

Crude Oil Desalter Market - Global Industry Size, Share, Trends, Opportunity, and Forecast, Segmented By Type (Infrastructure, Consumables), By Product Type (Single Stage, Two Stage, Three Stage), By Industry Vertical (Oil Field, Oil Refineries, FCC Feed Desalting, Heavy Crude Desalting, Distillate Treating), By Application (Upstream, Midstream, Downstream), By Region, By Competition, 2018-2028

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Abstracts

Global Crude Oil Desalter Market was valued at USD 208.63 million in 2022 and is anticipated to project robust growth in the forecast period with a CAGR of 5.19% through 2028.

The Crude Oil Desalter market refers to the sector within the oil and gas industry dedicated to the production and implementation of desalting technologies in refineries. Crude oil extracted from reservoirs often contains impurities, including salts and water, which can be detrimental to downstream refining processes. The Crude Oil Desalter market addresses this challenge by providing technologies and solutions designed to efficiently remove these impurities from the crude oil, ensuring the integrity of refining equipment and improving the quality of the end products.

Key components of the Crude Oil Desalter market include various desalting methods, such as chemical desalting, electrostatic desalting, and ultrasound-assisted desalting. The market is driven by factors such as increasing global demand for refined petroleum products, stringent environmental regulations, and the need for upgrading aging refineries. Companies within this market focus on technological innovations to enhance



the efficiency of desalting processes, contributing to the overall sustainability and competitiveness of the oil refining industry on a global scale.

Key Market Drivers

Increasing Global Demand for Crude Oil

The global crude oil desalter market is significantly driven by the ever-increasing demand for crude oil across various industries worldwide. As emerging economies continue to industrialize and established economies maintain their energy consumption, the demand for crude oil remains robust. Crude oil is a fundamental raw material for industries such as transportation, petrochemicals, and manufacturing. The growing population, urbanization, and industrialization contribute to the rising demand for petroleum products, thereby necessitating the optimization and expansion of crude oil desalting facilities.

The desalting process is crucial in ensuring the quality and efficiency of downstream refining processes. Desalters remove impurities, such as salts and water, from crude oil, preventing corrosion in refining equipment and improving the quality of the final refined products. As the demand for high-quality refined products continues to surge, the crude oil desalter market is poised to witness sustained growth.

Stringent Environmental Regulations

Environmental consciousness and the need to adhere to stringent environmental regulations are driving the global crude oil desalter market. Governments and international bodies are imposing strict guidelines to minimize the environmental impact of industrial activities, including oil refining. Desalting plays a vital role in meeting these regulatory requirements by reducing the environmental footprint of the refining process.

Salt content in crude oil can lead to corrosion and fouling in refining equipment, posing environmental risks and increasing maintenance costs. Crude oil desalters help in mitigating these risks by efficiently removing salts and other impurities, ensuring compliance with environmental standards. As the focus on sustainable practices intensifies globally, the demand for advanced desalting technologies is expected to rise, driving the growth of the crude oil desalter market.

Technological Advancements in Desalting Processes



The continual advancement of desalting technologies is a key driver propelling the growth of the global crude oil desalter market. Ongoing research and development efforts are leading to the introduction of innovative desalting technologies that enhance efficiency, reduce energy consumption, and improve overall performance. Advanced desalting processes, such as electrostatic desalting and ultrasound-assisted desalting, are gaining traction in the industry.

These technological advancements not only contribute to the environmental sustainability of the refining process but also offer economic benefits by optimizing energy usage and reducing operational costs. Market players investing in research and development to create cutting-edge desalting solutions are likely to gain a competitive edge in the evolving global crude oil desalter market.

Growing Focus on Upgrading Aging Refineries

The aging infrastructure of many refineries worldwide is fueling the demand for crude oil desalters. As refineries age, they face challenges related to corrosion, fouling, and inefficient operations. Upgrading existing refineries to enhance efficiency and comply with modern environmental standards has become a priority for the industry.

Crude oil desalters play a crucial role in the revamping of aging refineries by improving the quality of crude oil feedstock, extending the lifespan of equipment, and ensuring compliance with contemporary environmental regulations. The need for refinery modernization is expected to drive substantial investments in the crude oil desalter market, particularly from regions with a significant number of aging refineries.

