

- Working feature
 - scan emails to find opportunities
- New Feature
 - .send out offers to customers

- Azure Domains
 - millionlink.com
 - www.millionlink.com
 - millionlink.us
 - meet.millionlink.us
 - intranet.millionlink.us
 - vault.millionlink.us
 - files.millionlink.us
 - etc
 - billionlink.net
 - system.billionlink.net
 - ...others

Azure

- Logins
 - ceo@millionlink.com
 - konrad@ceomillionlink.onmicrosoft.com
 - worthsoft@ceomillionlink.onmicrosoft.com
- Services
 - Billionlink
 - Docker Server
 - need to log in via SSH
 - .need to setup an account + SSH Key for docker

My login to Azure has already stopped working as of at least a week ago.
I thought somebody had already disabled it.

If somebody wants to reenable my account, I can provide an overview of what I have setup in Azure.
Mostly the Azure DNS stuff, and the Letsencrypt SSL certs for <https://system.billionlink.net>

Then I can provide an overview of how the docker server works.
Docker is industry standard, so its not super complicated for anybody who's used it before.

The docker server currently runs the following services :

- * Meeting server (meet.millionlink.us)
- * Intranet (intranet.millionlink.us)

- * Password Server (vault.millionlink.us)
 - * File Server (files.millionlink.us)
- * Issue Tracking (issues.millionlink.us)
 - * Task Board (tasks.millionlink.us)
- * Package Server (conan.millionlink.us)
- * Git Server (git.millionlink.us) - Tianyi
- * Tianyi's Dev Website (tianyi.millionlink.us)
- * Mysql Database (phpmyadmin.millionlink.us)
- * Postgres Database (pgadmin.millionlink.us)

If Wang Baolei wants to send me a public ssh key, I'll setup root access to the docker server .for her

- Billionlink Server
 - * Billionlink Webservice
 - * Billionlink Update Service
 - * SQLServer Database
- Other Azure Services
 - (* SSL Encryption (Letsencrypt)

Certificate Viewer: *.billionlink.net ✕

General Details

Issued To

Common Name (CN)	*.billionlink.net
Organization (O)	<Not Part Of Certificate>
Organizational Unit (OU)	<Not Part Of Certificate>

Issued By

Common Name (CN)	R10
Organization (O)	Let's Encrypt
Organizational Unit (OU)	<Not Part Of Certificate>

Validity Period

Issued On	Thursday, January 9, 2025 at 4:38:38 AM
Expires On	Wednesday, April 9, 2025 at 4:38:37 AM

SHA-256 Fingerprints

Certificate	20c8224cbbec2d2e21afb0740cbd5eaf6fe07b19cd6da29d205a21e35a60f1aa
Public Key	71c561477807840cdc6a3c23bf032258bc05bcada90cf593f94d41874fd461af

Konrad's Billionlink Accounts •

INC ○

primary employee account ■

CASHIER3 ○

approving contracts ■

TEST ○

superuser account ■

fixing menus ■

.fixing permissions for other user accounts ■

Services 2 •

Billionlink ○

AUOS ○

Job •

part time ○

Visa •

Benefits •

return flight to Australia ○

.housing allowance ○

Tasks •

improve the efficiency of the most time consuming tasks ○

Online verification of Customers/Suppliers ○

.uploading of documents ■

. Product Data storage & retrieval ○

Rao Ali •

Bauxite Mine owner ○

.Mines located in different locations in Pakistan ○

Anthony •

Global Sales Head ○

Charles •

In charge of Iron ore & Bauxit ○

Yang Tao •

Senior Trader ○

Konrad •

the receptionist typist guy ○

Rao •

- bauxite mines 2 ○
- Punjab - larger one ○
- High silica ■
- (+High alumina (60% ■
- KPK region ○
- low silica ■
- stable Alumina ■
- exporters of Bauxite ○
- currently doing consignment for China ○
- .have exported chemicals to Nigeria ○
- exported 400,000mt of bauxite to India ○

Mabroor •

- dry port can go to India ○

Anthony •

- what is the production quantity ○
- : Low SiO₂ ○
- (Abbotabad (2 hours away from Islamabad ■
- 100acres of mine ■
- 20-25,000mt monthly ■
- ?very far from karachi port ■
- ?is this economic to export •
- High SiO₂ : 800 acres of bauxite mine ○
- production can be 50,000mt monthly ■
- ?transportation to Karachi ■
- use rail and road transport ■
- Si ~ 20% max ■

Charles •

- ?what is the max Si ○
- have a customer who requires a big amount ○
- but requires low Si : 6% max ■

Rao •

- .can handle the logistics ○
- .have a full logistics team ○

SGS report •

- (Si content is less than 3% (1.8% / 2.82% ○
- .have a new SGS report ○
- SGS is below 5% ■
- for bulk shipment they commit to under 10% ■

Anthony •

- .can low Si Alumina be transported via land to Xinjiang province ○
- Mabroor ○
- .can be supplied to China border through trucks ■
- Rao ○
- 'cannot supply to China border using trucks ■
- .bulk shipment needs to use Karachi port ■
- .we're afraid that the inland transportation cost is going to be too high ○

Rao •

- rail goes from Joharbad station
- .to Karachi

Rao •

- .can supply higher quality but at lower quantities
- +Alumina is around 60
- but Si > 20%
- for low Silica 2-3% from XX
- .this is not a real product

Rao •

- (using 3 companies to export (due to tax system
- **Container** : Zubair & Sons
- **Bulk** : Faisal Movers Pte Ltd
- Earth Minerals & Logistics
- Kaif International

: Yang tao •

- ?With such a large capacity, can Pakistani logistics companies do it
- After all, large quantities of silica, chromium and copper are exported from the north through Karachi
- Mabroor

▪ have also exported Soapstone

▪ Low Si mine transportation

• 6-7000rupees

• .problems with truck shortages

• ?the motorway dept. has imposed strict truck weights

○ .45mt is the max limit

▪ .can also export the High Silica material

Yang Tao •

○ ,Pakistan's bauxite is a bauxite, that is, we often say rock bauxite

○ ,Yang Tao's personal suggestion

▪ ,is the first to send to China

▪ ,the container began to operate

▪ ,the current coastal customers are using tribauxite

▪ .and aluminum ingots have a recent decline trend, suggestions, short and quick operation

