

A process for the preparation of petroleum sulfonates concentrate for oil production is carried out by sulphonation and subsequent neutralization with alkaline agent. A concentrate of aromatic hydrocarbons which are boiled out at temperature of 350-500°C with content of aromatic hydrocarbons at most 40 wt.%. sulphonation is carried out with vitriol oil, acid sludge or gaseous  $\text{SO}_3$  in mole ratio of  $\text{SO}_3$  to benzene ring within the range of from 3:1 to 1:1, neutralization is carried out at temperature of 70-100°C with 40% aqueous solution of caustic soda or gas-liquor.