Geopolitical Factors Affecting Crude Oil Supply

Geopolitical factors, such as conflicts in oil-producing regions, sanctions, and political instability, significantly impact the global crude oil supply. Fluctuations in crude oil quality and composition due to geopolitical events necessitate efficient desalting processes to adapt to changing feedstock conditions. The ability to handle diverse crude oil characteristics is a crucial factor driving the adoption of advanced desalting technologies.

Crude oil desalters that can effectively process varying feedstock compositions and quality are in high demand, providing refineries with the flexibility to adapt to geopolitical uncertainties. As geopolitical tensions continue to influence the global oil market, the importance of adaptable desalting solutions is expected to drive growth in the crude oil



desalter market.

Rising Focus on Energy Efficiency and Cost Optimization

In an era of increasing energy costs and the imperative to reduce carbon footprints, the crude oil desalter market is driven by the growing emphasis on energy efficiency and cost optimization in the refining process. Desalting is a crucial step in the refining value chain, and energy-efficient desalting technologies contribute to overall operational efficiency.

Modern desalting technologies not only improve the removal of impurities from crude oil but also enhance the energy efficiency of the refining process. As energy costs continue to rise and environmental sustainability becomes a top priority, refineries are actively seeking advanced desalting solutions that offer both efficient salt removal and reduced energy consumption. This focus on energy efficiency is expected to propel the growth of the global crude oil desalter market in the coming years.

Government Policies are Likely to Propel the Market

Environmental Regulations and Compliance

Governments around the world play a crucial role in shaping the landscape of the global crude oil desalter market through environmental regulations and compliance standards. With increasing concerns about climate change and environmental sustainability, regulatory bodies are imposing stringent guidelines on industries, including oil refining, to mitigate their impact on the environment.

One key area of regulation focuses on the reduction of harmful emissions and the prevention of environmental contamination. Governments are enacting policies that mandate the implementation of advanced desalting technologies to reduce the salt content in crude oil, thereby minimizing the risk of corrosion and pollution during the refining process. Compliance with these regulations is not only a legal requirement but also an essential factor for the reputation and sustainability of refineries.

These policies drive the demand for state-of-the-art desalting technologies that can effectively meet environmental standards, fostering the growth of the global crude oil desalter market. Refineries must continually invest in upgrading their desalting facilities to align with evolving regulatory frameworks, ensuring both environmental responsibility and operational efficiency.



Energy Security and Diversification

Government policies related to energy security and diversification have a direct impact on the global crude oil desalter market. Many countries formulate policies aimed at reducing their dependence on imported energy resources, emphasizing the need to diversify energy sources and enhance domestic refining capacities.

In the pursuit of energy security, governments often incentivize the development and modernization of domestic refineries. These policies encourage refineries to adopt advanced desalting technologies that improve the efficiency of the refining process, reduce maintenance costs, and ensure the quality of refined products. Governments may offer financial incentives, tax breaks, or subsidies to support the implementation of state-of-the-art desalting equipment, thus stimulating growth in the crude oil desalter market.

By aligning national energy strategies with policies that promote modernization and efficiency in the refining sector, governments contribute to the overall resilience and sustainability of their energy infrastructure. This, in turn, drives investment and innovation in the crude oil desalter market.

Trade and Export Regulations

Trade and export regulations set by governments influence the global crude oil desalter market by shaping the dynamics of crude oil flows across borders. Policies related to the export and import of crude oil often include specifications regarding the quality of the oil, including salt content. To meet these specifications and facilitate international trade, refineries implement desalting processes to ensure the removal of impurities from crude oil.

Governments may enact policies that promote the use of advanced desalting technologies to enhance the quality of exported crude oil, aligning with international standards and market expectations. In some cases, adherence to specific quality standards, achieved through efficient desalting, may be a prerequisite for accessing certain export markets.

As geopolitical and economic factors continue to influence global oil trade, governments play a pivotal role in shaping policies that impact the demand for advanced desalting solutions. Refineries must navigate these regulatory frameworks to remain competitive



in the international market, driving ongoing innovation and investment in the crude oil desalter sector.

Research and Development Funding

Governments often contribute to the growth of the global crude oil desalter market by supporting research and development initiatives. Policies that allocate funding for technological innovation in the energy sector, including refining processes, stimulate advancements in desalting technologies.