○ ,First do the container even if only 2000-3000 tons

▪ ,the first is to look at the local enterprise transportation capacity

▪ .but also look at the effect of domestic customers after use

▪ The amount of bauxite is large

Mabroor •

○ /how can we start

○ Rao

▪ .can start with containerized shipment

▪ 5000mt - 10,000mt

: Mabroor •

○ we have shipments to

▪ Qingdao

▪ Rizhao

?what would be the FOB basis ○

Rao : USD54 FOB Karachi – Container shipment ■

low silica ●

alumina 50% ●

Rao : USD 52 FOB Karachi – Container shipment ■

Si : 20% max ●

Alumina 60% ●

.we need the specs for the High Silica cargo ○

Rao ●

this is Monohydrate Boehmite ○

Anthony ●

for the Low Silica material ○

?how much can be supplied per month ■

20-25,000mt monthly??? production ■

what about container availability and transport to Karachi ■

.Mabroor : already exporting containers from the mine site ■

takes containers from the dry port ●

.then send to Karachi for Export ●

.the containers for Qingdao are available right away ●

only problem is Tianjin port ●

freight is too high ○

.containers are not available ○

Rao ○

.Qingdao is no problem for containers ■

.have a lot of containers at the Lahore dry port ■

Tianjin is not a problem ■

.have a lot of containers available ●

Charles ■

.all our demand will be to Qingdao ●

we can do a trial order for Low Si ●

will discuss with his customer ●

.has a very big demand for Low Si ○

.cannot use high Si cargo ○

if have 30,000mt monthly ●

we could do a full bulk vessel ○

.if the price is reasonable ○

Rao ○

Low silica ■

propose a trial in containers to Qingdao/Tianjin ●

?Freight idea for Tianjin ■

.will be approximately same price as to Qingdao ●

Destination charges to Qingdao ■

then transport by trucks/rail ●

.so Qingdao is better ●

.can do maximum volume in containers to Qingdao ■

Mabroor ○

?Rizhao port ■

Charles : is also OK ●

- complete specifications are available ■
 - will share ●
 - Low Silica ○
 - high Silica ○
- Rao ○
 - .if you want CFR pricing in containers ■
 - .can also do that ●
 - freight to Qingdao ■
 - CFR prices can adjust ~ USD70 ●
 - FOB : USD54 ●
 - freight is very high ~ 10-20 / mt ●
 - Mabroor ■
 - .will prefer FOB then ●
 - .we have container availability + good prices for Qingdao ●
 - less than USD2-3 ●
- Mabroor ○
 - after the first shipment ■
 - .Charles will visit the mine in pakistan ■
 - .in January Mabroor is going to Lahore for a conference ■
 - will try to visit the mine ●
- Mabroor ●
 - Pakistan has more high silica cargo ○
 - low qty of Low silica cargo ○
 - other suppliers of Low silica ○
 - .we can talk to other mines ■
 - .we can do a bulk vessel from multiple suppliers ■
 - high Silica we also have to do ○
 - lots of chinese are on the mines ■
 - .want to cooperate with the miner for a long term ■
 - Question for :Yang Tao ○
 - can your cusomter accept 3000mt trial shipment ■
- Anthony ●
 - .need to double check the freight to Qingdao ○
- Mabroor ●
 - .bulk cargo for low Si is not possible at the moment ○
 - suggest we do trial container shipment ■
 - .high silica they can do bulk shipment ○
 - ?Container price to Tianjin port ○
 - a problem ■
 - .not much space available ■
 - because we are doing low grade ■
 - .USD110 per container ■
 - for Qingdao ■
 - .freight is lower ●
 - .containers are available ●
 - company offered 100 containers 1 ●
 - .so maybe 200-300 containers are available for Qingdoa ●

.but Tianjin doesn't have so much available space ■

Mabroor •

Ex Karachi warehouse prices ○

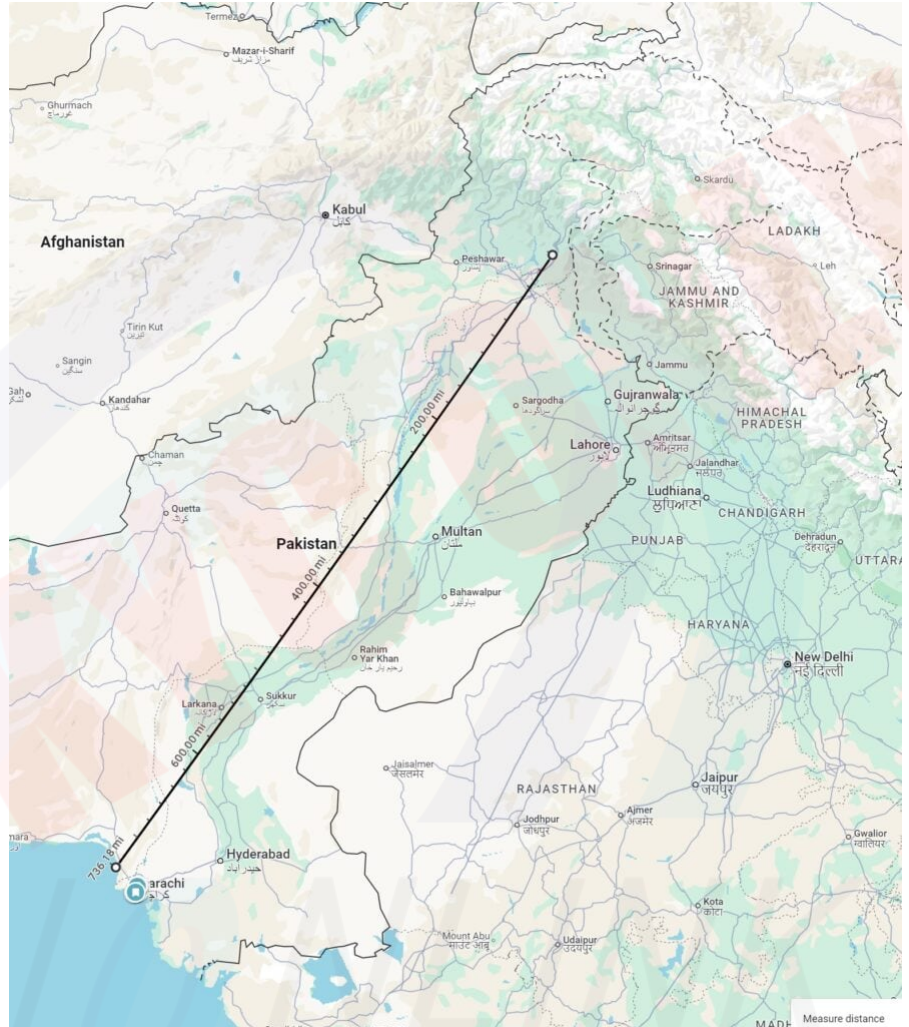
Low Silica ■

price is 43 to Karachi •

for High Silica ■

10,000mt •

USD35 ~ •



The Guangxi plant is a smelter •

their main products are •

copper ○

lead ○

zinc ore ○

.They also trade in products like antimony •

(The port of destination they need is Huangpu Port (Guangzhou port) •

?We want to source from Peru •

矿铜 ?copper ore ○

矿铅 ?lead ore ○

矿锌 ?zinc ore ○

矿锑 ?antimony ore ○

? 厂油炼的样么什是厂油炼西广?What kind of Refinery is the Guangxi Plant •

? 么什是品产要主 ?what is the main product ○

? 少多是力能油炼 ?what is the refining capacity ○

? 求要些哪有矿精属金色有 ?what are the requirements of non-ferrous concentrates ○

.Wujun - Customer from Guangxi plant •

want to know the products that we can provide ○

interested in all the above ○

? 么什购采鲁秘在能斯洛卡 ?What Carlos is able to Source in Peru •

锑得获亚维利玻从以可们我 we can get Antimony from Bolivia ○

.but we need to be very competitive to compete in the market ■

Luna •

factory & trade ○

main product are copper products ○

sometimes demand for zinc and lead ore ○

.Yangtao will share production details later ○

they have purchased from peru previously ○

but not a good idea for copper concentrate ■

.the quality imported from peru wasn't good ■

.want to find a resource of copper fines ■

not concentrate •

fines : small chips •

0-10mm - ○

5-10mm ○

Carlos •

can buy different meshes ○

mesh 100 ○

mesh 80 ○

mesh 60 ○

Carlos •

.The shanghai metals market will determine the discount in the market ○

for copper ■

.in Jan we will learn the terms that the major factories want ○

.the key specs of copper ore needed for the factories ■

Luna •

Mr Wu will provide us with an LOI ○

specs ■

.payment terms ■

.once got this can work on requirements with suppliers ○

Carlos •

.big refinery in Shandong ○

- buy copper in Peru ○
- have buying office in Peru ■
 - IXM ○
 - .have offices in Peru ■
 - .buying copper from Peru/Chile ■
- .If we want to participate in the market ○
- we need terms to be competitive with Shandong/IXM/Traxys/Glencore/Transmin/etc ■
- .good idea to work directly with the refinery ○
- we need to know their terms ■

