entering or expanding into the specialty surfactants business, those who use specialty surfactants, or who wish to track new technical developments in the specialty surfactants market.

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