Research grants, subsidies, and other financial incentives provided by governments encourage refineries and technology providers to invest in the development of more efficient and sustainable desalting solutions. These policies not only spur innovation but also contribute to the global competitiveness of the refining industry.

By fostering collaboration between government agencies, research institutions, and private-sector entities, these policies create an environment conducive to the discovery and implementation of cutting-edge desalting technologies. The resulting advancements contribute to the overall efficiency, environmental sustainability, and competitiveness of the global crude oil desalter market.

Infrastructure Investment and Development

Government policies related to infrastructure investment and development have a significant impact on the global crude oil desalter market. Adequate and modern infrastructure is essential for the efficient operation of refineries and the transportation of crude oil. Governments often enact policies aimed at upgrading and expanding infrastructure to support the growth of the energy sector.

Investments in pipeline networks, storage facilities, and transportation infrastructure contribute to the smooth flow of crude oil from extraction sites to refineries. Policies that prioritize such infrastructure development indirectly influence the demand for desalting technologies, as efficient refining processes are essential for maximizing the value of transported crude oil.

Moreover, governments may encourage the adoption of advanced desalting technologies as part of broader initiatives to enhance the overall efficiency and environmental sustainability of the refining sector. By aligning infrastructure development policies with advancements in desalting processes, governments



contribute to the resilience and competitiveness of the global crude oil desalter market.

Economic Stimulus and Incentives

Governments can stimulate the global crude oil desalter market through economic stimulus packages and incentives designed to boost industrial growth. During periods of economic downturn or uncertainty, governments may introduce policies aimed at incentivizing investments in the energy sector, including refinery modernization and desalting technology adoption.

Financial incentives, tax breaks, and grants provided by governments encourage refineries to upgrade their desalting facilities, leading to increased demand for advanced desalting technologies. These policies not only support the growth of the crude oil desalter market but also contribute to job creation, economic development, and the overall competitiveness of the energy industry.

By strategically aligning economic stimulus measures with the goals of enhancing efficiency, environmental sustainability, and technological innovation in the refining sector, governments can play a pivotal role in shaping the trajectory of the global crude oil desalter market. This symbiotic relationship between government policies and market dynamics fosters a conducive environment for continued growth and advancement in the industry.

Key Market Challenges

Increasing Operational Costs and Capital Expenditure

One of the primary challenges facing the global crude oil desalter market is the continuous pressure on operational costs and capital expenditure for refineries. The adoption and maintenance of advanced desalting technologies demand significant financial investments. These technologies are essential for ensuring the removal of impurities such as salts and water from crude oil, preventing corrosion in downstream equipment and enhancing the quality of refined products.

As the industry evolves to meet stringent environmental standards and cope with changing crude oil compositions, refineries are compelled to upgrade their desalting facilities. However, the initial capital outlay for installing state-of-the-art desalting equipment, coupled with ongoing operational expenses, poses a considerable challenge for many refineries, particularly smaller and less financially robust ones.



Additionally, the global crude oil market is subject to volatility, influenced by geopolitical factors, supply-demand dynamics, and economic uncertainties. Fluctuating oil prices directly impact the profitability of refineries, making it challenging for them to allocate sufficient funds for necessary desalting upgrades. Balancing the imperative for advanced desalting technologies with the need to manage operational costs remains a delicate challenge for the industry.

Efforts to address this challenge include the development of cost-effective desalting solutions and innovative financing models. Collaborations between technology providers and refineries, as well as partnerships with financial institutions, are essential for overcoming the financial barriers hindering widespread adoption of advanced desalting technologies. Industry stakeholders must work collectively to find sustainable solutions that balance the economic viability of refineries with the imperative of maintaining high-quality refined products and environmental compliance.

Technological Integration and Adaptation

The rapid evolution of desalting technologies poses a significant challenge for the global crude oil desalter market – the seamless integration and adaptation of these technologies into existing refining infrastructures. Refineries, often characterized by complex and interconnected systems, face hurdles when integrating advanced desalting technologies into their operations without disrupting overall efficiency.

Legacy refineries, in particular, may encounter difficulties in retrofitting their facilities to accommodate modern desalting equipment. The challenge lies not only in the physical integration of new technologies but also in ensuring compatibility with existing control systems and operational processes. The diverse range of crude oil compositions further complicates the task, as desalting technologies must be adaptable to handle varying feedstock characteristics.