Top 10 Producers - early 2000's

- South32 .1
- Assmang .2
- Consmin .3
- OMH group .4
- Tshipi E Ntle .5
- Eramet .6
- (CVRO (Vale .7
- Minera Autlan .8
- Privat Group .9
- .Eurasian Natural Resources Corp .10

Mines

- South Africa •
 - Jupiter mines ○
 - Tshipi Borwa Mine ■
 - Assmang Manganese ○
 - Black Rock Mine ■
 - Nchwaning Mines ■
 - Gloria Mines ■
 - Kudumane mine ■
 - Kalagadi Manganese ○
 - Kalagadi Mine ■
 - South32 ○
 - Wessels Mine ■
 - Mamatwan Mine ■
- Australia •
 - South32 ○
 - Groote Eylandt Mine ■

- Woodie Woodie Mine ■
 - Element 25 ○
- Butcherbird Project ■
 - OM Holdings ○
- Bootu Creek ■
 - Bryah Resources ○
- Bryah Basin ■

Brazil •

- (Serra do Navio Mine (Amapa ○
- (Morro da Mina (Minas gerais ○
- Vale sold in 2022 to VDL Group ■
 - Vale ○
- (Urucum Mine (Mato Gross do Sul ■
 - (Azul Mine (Para ■
- largest Mn mines in Brazil •

Zambia •

- Kaboko Mining ○
 - Mansa Project ■
 - grades up to 55% •
 - planning to ramp up production •
- Luongo Musamu Manganese Mine ○
 - opened in 2022 ■

Gabon •

- Comilog ○
 - Moanda ■
 - largest mine in Gabon •
 - 2nd largest global producer •
- Gabon Manganese ○
 - Chamberlain Manganese ○
 - near Owendo port ■
- Huazhou Gabon ○
 - not found by ChatGPT ■

Ghana •

- (Ghana Manganese (JV btw Consolidated Minerals Africa Ltd & Gov. Ghana ○
 - Nsuta Mine ■
 - (high Mn to Fe ratio (31:1 ■
 - low in P & Al₂O₃ ■

China •

- Wafangzi Mine ○
 - (Dounan Manganese Mine (Yunnan ○
 - (Baixian Mine (Yunnan ○
 - Guizhou Province ○
 - large deposit in Songtao ■
 - Guangxi Province ○

Ukraine •

- Marganets Mine ○

- suspended operation ■
 - Bogdanovka Mine ○
 - Pokrovsky Mine ○
- suspended operation ■

- Khazakstan ●

- (Zhairem Mining (Kazzinc ○
- ferrous manganese ore ■
- (Kazmarganets Mining (Kazchrome ○
- (part of ERG (Eurasian resources group ■

- Mexico ●

- Molango Mine ○
- Nonoalco mine ○

{India (ore deposits) {<https://www.slideshare.net/slideshow/manganese-beneficiation-ppt/57050644> ●

- Bihar - Orissa ○
- Bonai - Keonjhar & Singhbhum ■
- Kalahandi - Koraput ■
- Madhya Pradesh - Maharashtra ○
- Nagpur - Bhandara - Balaghat ■
- Jhabua ■
- Anohra Pradesh ○
- Shrikakulam ■
- Karnataka ○
- Sandur - Bellary ■
- Shimoga ■
- North Kanara ■
- Goa ○
- goa ■
- Gujarat ○
- Panch Mahal ■
- Rajasthan ○
- Banswara ■

Comilog Gabon Mn Ore

:ChatGPT

:Manganese (Mn) Content .1

High-grade ore: 44% to 48% Mn ○

Standard-grade ore: 38% to 42% Mn ○

:Iron (Fe) Content .2

.Typically low, around 5% or less ○

:Silica (SiO₂) Content .3

.Ranges between 5% to 7% ○

:Alumina (Al₂O₃) Content .4

.Generally less than 2% ○

:Phosphorus (P) Content .5

.Low phosphorus levels, often less than 0.1% ◦

:Moisture Content .6

.Moisture level is typically below 10% for dry ore ◦

:Size Distribution .7

Available in lump and fines. Lump sizes typically range from 10 mm to 75 mm, while fines are usually less than ◦
.10 mm

:Impurities .8

.Low levels of impurities such as sulfur (S) and other trace elements ◦

:Specific Gravity .9

.High specific gravity due to the richness in manganese content, typically above 3.5 g/cm³ ◦

Microsoft Copilot

Manganese (Mn): 45-50%

Iron (Fe): 2-4%

Silicon Dioxide (SiO₂): 3-5%

Aluminum Oxide (Al₂O₃): 1-2%

Phosphorus (P): <0.1%

Sulfur (S): <0.1%

Particle Size: Typically ranges from 10mm to 50mm

Huazhou Gabon

Billionlink

Mn : 33-34% •

Fe : 18% •

SiO₂ : 4% •

Al₂O₃ : 4% •

P : 0.55% •

Size : 5-100mm 80% min •

South 32 Mn Ore

GEMCO

ChatGPT

Mn (Manganese): Typically high-grade ores with over 44%

Fe (Iron): Approximately 5-6%.

SiO₂ (Silica): Below 12%.

Al₂O₃ (Alumina): Below 5%.

P (Phosphorus): Below 0.1%.

S (Sulfur): Trace amounts, generally very low.

Size: Product ranges include lumps and fines, generally around 6-75 mm and below 6 mm for fines

Microsoft Copilot

Manganese (Mn): 45-50%

Iron (Fe): 2-4%

Silicon Dioxide (SiO₂): 3-5%

Aluminum Oxide (Al₂O₃): 1-2%

Phosphorus (P): <0.1%

Sulfur (S): <0.1%

Particle Size: Typically ranges from 10mm to 50mm

South Africa

ChatGPT

Mn (Manganese): Ore grades typically range between 37-44%.

Fe (Iron): Around 5-10%.

SiO₂ (Silica): 12-18%.

Al₂O₃ (Alumina): Below 6%.

P (Phosphorus): Below 0.1%.

S (Sulfur): Trace amounts.

