

Hydrochloric Acid Demand in GCC



Introduction to client and Research Objective

Client Profile

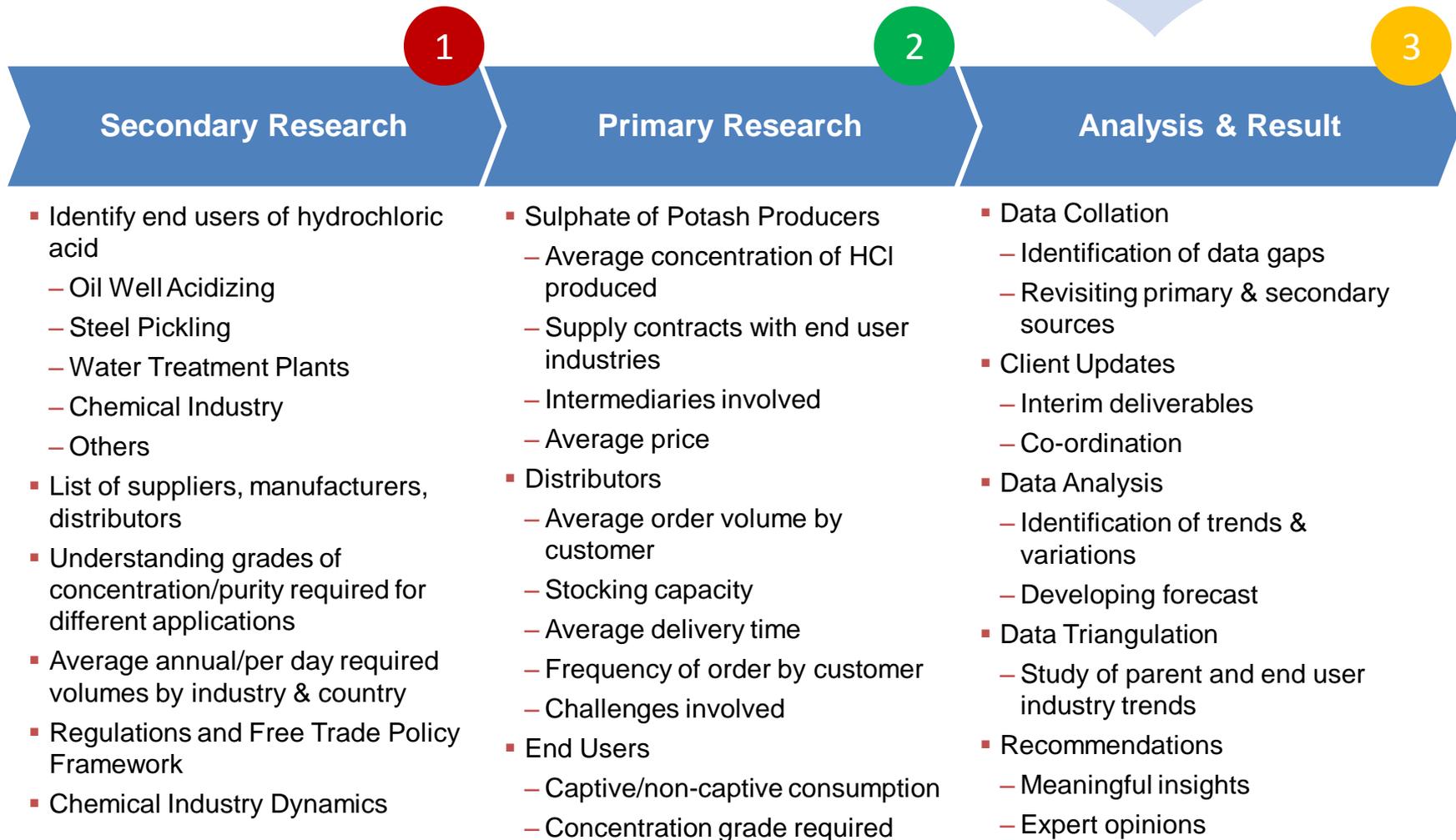
- A major sulphate of potash producer in GCC with capacity of 20 kilo tons per annum yielding about 17 to 18 kilo tons of hydrochloric acid (HCl) as by-product
- Client wishes to expand its sulphate of potash production capacity thus raising the HCl yield as well
- Client is engaged in domestic supply, export, and blending of sulphate of potash fertilizer

Research Objectives

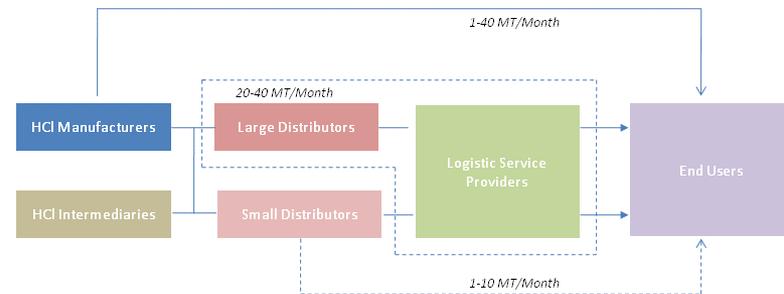
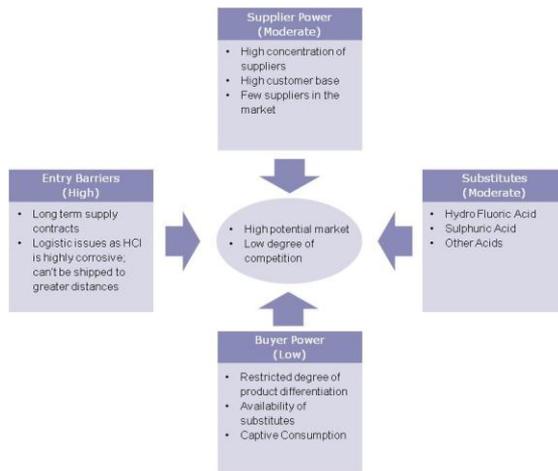
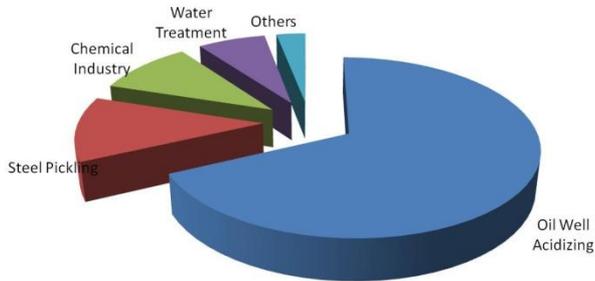
- Identify the typical end uses of HCl in GCC region across industry sectors
- Identify the distributors and logistic services providers in the region
- Identify the HCl consumption volumes of GCC countries
- Identify typical concentration grades utilized for various applications
- Identify average stocking capability of distributors

“Study helped us analyze key concerns at distributor level, logistic issues, & unaddressed requirement of small customers”

- Deputy Manager - Sales
Privacy Requested



Key Analysis Framework and Sample Deliverables





Thank You!

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