Furthermore, the learning curve associated with the operation and maintenance of advanced desalting equipment poses challenges for refinery personnel. Training programs and skill development become critical components in overcoming this obstacle, ensuring that refinery operators can effectively manage and troubleshoot the new technologies.

To address this challenge, industry stakeholders, including technology providers, refineries, and regulatory bodies, need to collaborate in developing standardized



integration frameworks and guidelines. Additionally, ongoing research and development efforts should focus on creating desalting technologies that are not only advanced but also easily integrable into existing refinery setups. Training and education programs should be established to upskill the workforce, fostering a smoother transition to and operation of new desalting technologies.

In summary, overcoming the challenge of technological integration and adaptation requires a coordinated effort from all stakeholders in the global crude oil desalter market. The development of comprehensive solutions that encompass standardized integration protocols, workforce training initiatives, and adaptable technologies is essential for ensuring the successful implementation of advanced desalting processes across diverse refining infrastructures.

Segmental Insights

Product Type Insights

The Single Stage segment held the largest Market share in 2022. Single Stage Desalters are known for their simplicity in design and operation. They typically involve fewer components and are easier to maintain. The lower complexity often translates to lower initial costs, making them an attractive option for refineries, especially those with budget constraints.

Single Stage Desalters are effective for crude oils with moderate levels of impurities such as salts and water. Refineries processing crude oil with relatively lower impurity content may find Single Stage Desalters to be sufficient for meeting their purification requirements.

Depending on the characteristics of the crude oil being processed, a Single Stage Desalter may be well-suited to handle the impurity levels present. Refineries often choose desalting technologies based on the specific challenges posed by the crude oil they are refining.

Single Stage Desalters can offer satisfactory operational efficiency for certain refining processes, especially when the primary goal is to remove salts and impurities without the need for extensive stages. For refineries with less complex operations or those focusing on specific product lines, a Single Stage Desalter might provide the desired level of efficiency.



Application Insights

The Downstream segment held the largest Market share in 2022. Downstream operations, primarily in refineries, involve the complex processing of crude oil to produce various refined products such as gasoline, diesel, and petrochemicals. The quality of the crude oil feedstock significantly impacts refining efficiency and the quality of the final products.

Many crude oils extracted from reservoirs contain impurities like salts and water. Desalting is a critical step in the refining process to remove these impurities, preventing corrosion in equipment and ensuring the quality of the refined products.

Stringent environmental regulations mandate refineries to adhere to specific standards in terms of emissions and environmental impact. Desalting is essential for meeting these regulatory requirements by minimizing the release of pollutants during the refining process. Downstream facilities are under constant pressure to enhance environmental performance, making efficient desalting technologies crucial for compliance.

The downstream sector places a premium on the quality of refined products. Impurities like salts, if not removed through desalting, can lead to corrosion in refining equipment, affecting both operational efficiency and the integrity of the equipment. Desalters contribute to the protection of refining infrastructure, ensuring that downstream processes operate smoothly and that the final products meet quality standards.

The global demand for refined petroleum products, driven by factors such as population growth, urbanization, and industrialization, places a high demand on downstream facilities. To meet this demand efficiently and produce high-quality products, refineries prioritize the use of desalting technologies to optimize the refining process and ensure the consistent quality of the end products.

Advancements in desalting technologies have made them more efficient, allowing refineries to enhance their operations and meet the challenges posed by varying crude oil compositions. Downstream facilities are more likely to invest in advanced desalting technologies to optimize their processes and stay competitive in the market.

Regional Insights

North America



North America was the largest market for crude oil desalters, with a share of over 30% in 2022. The region is home to some of the world's largest oil producers and refiners, and the demand for crude oil desalters is expected to continue to grow as these companies invest in new refinery projects.

Europe

Europe was the second-largest market for crude oil desalters, with a share of around 25% in 2022. The region's refining capacity is expected to remain relatively stable in the coming years, but the demand for crude oil desalters is still expected to grow due to the increasing need for high-quality crude oil.