Size: Variations include finer materials and calibrated lump ore

Australia / Element25 - Butcherbird mine

<https://e25-usa.com/strategic-vision> •

[/https://element25.com.au](https://element25.com.au) •

Specs - Concentrate •

Mn : 32% ◦

Production cost is 2.76 dmtu ◦

Specs - ROM •

Mn : 10% ◦

Fe : 11.4% ◦

Si : 20.8% ◦

Al : 5.9% ◦

Australia / Woodie Woodie Mine

ChatGPT

The manganese ore produced by Australian sources, such as the Woodie Woodie mine, typically has the following specifications

.Manganese (Mn) content: 44-46%, with the ore being primarily used in the production of steel alloys .1

.Iron (Fe) content: Often ranges between 20-25%, depending on the specific deposit .2

.Silica (SiO₂): Usually about 6-8%, though this can vary depending on the ore's quality .3

Aluminum oxide (Al₂O₃): Typically less than 3% .4

Phosphorus (P): Generally low, around 0.1% or lower .5

Sulfur (S): Low sulfur content is typical, usually below 0.1% .6

Size: The ore is often shipped in a range of sizes, with 90% of it being 6-75mm particles .7

These specifications can vary depending on the specific mine or deposit in Australia, as multiple regions contribute to manganese production, with a focus on high-quality ore suitable for the steel industry

Tshipi Borwa Mine

ChatGPT

Tshipi Borwa Mine High-Grade Lumpy Ore

(Manganese (Mn): 36.5% (min 36.0%, max 38.0% •

(Iron (Fe): 5.0% (max 7.0% •

(Silicon Dioxide (SiO₂): 5.5% (max 7.0% •

(Aluminum Oxide (Al₂O₃): 0.3% (max 1.0% •

(Phosphorus (P): 0.02% (max 0.03% •

(Sulfur (S): 0.02% (max 0.06% •

(Size: 6-75 mm (90% passing) •

Tshipi Borwa Mine Low-Grade Lumpy Ore

(Manganese (Mn): 30.5% (min 30.0%, max 32.0% •

.Similar specifications for Fe, SiO₂, Al₂O₃, P, S, and size as above •

South Africa Medium Ferrous

ChatGPT

:For South African medium ferrous manganese ore, the specifications generally fall within these ranges

Manganese (Mn): 35% to 44% •

Iron (Fe): 17% to 25% •

Silica (SiO₂): 8% to 15% •

Aluminum oxide (Al₂O₃): 5% to 12% •

Phosphorus (P): 0.05% to 0.2% •

Sulfur (S): 0.01% to 0.05% •

Size: Typically, ores are sold in a size range of 0 to 75mm, though specific sizes depend on market requirements •

These ores are typically used in producing ferromanganese, particularly for steelmaking applications, and the higher iron

content is considered a distinctive feature of this category. The ores undergo various beneficiation processes such as gravity separation, flotation, and magnetic separation

Assmang Gloria Mine

Microsoft ChatGPT

Manganese (Mn): 45-50% •

Iron (Fe): 2-4% •

Silicon Dioxide (SiO₂): 3-5% •

Aluminum Oxide (Al₂O₃): 1-2% •

Phosphorus (P): <0.1% •

Sulfur (S): <0.1% •

Particle Size: Typically ranges from 10mm to 50mm •

The Gloria Mine produces medium-grade semi-carbonate ore and is one of the key operations in the Northern Cape region of South Africa

Kalahari Manganese Field

ChatGPT

South African high ferrous manganese ore typically has the following grade specifications, particularly when considering ores like those from the Kalahari Manganese Field

Manganese (Mn): 38-44% •

(Iron (Fe): 5-10% (higher Fe content compared to other manganese ore types •

Silica (SiO₂): 4-7% •

Alumina (Al₂O₃): 2-5% •

Phosphorus (P): 0.02-0.07% •

Sulfur (S): 0.01-0.05% •

(Size: Typical sizing is between 6mm to 75mm, depending on the specific application (e.g., metallurgical processes •

These ores are used in applications such as ferromanganese production due to their favorable Mn/Fe ratios and overall reactivity in furnaces. However, the high iron content may necessitate blending with low-iron ores to meet specific alloy requirements

Brazil Mn Ore Similar to Vale

ChatGPT

Specifications for manganese ore from Vale, or similar sources from Brazil, often align with the following general parameters

Manganese (Mn): Typically ranges from 44% to 48% minimum, ensuring high-grade ore suitable for ferroalloy production

- .**Iron (Fe)**: Content is usually kept below 5%, prioritizing manganese over iron in alloy applications .2
- .**Silica (SiO₂)**: Typically limited to 5%-8% max to minimize impurities affecting alloy quality .3
- .**Alumina (Al₂O₃)**: Generally capped at 4%-6% to reduce slag issues in smelting .4
- .**Phosphorus (P)**: Very low, often below 0.1%, to meet high-grade steel requirements .5
- .**Sulfur (S)**: Less than 0.03% to maintain product purity .6
- .**Moisture**: Around 10% max, depending on specific supply contracts .7
- .**Size**: Usually 10-100 mm for lumpy ore or adjusted as per customer needs .8

These specifications are aligned with high-carbon ferro-manganese and silicon-manganese production needs. Variations can occur depending on the mine and Vale's quality processing

Microsoft CoPilot

:Here are the detailed specifications for Vale manganese ore

Manganese (Mn): 40-55% .1

Iron (Fe): 2-4% .2

Silicon Dioxide (SiO₂): 3-5% .3

Aluminum Oxide (Al₂O₃): 1-2% .4

Phosphorus (P): <0.1% .5

Sulfur (S): <0.1% .6

Particle Size: Typically ranges from 10mm to 50mm .7

Vale produces manganese ore in Brazil, primarily from the Azul Mine in Pará and the Urucum Mine in Mato Grosso do Sul. The ore is used for the production of ferroalloys, as well as in the manufacture of electrolytic manganese dioxide for batteries and various industrial applications

Malaysia High Ferrous Mn Ore

ChatGPT

Specifications for Malaysian high ferrous manganese ore can vary depending on the producer or supplier. However, typical high ferrous manganese ores from Malaysia generally have the following characteristics

.**Manganese (Mn)**: Around 35-42% minimum .1

.**Iron (Fe)**: High levels, typically ranging from 16-20% or more .2

.**Silica (SiO₂)**: Below 7%, often kept minimal to meet industry requirements .3

.**Alumina (Al₂O₃)**: Between 5-8% .4

.**Phosphorus (P)**: Usually less than 0.1-0.12% .5

.**Sulfur (S)**: Below 0.05% .6

.**MoilUnited Resources IncorporationSize**: Common size ranges are 10-50 mm, depending on market demand .7

These specifications are often targeted for steelmaking and alloy production, which prioritize low impurity levels and consistent Mn content. For further details on Malaysian manganese ore exports and variations in quality, platforms like the Observatory of Economic Complexity provide additional trade insights

China Manganese Ore

chatgpt

The specifications for manganese ore from China vary depending on the grade and specific origin, but typical chemical and size characteristics include

:(Low-Grade Manganese Ore (30% Mn •

Mn: 30% minimum ○

Fe: 20% maximum ○

SiO₂: 27% maximum ○

Al₂O₃: 5% maximum ○

P: 0.1% maximum ○

CaO: 1.5% maximum ○

(Size: 5-100 mm (80% minimum ○

.Sider AlloysTradeWheelMoisture: 3% maximum at 105°C ○

:(Mid-Grade Manganese Ore (37% Mn •

Mn: 37% minimum ○

Fe: 12% maximum ○

SiO₂: 20% maximum ○

Al₂O₃: 12% maximum ○

P: 0.1% maximum ○

CaO: 1.5% maximum ○

(Size: 5-80 mm (90% minimum ○

.Sider AlloysMoisture: 9% maximum ○

These ores are commonly used in the production of ferroalloys and steelmaking. The moisture content and particle size distribution are important factors in handling and processing

China Carbonate Manganese Ore

The specifications for carbonate manganese ores from China typically have a range of chemical properties, as seen in various market and trade indices. One example includes the following chemical breakdowns for semi-carbonate manganese ore

(Manganese (Mn): 35-38% (with a base of 36.5% •

(Iron (Fe): 3-10% (base of 5% •

Silica (SiO₂): 5.5% max, often aiming for around 5.5% •

Alumina (Al₂O₃): 0.2% base, with a max of 1.5% •

Phosphorus (P): 0.02% base, with a max of 0.05% •

.Giyani MetalsFastmarketsMoisture: 2% base, with a max of 12% •

These ores are typically available in lump sizes of 5.5-75 mm and are traded on a dry metric tonne unit (dmtu) basis. For specific indices, such as CIF Tianjin, these qualities may vary slightly depending on the exact brand and mining location. Keep

.in mind that ongoing adjustments are sometimes made to align with current market needs

For more precise or up-to-date information on specific mining operations or recent market changes, you may want to consult .specific trading platforms or reports

Ukraine Mn Ore

ChatGPT

:The manganese ore from Ukraine typically contains the following specifications

Manganese (Mn): 30-40% •

Iron (Fe): 12-20% •

Silica (SiO₂): 6-12% •

Alumina (Al₂O₃): 1-2% •

Phosphorus (P): 0.05-0.1% •

Sulfur (S): 0.05-0.1% •

.Size: Ore is commonly sized in lumps ranging from 5 to 80 mm, although fine ores are also produced •

These ores are mainly used for ferroalloy production

Tata Steel Mn Ore

ChatGPT

The high ferrous manganese ore from Tata Steel, like other manganese ores, is generally characterized by its manganese :content, among other important elements. The key specifications for high ferrous manganese ores are typically as follows

.Mn (Manganese): Around 70% to 75% or higher, depending on the specific grade •

.SiO₂ (Silica): Can vary but is generally kept at lower percentages to avoid affecting the final alloy properties •

.Fe (Iron): The iron content is significant, usually around 15%-20%, contributing to the “high ferrous” classification •

.P (Phosphorus): Typically low, usually around 0.1% or less to ensure quality in steel production •

.S (Sulfur): Also kept minimal, often around 0.04%-0.05% or lower to avoid detrimental effects on steel quality •

These ores are typically used for producing high-carbon ferroalloys and are processed in industries that require manganese for alloying steel and other metals. More specific and detailed specs could vary based on the exact mine source and processing techniques used

Sunil

Mn Ore Lumps •

Mn : 25% ◦

Fe : 28 - 32 ◦

SiO₂ : 2 - 7 ◦

Al₂O₃ : 2-6 ◦

P : 0.1 ◦

Size : 6-75mm ○

Mn Ore Lumps ●

Mn : 30% ○

Fe : 24 - 29 ○

SiO₂ : 2 - 7 ○

Al₂O₃ : 2-6 ○

P : 0.1 ○

Size : 6-75mm ○

Nouvelle Gabon Mining

MANGANESE ORE

Franceville ●

Lumpy ○

Mn : 42%, 40% min ■

Fe : 5%, 7% max ■

SiO₂ : 10% , 12% max ■

Al₂O₃ : 10% , 12% max ■

P : 0.05% , 0.1% max ■

Moisture : 11% ■

Size : 8 - 80mm , 80% min ■

Fines ○

Mn : 42%, 40% min ■

Fe : 5%, 7% max ■

SiO₂ : 10% , 12% max ■

Al₂O₃ : 10% , 12% max ■

P : 0.05% , 0.1% max ■

Moisture : 11% ■

Size : 0 - 8mm , 50% min ■

(Okondja (High Fe ●

Lumpy ○

Mn : 42%, 40% min ■

Fe : 10%, 12% max ■

SiO₂ : 10% , 12% max ■

Al₂O₃ : 10% , 12% max ■

P : 0.1% , 0.15% max ■

Moisture : 11% ■

Size : 8 - 80mm , 80% min ■

Fines ○

Mn : 42%, 40% min ■

Fe : 10%, 12% max ■

SiO₂ : 10% , 12% max ■

Al₂O₃ : 10% , 12% max ■

P : 0.1% , 0.13% max ■

Moisture : 11% ■



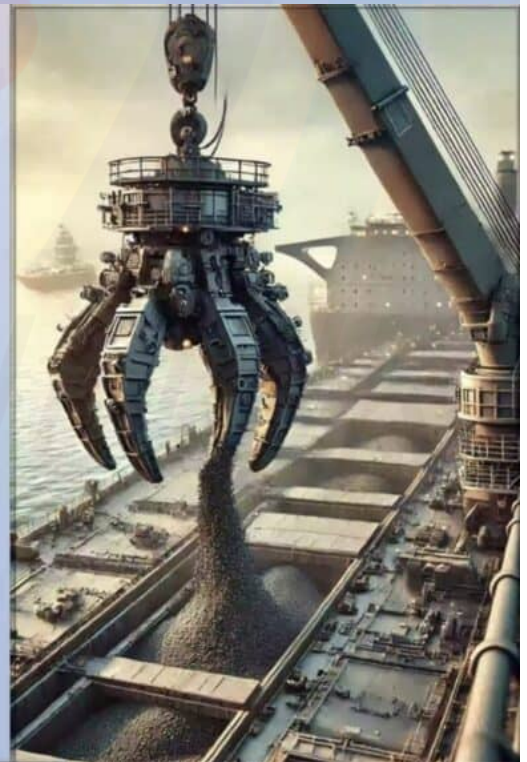
epilogue

Import and export logistics and documentation management in Gabon is a complex and rigorous task. From port conditions to ship operations, from document flow to fee determination, each step requires a high degree of collaboration and standardized implementation by all parties involved. I hope today's sharing will help you better understand this process and improve the efficiency of future cooperation. Thank you for your patience! If you have any questions, we can talk more in the following discussion. We look forward to more cooperation opportunities in the future!

Gabon Import and Export Logistics and Document Management

Dear Chairman Xia, American League friends, hello! It is my great honor to have the opportunity to discuss with you an important topic that is closely related to Gabon Company and our valued customers such as Midland - Import and Export Logistics and Document Management in Gabon. This is the core of Gabon's logistics operations, covering multiple processes and parties. Today, we will start from the basic situation of Gabon ports, and gradually explain the specific operational procedures of maritime logistics and document processing, hoping to provide a clear understanding and inspiration for everyone.