Asia Pacific

The Asia Pacific region is the fastest-growing market for crude oil desalters, with a CAGR of over 10% expected during the forecast period. The region is home to some of the world's most populous countries, and the demand for refined petroleum products is expected to continue to grow in the coming years. This will drive the demand for crude oil desalters as refineries in the region process more crude oil.

Key Market Players

Alfa Laval AB

Baker Hughes Company

Schlumberger Limited

Siemens AG

Emerson Electric Company

ExxonMobil Corporation

Marathon Petroleum Corporation

Fuji Oil Company, Ltd.

Idemitsu Kosan Co., Ltd.

Crude Oil Desalter Market - Global Industry Size, Share, Trends, Opportunity, and Forecast, Segmented By Type...



JGC Holdings Corporation

Report Scope:

In this report, the Global Crude Oil Desalter Market has been segmented into the following categories, in addition to the industry trends which have also been detailed below:

Crude Oil Desalter Market, By Type:
Infrastructure
Consumables
Crude Oil Desalter Market, By Product Type:
Single Stage
Two Stage
Three Stage
Crude Oil Desalter Market, By Industry Vertical:
Oil Field
Oil Refineries
FCC Feed Desalting
Heavy Crude Desalting
Distillate Treating

Crude Oil Desalter Market, By Application:

Upstream



Midstream

Downstream

Crude Oil Desalter Market, By Region:

North America

United States

Canada

Mexico

Europe

France

United Kingdom

Italy

Germany

Spain

Asia-Pacific

China

India

Japan

Australia

South Korea

South America



Brazil

Argentina

Colombia

Middle East & Africa

South Africa

Saudi Arabia

UAE

Kuwait

Turkey

Competitive Landscape

Company Profiles: Detailed analysis of the major companies present in the Global Crude Oil Desalter Market.

Available Customizations:

Global Crude Oil Desalter Market report with the given Market data, Tech Sci Research offers customizations according to a company's specific needs. The following customization options are available for the report:

Company Information

Detailed analysis and profiling of additional Market players (up to five).



Contents

1. PRODUCT OVERVIEW

- 1.1. Market Definition
- 1.2. Scope of the Market
- 1.2.1. Markets Covered
- 1.2.2. Years Considered for Study
- 1.3. Key Market Segmentations

2. RESEARCH METHODOLOGY

- 2.1. Objective of the Study
- 2.2. Baseline Methodology
- 2.3. Formulation of the Scope
- 2.4. Assumptions and Limitations
- 2.5. Sources of Research
- 2.5.1. Secondary Research
- 2.5.2. Primary Research
- 2.6. Approach for the Market Study
- 2.6.1. The Bottom-Up Approach
- 2.6.2. The Top-Down Approach
- 2.7. Methodology Followed for Calculation of Market Size & Market Shares
- 2.8. Forecasting Methodology
- 2.8.1. Data Triangulation & Validation

3. EXECUTIVE SUMMARY

4. VOICE OF CUSTOMER

5. GLOBAL CRUDE OIL DESALTER MARKET OUTLOOK

- 5.1. Market Size & Forecast
 - 5.1.1. By Value
- 5.2. Market Share & Forecast
- 5.2.1. By Type (Infrastructure, Consumables),
- 5.2.2. By Product Type (Single Stage, Two Stage, Three Stage),



5.2.3. By Industry Vertical (Oil Field, Oil Refineries, FCC Feed Desalting, Heavy Crude Desalting, Distillate Treating),

- 5.2.4. By Application (Upstream, Midstream, Downstream),
- 5.2.5. By Region
- 5.2.6. By Company (2022)
- 5.3. Market Map

6. NORTH AMERICA CRUDE OIL DESALTER MARKET OUTLOOK

- 6.1. Market Size & Forecast
- 6.1.1. By Value
- 6.2. Market Share & Forecast
- 6.2.1. By Type
- 6.2.2. By Product Type
- 6.2.3. By Industry Vertical
- 6.2.4. By Application
- 6.2.5. By Country
- 6.3. North America: Country Analysis
 - 6.3.1. United States Crude Oil Desalter Market Outlook
 - 6.3.1.1. Market Size & Forecast

6.3.1.1.1. By Value

- 6.3.1.2. Market Share & Forecast
- 6.3.1.2.1. By Type
- 6.3.1.2.2. By Product Type
- 6.3.1.2.3. By Industry Vertical
- 6.3.1.2.4. By Application
- 6.3.2. Canada Crude Oil Desalter Market Outlook
 - 6.3.2.1. Market Size & Forecast
 - 6.3.2.1.1. By Value
 - 6.3.2.2. Market Share & Forecast
 - 6.3.2.2.1. By Type
 - 6.3.2.2.2. By Product Type
 - 6.3.2.2.3. By Industry Vertical
 - 6.3.2.2.4. By Application
- 6.3.3. Mexico Crude Oil Desalter Market Outlook
- 6.3.3.1. Market Size & Forecast
- 6.3.3.1.1. By Value
- 6.3.3.2. Market Share & Forecast
- 6.3.3.2.1. By Type



6.3.3.2.2. By Product Type 6.3.3.2.3. By Industry Vertical

6.3.3.2.4. By Application

7. EUROPE CRUDE OIL DESALTER MARKET OUTLOOK

- 7.1. Market Size & Forecast
 - 7.1.1. By Value
- 7.2. Market Share & Forecast
- 7.2.1. By Type
- 7.2.2. By Product Type
- 7.2.3. By Industry Vertical
- 7.2.4. By Application
- 7.2.5. By Country
- 7.3. Europe: Country Analysis
 - 7.3.1. Germany Crude Oil Desalter Market Outlook
 - 7.3.1.1. Market Size & Forecast
 - 7.3.1.1.1. By Value
 - 7.3.1.2. Market Share & Forecast
 - 7.3.1.2.1. By Type
 - 7.3.1.2.2. By Product Type
 - 7.3.1.2.3. By Industry Vertical
 - 7.3.1.2.4. By Application
 - 7.3.2. United Kingdom Crude Oil Desalter Market Outlook
 - 7.3.2.1. Market Size & Forecast
 - 7.3.2.1.1. By Value
 - 7.3.2.2. Market Share & Forecast
 - 7.3.2.2.1. By Type
 - 7.3.2.2.2. By Product Type
 - 7.3.2.2.3. By Industry Vertical
 - 7.3.2.2.4. By Application
 - 7.3.3. Italy Crude Oil Desalter Market Outlook
 - 7.3.3.1. Market Size & Forecast
 - 7.3.3.1.1. By Value
 - 7.3.3.2. Market Share & Forecast
 - 7.3.3.2.1. By Type
 - 7.3.3.2.2. By Product Type
 - 7.3.3.2.3. By Industry Vertical
 - 7.3.3.2.4. By Application



- 7.3.4. France Crude Oil Desalter Market Outlook
 - 7.3.4.1. Market Size & Forecast
 - 7.3.4.1.1. By Value
 - 7.3.4.2. Market Share & Forecast
 - 7.3.4.2.1. By Type
 - 7.3.4.2.2. By Product Type
 - 7.3.4.2.3. By Industry Vertical
 - 7.3.4.2.4. By Application
- 7.3.5. Spain Crude Oil Desalter Market Outlook
 - 7.3.5.1. Market Size & Forecast
 - 7.3.5.1.1. By Value
 - 7.3.5.2. Market Share & Forecast
 - 7.3.5.2.1. By Type
 - 7.3.5.2.2. By Product Type
 - 7.3.5.2.3. By Industry Vertical
 - 7.3.5.2.4. By Application

8. ASIA-PACIFIC CRUDE OIL DESALTER MARKET OUTLOOK

- 8.1. Market Size & Forecast
- 8.1.1. By Value
- 8.2. Market Share & Forecast
 - 8.2.1. By Type
 - 8.2.2. By Product Type
 - 8.2.3. By Industry Vertical
 - 8.2.4. By Application
 - 8.2.5. By Country
- 8.3. Asia-Pacific: Country Analysis
 - 8.3.1. China Crude Oil Desalter Market Outlook
 - 8.3.1.1. Market Size & Forecast
 - 8.3.1.1.1. By Value
 - 8.3.1.2. Market Share & Forecast
 - 8.3.1.2.1. By Type
 - 8.3.1.2.2. By Product Type
 - 8.3.1.2.3. By Industry Vertical
 - 8.3.1.2.4. By Application
 - 8.3.2. India Crude Oil Desalter Market Outlook
 - 8.3.2.1. Market Size & Forecast
 - 8.3.2.1.1. By Value