 Author: Johnny Ruan



Overview of Gabon's main ports



GSEZ Quarry Wharf

The annual throughput of about 8 million tons, is the main export terminal of manganese ore, of which Gabon's annual exports of about 1 million tons. The maximum allowable draft of the first anchorage is 11.8 meters, the second anchorage is 12.5 meters, suitable for medium cargo ships with crane.

NOIP Marina

Annual throughput of about 12 million tons, equipped with shore crane equipment, suitable for part of the river transport of manganese ore export (annual export volume of about 150 thousand tons). The maximum draft is 10 meters, only suitable for ships within 40,000 tons.

Throughput statistics of major ports in Gabon

2023

Name of Pier	inve	supervisor	type	Type of goods	Throughput capacity	
					Throughput Capacity(MT/day)	throughput(MT/p.a)
Cammillau	Conmi 劳	Cammillau	Self assembly system	ore	19,200	7 million
OrlanGESZ	Orland group	Oran Group	Bulk bulk	Ore wood	14,800	55.4 million
Ovendonoip	Held by the State	France BOLLORE	Bulk Credit, Container 箱	comprehensive	16,300	6 million
SEBPG	Oran Group	Oran Group	Bulk container	Palm oil, etc.		
Total						

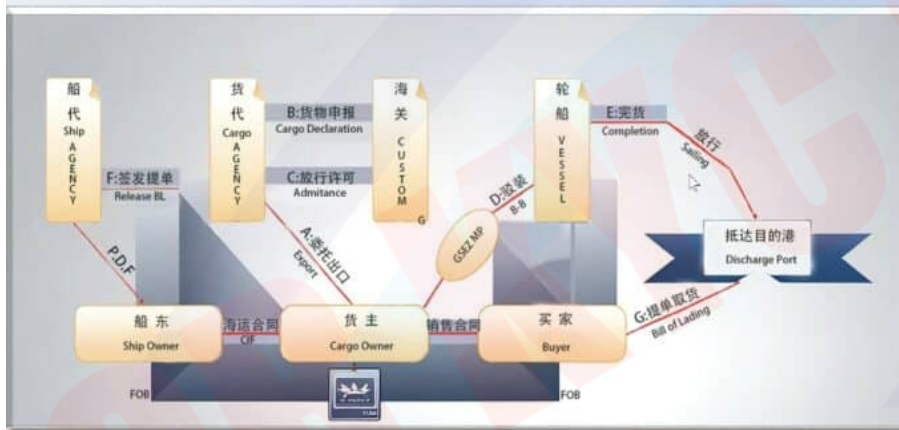
Ocean Shipping Vessel Operation Process

- 1** Customer charter and terminal confirmation

The customer determines the ship type according to the cargo volume and cargo attributes, and signs a charter contract with the shipping company. Submit ship information to the dock in advance to ensure that the ship meets the port operation requirements. The master shall submit stowage plans prior to the arrival of the vessel in accordance with the port information provided by the agent to assist in the declaration of the cargo.
- 2** Inspection and quarantine of ships before their arrival at port

Port Inspection: Verification of vessel's navigation records and technical condition. Customs Inspection: Review the materials in the goods to ensure export compliance. Epidemic prevention and quarantine: to check the health of the crew and the ship's sanitary conditions.
- 3** Loading operation and lightering management

Crane loading: Use the ship's own crane to load ore or bulk cargo to ensure safe and efficient operation. Barge transportation: from the dock to the mother ship, often equipped with 2-4 barges rotation, one-way navigation of about 25 minutes, each barge lifting time about 1 hour.



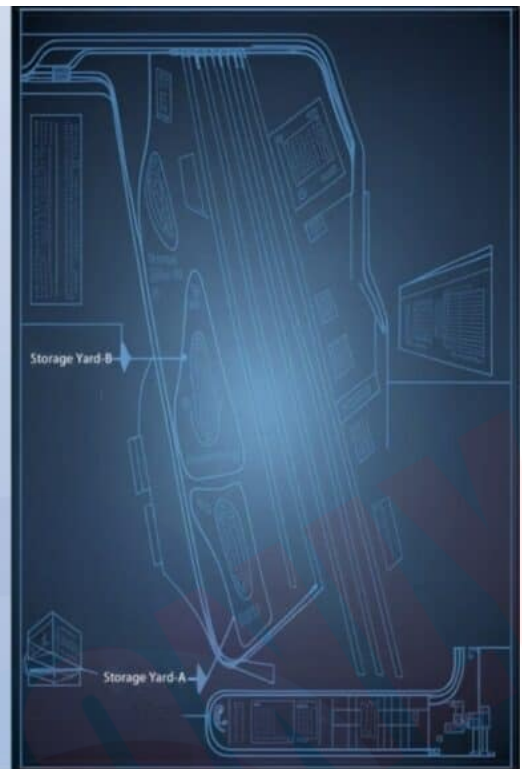
海运业务操作流程图解

Loading efficiency

8,000

Tons / day

The average daily loading efficiency can reach 8,000 to 10,000 tons, depending on the number of barges, equipment conditions and weather conditions.



Ore Detection and Document Flow

Ore detection

During the loading period, the third party inspection organizations M.S.K and B.L.H are responsible for the strict inspection of the quality and weight of the ore, and the results will be used as the basis for the settlement of the contract.

Shipping Notice and Document Signing

NOR (Notice of Readiness to Load): After the ship arrives at the anchorage, the captain sends a NOR to the customer and agent to inform the customer that the work is ready to be completed. MR (Receipt): After loading the goods, the Chief Officer signs to confirm the quantity and quality of the goods. SOF (Loading Real Time Record): Signed by the forwarder and the captain to record the important events and time nodes in the loading process.

Document preparation and circulation

Draft Bill of Lading: The customer needs to prepare in advance and submit the confirmation before the ship leaves the port. Certificate of origin, quality certificate and weight certificate: need to be signed and delivered to the customer in time for subsequent settlement and customs clearance. Bill of Lading: After the ship finishes the cargo, Gabon companies need to obtain the original and copy of the bill of lading through the agent as soon as possible to ensure the smooth flow of subsequent logistics.



B.L.H Expertises Gabon

Ore detection method and flow

Ore metering is mainly based on the following processes

Loading cargo according to the ship's loading chart, through the detection of the ship's front, middle and rear waterline and sea water density, automatic calculation of cargo loading capacity. Among them, the sea water density is an important parameter of measurement, and the change of water density in different seasons will affect the measurement results, so the water density detection work carried out by the ship is very important, which is directly related to the cargo measurement.

Determination of Ore Quality Parameters

Testing of ore quality by a third party company (such as

M.S.K or B.L.H) is responsible for ensuring that the test results are accurate and reliable. For the manganese ore of Montpelier mine in Gabon, due to its single product, simple process and stable quality, the sampling operation is strictly in accordance with the standard to ensure the main body and standardization of the sampling.

Sales and Settlement

According to the sales contract, the seller and the buyer take the dry ton as the settlement unit, therefore, the ore volume is one of the important factors affecting the final settlement.