- 8.3.2.2. Market Share & Forecast
- 8.3.2.2.1. By Type
- 8.3.2.2.2. By Product Type
- 8.3.2.2.3. By Industry Vertical
- 8.3.2.2.4. By Application
- 8.3.3. Japan Crude Oil Desalter Market Outlook
 - 8.3.3.1. Market Size & Forecast
 - 8.3.3.1.1. By Value
 - 8.3.3.2. Market Share & Forecast
 - 8.3.3.2.1. By Type
 - 8.3.3.2.2. By Product Type
 - 8.3.3.2.3. By Industry Vertical
 - 8.3.3.2.4. By Application
- 8.3.4. South Korea Crude Oil Desalter Market Outlook
- 8.3.4.1. Market Size & Forecast
- 8.3.4.1.1. By Value
- 8.3.4.2. Market Share & Forecast
- 8.3.4.2.1. By Type
- 8.3.4.2.2. By Product Type
- 8.3.4.2.3. By Industry Vertical
- 8.3.4.2.4. By Application
- 8.3.5. Australia Crude Oil Desalter Market Outlook
 - 8.3.5.1. Market Size & Forecast
 - 8.3.5.1.1. By Value
 - 8.3.5.2. Market Share & Forecast
 - 8.3.5.2.1. By Type
 - 8.3.5.2.2. By Product Type
 - 8.3.5.2.3. By Industry Vertical
 - 8.3.5.2.4. By Application

9. SOUTH AMERICA CRUDE OIL DESALTER MARKET OUTLOOK

- 9.1. Market Size & Forecast
 - 9.1.1. By Value
- 9.2. Market Share & Forecast
 - 9.2.1. By Type
 - 9.2.2. By Product Type
 - 9.2.3. By Industry Vertical
 - 9.2.4. By Application



- 9.2.5. By Country
- 9.3. South America: Country Analysis
 - 9.3.1. Brazil Crude Oil Desalter Market Outlook
 - 9.3.1.1. Market Size & Forecast
 - 9.3.1.1.1. By Value
 - 9.3.1.2. Market Share & Forecast
 - 9.3.1.2.1. By Type
 - 9.3.1.2.2. By Product Type
 - 9.3.1.2.3. By Industry Vertical
 - 9.3.1.2.4. By Application
 - 9.3.2. Argentina Crude Oil Desalter Market Outlook
 - 9.3.2.1. Market Size & Forecast
 - 9.3.2.1.1. By Value
 - 9.3.2.2. Market Share & Forecast
 - 9.3.2.2.1. By Type
 - 9.3.2.2.2. By Product Type
 - 9.3.2.2.3. By Industry Vertical
 - 9.3.2.2.4. By Application
 - 9.3.3. Colombia Crude Oil Desalter Market Outlook
 - 9.3.3.1. Market Size & Forecast
 - 9.3.3.1.1. By Value
 - 9.3.3.2. Market Share & Forecast
 - 9.3.3.2.1. By Type
 - 9.3.3.2.2. By Product Type
 - 9.3.3.2.3. By Industry Vertical
 - 9.3.3.2.4. By Application

10. MIDDLE EAST AND AFRICA CRUDE OIL DESALTER MARKET OUTLOOK

- 10.1. Market Size & Forecast
- 10.1.1. By Value
- 10.2. Market Share & Forecast
- 10.2.1. By Type
- 10.2.2. By Product Type
- 10.2.3. By Industry Vertical
- 10.2.4. By Application
- 10.2.5. By Country
- 10.3. Middle East and Africa: Country Analysis
- 10.3.1. South Africa Crude Oil Desalter Market Outlook



- 10.3.1.1. Market Size & Forecast
- 10.3.1.1.1. By Value
- 10.3.1.2. Market Share & Forecast
- 10.3.1.2.1. By Type
- 10.3.1.2.2. By Product Type
- 10.3.1.2.3. By Industry Vertical
- 10.3.1.2.4. By Application
- 10.3.2. Saudi Arabia Crude Oil Desalter Market Outlook
 - 10.3.2.1. Market Size & Forecast
 - 10.3.2.1.1. By Value
- 10.3.2.2. Market Share & Forecast
 - 10.3.2.2.1. By Type
 - 10.3.2.2.2. By Product Type
 - 10.3.2.2.3. By Industry Vertical
 - 10.3.2.2.4. By Application
- 10.3.3. UAE Crude Oil Desalter Market Outlook
- 10.3.3.1. Market Size & Forecast
- 10.3.3.1.1. By Value
- 10.3.3.2. Market Share & Forecast
- 10.3.3.2.1. By Type
- 10.3.3.2.2. By Product Type
- 10.3.3.2.3. By Industry Vertical
- 10.3.3.2.4. By Application
- 10.3.4. Kuwait Crude Oil Desalter Market Outlook
 - 10.3.4.1. Market Size & Forecast
 - 10.3.4.1.1. By Value
 - 10.3.4.2. Market Share & Forecast
 - 10.3.4.2.1. By Type
 - 10.3.4.2.2. By Product Type
 - 10.3.4.2.3. By Industry Vertical
 - 10.3.4.2.4. By Application
- 10.3.5. Turkey Crude Oil Desalter Market Outlook
 - 10.3.5.1. Market Size & Forecast
 - 10.3.5.1.1. By Value
 - 10.3.5.2. Market Share & Forecast
 - 10.3.5.2.1. By Type
 - 10.3.5.2.2. By Product Type
 - 10.3.5.2.3. By Industry Vertical
 - 10.3.5.2.4. By Application



11. MARKET DYNAMICS

11.1. Drivers

11.2. Challenges

12. MARKET TRENDS & DEVELOPMENTS

13. COMPANY PROFILES

- 13.1. Alfa Laval AB
 - 13.1.1. Business Overview
 - 13.1.2. Key Revenue and Financials
 - 13.1.3. Recent Developments
 - 13.1.4. Key Personnel/Key Contact Person
 - 13.1.5. Key Product/Services Offered
- 13.2. Baker Hughes Company
- 13.2.1. Business Overview
- 13.2.2. Key Revenue and Financials
- 13.2.3. Recent Developments
- 13.2.4. Key Personnel/Key Contact Person
- 13.2.5. Key Product/Services Offered
- 13.3. Schlumberger Limited
- 13.3.1. Business Overview
- 13.3.2. Key Revenue and Financials
- 13.3.3. Recent Developments
- 13.3.4. Key Personnel/Key Contact Person
- 13.3.5. Key Product/Services Offered
- 13.4. Siemens AG
- 13.4.1. Business Overview
- 13.4.2. Key Revenue and Financials
- 13.4.3. Recent Developments
- 13.4.4. Key Personnel/Key Contact Person
- 13.4.5. Key Product/Services Offered
- 13.5. Emerson Electric Company
 - 13.5.1. Business Overview
 - 13.5.2. Key Revenue and Financials
 - 13.5.3. Recent Developments



- 13.5.4. Key Personnel/Key Contact Person
- 13.5.5. Key Product/Services Offered
- 13.6. ExxonMobil Corporation
 - 13.6.1. Business Overview
 - 13.6.2. Key Revenue and Financials
 - 13.6.3. Recent Developments
 - 13.6.4. Key Personnel/Key Contact Person
 - 13.6.5. Key Product/Services Offered
- 13.7. Marathon Petroleum Corporation
- 13.7.1. Business Overview
- 13.7.2. Key Revenue and Financials
- 13.7.3. Recent Developments
- 13.7.4. Key Personnel/Key Contact Person
- 13.7.5. Key Product/Services Offered
- 13.8. Fuji Oil Company, Ltd.
- 13.8.1. Business Overview
- 13.8.2. Key Revenue and Financials
- 13.8.3. Recent Developments
- 13.8.4. Key Personnel/Key Contact Person
- 13.8.5. Key Product/Services Offered
- 13.9. Idemitsu Kosan Co., Ltd.
 - 13.9.1. Business Overview
 - 13.9.2. Key Revenue and Financials
 - 13.9.3. Recent Developments
 - 13.9.4. Key Personnel/Key Contact Person
- 13.9.5. Key Product/Services Offered
- 13.10. JGC Holdings Corporation
- 13.10.1. Business Overview
- 13.10.2. Key Revenue and Financials
- 13.10.3. Recent Developments
- 13.10.4. Key Personnel/Key Contact Person
- 13.10.5. Key Product/Services Offered

14. STRATEGIC RECOMMENDATIONS

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