CHEMICAL COMPOSITION(ON DRY BASIS)

820116.2

1	Mn	35.40	PCT
2	Fe	21.04	PCT
3	SiO ₂	3.40	PCT
4	P	0.450	PCT
5	Al ₂ O ₃	2.98	PCT

PHYSICAL PROPERTIES

1	Free Moisture loss at 105 degrees centigrade	7.80	PCT
2	<5 mm	6.82	PCT
3	5 mm-100 mm	87.11	PCT
4	>100 mm	6.07	PCT

M.S.K

锰矿石指标参考

Certificates of Quality, Weight and Certificate of Origin



1

Certificate of quality

CERTIFICATE OF QUALITY IS USUALLY ISSUED BY M.S.K AND GEO-GUIDE WITHIN ONE WEEK AFTER DEPARTURE OF THE VESSEL.

2

Weight certificate

The CERTIFICATE OF WEIGHT is usually provided by M.S.K, GEO-GUIDE or B.L.H within 3 days of the ship's departure.

3

Certificate of origin

CERTIFICATE OF ORIGIN, ISSUED BY THE STATE OF HUA (GABON) IMMEDIATELY AFTER DEPARTURE OF THE VESSEL.

Bill of Lading

Get the bill of lading as early as possible

Before the departure of the vessel, the Chief Mate will issue the receipt, and the agency will issue the B/L according to the customer's request, including the port of destination and the quantity; Therefore, in order to obtain the bill of lading within the shortest time after the ship's departure from the port, the customer needs to provide the draft bill of lading quickly, strive to obtain the bill of lading while the other three certificates are complete, and deliver the bill of lading to the customer at the first time according to the customer's requirements.



Notice of Downstream Sales Contract

- 1 **QUANTITY**
52.000 WMT (+/-10%), at SELLER'S Option
- 2 **STEVEDORE DAMAGES**
Any stevedore damages at Loading Port on vessels, if any, to be settled directly between owners and stevedoring company.
- 3 **DEMURRAGE**
.....



Late fees and liability determination

- 1 **Causes of Late Fees**
Insufficient or delayed deployment of barges. Document circulation is not timely, affecting the ship to leave port on time. Force majeure factors such as bad weather or port equipment failure.
- 2 **Liability Determination and Cost Calculation**
The ownership of the late fee is determined by the terms of the contract, and it is clear that the responsibility for the delay lies with the customer, the consignor, the ship, the freight forwarder or the dock. The calculation of late fee or dispatch fee according to the agreement shall be subject to negotiation and written confirmation by all parties.
- 3 **Letter of Protest (LOP)**
When the terminal equipment is idle due to ship delay, the terminal usually issues the LOP to the shipowner through the agent.
When loading is delayed due to operational problems or insufficient barges, the captain will also send LOP to the terminal.



epilogue

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Sunil •

?how far are our mines from the port ◦

Johnny ○

- the train/land transportation ■
- located in Anjili ■
- 230km from the Capital to N'Djili railway station ■
- .from Mine to train station : 25km ■
- so 25km by truck to the train ■
- can transport 100mt per day ●
- ?train has 120 bodies ■
- .cars on each train 80 ●
- each train can carry 10,000mt ●
- .do 11 - 12 trips per month ●
- .million mt from the mine every year 1.2 ■

Summer ●

- River transportation might give us more qty ○
- there is an 800mt ship ○
- mabye tranport 250,000mt this year ○
- .150,000mt last yera ○
- there are 3 ships in total ○

Anthony ●

- ?can Dapeng ship in containers ○

Johnny ○

- tried in 2011/2012 ■
- .container cargo cost is very high ■
- .not cost effective ■

Johnny ●

- ...to load a large ship ○
- estimated cost is \$6 per mt ■
- terminal charges \$14 /mt ○

海运船舶操作流程

1

客户租船与码头确认

客户根据货量和货物属性确定船型，与船运公司签署租船合同。提前向码头提交船舶信息，确保船舶符合港口作业要求。船长根据代理提供的港口信息，在船舶抵港前提交配载图，以协助货物申报。

2

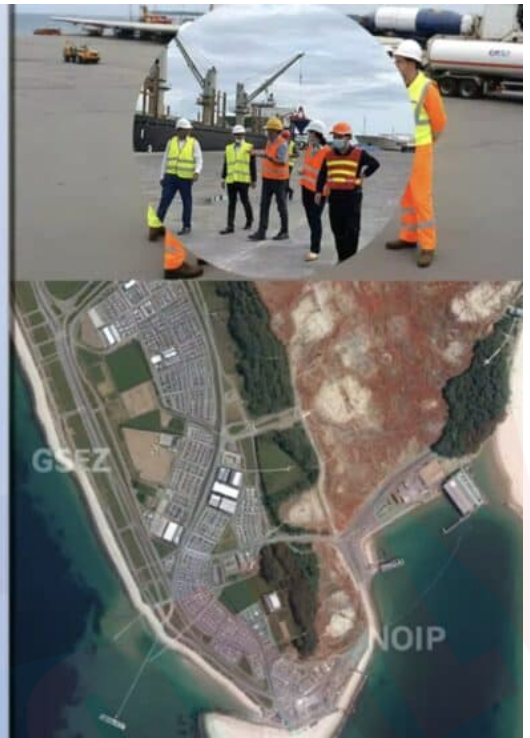
船舶抵港前的检验检疫

港务检查：核查船舶航行记录与技术状况。海关检查：审核货物申报材料，确保出口合规。防疫检疫：检查船员健康状况及船舶卫生条件。

3

装货操作及驳运管理

克令吊装货：利用船舶自带克令吊装载矿石或散货，确保操作安全高效。驳船运输：从码头到母船，常配备2-4艘驳船轮换，单程航行约25分钟，每驳吊装时间约1小时。



Neha •

150,000mt ◦

?this was the containerized shipment data for last year ■

?you said 150,000mt was shipped via containers ◦

?Konrad : was this the river shipment in 2023 ◦

Summer •

NOIT has containers ◦

but our Mn ore is shipped by bulk ◦

draft is only 10 m ■

when send vessel ◦

can only load 40,000mt ■

then goes into deep water ■

.then loads by barge ■

.loading charges by barge might be similar to loading by containers ◦

MeetingWithJohnnyRuan_HuazhougabonDownload-20241205

Transcription - Johnny Ruan Meeting

，忙帮在边那您是都后然，解了太是不都况情的细详上实际是但，船多好了作操我，个这在都常经，下一下，跟您学习一学来都大。
。的您谢感挺，谢感挺

Most of the time I come here to learn, to learn from you. This happens often. I have operated many ships, but in fact I don't .know the details very well. Then you help me. I am very grateful. Thank you very much

。是就，啊的统系是就没有没事么什流交，交就就就就就事么什到碰，碎碎零零是都，嘛接触时平是就

It's just daily contact, it's all sporadic. We communicate with each other about anything that comes up, there's no systematic .way of exchanging ideas, that's it

。啊叫

.Scream

沟次这过通是还的目要主是就正反，下一项啊，裸了一下，裸了一了立啊就也，呢程流个这个整个这把届四第了花是也次这我，啊。
。通

Ah, this time I also spent the fourth session to organize this entire process, and just set up an item, and laid it out for a while,
.anyway, the main purpose is still to communicate through this

。些一下，就是双己方的一些一些一解了多来

.Let's learn more about it, some of the things about both sides

。式方的好更到找？啊决解去么怎？呢事么什到碰时平

.What problems do you encounter in daily life? How do you solve them? Find a better way

。下一习学来都们我，啊啊人多么那有，哎

.Hey, there are so many of you, let's all learn from you

。外老个几好有有有有像好像好像好

.It seems like it seems like there are quite a few foreigners

。啊

.ah

。好的真宝小，好你往向保环

.Environmental protection is a blessing, Xiaobao is really good

。训培个这到卖们我给来你个这视重别特个这们我对

.We attach great importance to this and you come to sell this training to us

。了加参都也啊联苏个这和涵内个这的度印在别特我。动活事坏的要重很个一是这，啊流交流交过通个这的打敢不得不不训培

Training is not something that can be done without communication. This is a very important activity. I have also participated in
.the Indian and Soviet Union sessions

。打是就他到看没我话的来个那次半有看是还我，说来

.To be honest, I still saw that there was a time when I didn't see him coming and I just hit him

。啊考驾个这个这心关很也会也们他为因，他

.He, because they will also be very concerned about this driving test

。题问提过是就是但，以可都文英你，讲来不以可，呢候时的讲你。做来们他是都，呢作工多很的边这道知

I know that a lot of the work here is done by them. When you are speaking, you don't have to speak, you can speak English, but
.you can just ask questions

。求要个这。个这

.This. This request

。啊幸荣常非，啊是但啊张紧点有我以所，啊高点有

.It's a little high, so I'm a little nervous, but I'm really honored

。面里班个这有们他为因，的懂得听以可都们他，呢候时的文中在以可他，啊议会个这们我们他，的样这是个这你

.It's like this, when we have this meeting, they can understand it all when it's in Chinese because they are in the class

。的好蛮以所，嗯

.Yeah, so that's pretty good

都边这我，行那那，好的好，的好，的好，唉，啊下一个那微稍，啊候时的流交，题问的人私么什有果如个这面后在是就的好好的好
。务业盟加做是要主是就做来，悉熟很都分部大个那，啊做班下在是就点重我，个那的好，啊呢人持主请，了好备准

Okay, okay, if you have any personal questions in the back, during the communication, just say it briefly. Okay, okay, okay,
okay, then okay, I'm ready here, where is the host, okay, my focus is on doing it after get off work, I'm familiar with most of it,
.and I'm mainly doing franchise business

。是种那是就？吧是

.Right? That's the kind of thing

□I'm going to see this time

?I'm going to see this time

。理经总副个这宏嘉都华个这，呢代时在现到装安楚清太不家大，以可？吧是戏游些有是了除

Except for some games, right? Yes, everyone is not very clear about the installation to the present era, the deputy general
.manager of Huadu Jiahong

。长部的部流物个这在现

.Now the director of the logistics department

一是吧？对，但是在这个公司还没有拿到某些或者重新担保，还之人始创司公对是上实际总蓝道知不家大是能可？呢情事的道知不
。啊夜半，啊盟加个整被态形识认说是就在现到做直没有加入之前，那么呢，就就就蓝总就在就在那里从勘探开始是吧？一

What do you not know? Maybe you don't know that Mr. Lan is actually one of the founders of the company, right? Yes, but
before the company got some or re-guaranteed, before joining, then Mr. Lan was there from the beginning of exploration, right?
.Until now, I know the form of the whole franchise, in the middle of the night

。悉熟常非入收都，啊流物，啊口出进，啊矿采个这

.I am very familiar with mining, import and export, and logistics

。好基础的讲咱咱

.Let's talk about a good foundation

是直一年每为因，啊会机的好很个这有为因我后然，兴高常非我，呢后以令指的总夏到接我，啊意美个这个那周下谢感。谢感，啊
。总夏跟次几过通是它理管的年每为因后然，司公的拜崇较比我

Ah, thank you. Thank you for your kindness next week. After I received the instruction from Mr. Xia, I was very happy. I have this great opportunity because it is a company I admire every year and I have met with Mr. Xia several times for its .management every year

。西东少不了学他跟，呀哎触接方地个那他其在有还，盟加在，港香在

.In Hong Kong, in franchising, and in other places, I met him and learned a lot from him

羨常非也常非常非，啊轻年真，呀哎，进先常非是，啊念理个这管个这是其尤，最个这且而这，啊面方理管还面上术学是论无，啊。够能事同的年每个这慕

Ah, whether in academics or management, this is the most advanced, especially the management concept. It is very young. I .really envy my colleagues who can do this every year

。说然虽事同他其的年每跟是就，呢时间也后然，流交多年每跟能也望希我，啊会机有是就也

That is to say, if there is an opportunity, I hope to communicate more with everyone every year, and at the same time, with .other colleagues every year

一些业务关系也有所交流，但是那只是那个碎片的交流，没有一个系统的。所以过通，呢上网在是但。的面对面，多不会机的触接。面面方方些这一次呢，我很珍惜这次机会，能够跟大家那个在这个物流海运这一块呢，所涉及到的—

There are not many opportunities to meet face to face. But there are some exchanges through some business relationships on the Internet, but it is just fragmented communication, not systematic. So this time, I cherish this opportunity to share with you .all the aspects involved in the field of logistics and shipping

那为因，吧钟分十二个这花概大我，呢续后后然。啊式方个这过通，啊报汇是就家大向后然，啊下一了理整也呢天几这，呢我，啊。做去力精点了花，了花也天两这，嗯，到觉感我是但，多不也的批个

Ah, I have sorted it out in the past few days, and then reported to everyone in this way. Then, I spent about 20 minutes on the .follow-up, because there were not many reviews, but I felt that, well, I spent some energy on it in the past two days

始开吧PPT个这从就我面下。啊流交续后在们我，方地的问题么什有是就要需是者或的白明不么什有面后果如后然欢喜家大望希后然。个那啊到得看够能够能的真我

.I hope you like it. If you have any questions or need any help, we can discuss it later. I will start with this PPT. I can really see it

。难常非的造创个这。个这，啊啊个那

.That, this, this is very difficult to create

。面外在们他，的来下用脑电的你用是PPT个这个这么什啊我是这，啊

.Ah, this is me. This PPT was downloaded using your computer. They are outside

□一个桌面是王总的，桌面是只有PPT外另有，看没桌面个两有在现，个两有在现，啊啊面桌享分后然，的享分已自我是而

But I shared it myself, and then shared the desktop. Now there are two desktops. Now there are two desktops that I haven't .seen. The other desktop belongs to Mr. Wang, and there is only PPT on the desktop

。吗到看有的译翻300%装伪个这

?Have you seen this fake 300% translation

。的译翻看个这的我要我那，的绿是的看我是面桌个这，下一看下按

.Press and take a look. The desktop I see is green. I want to see mine without the translation

□To clarify

.To clarify

Sorry□yeah□I actually use the page so□so if I don't want to see that so what's what should be okay□so there are two
□screens□which are shared at the moment one screen is shared by me□one screen is shared by□was it Mister one

Sorry, yeah, I actually use the page so, so if I don't want to see that so what's what should be okay? so there are two screens,
?which are shared at the moment one screen is shared by me, one screen is shared by, was it Mister one

□By me□yes□you can□you can choose which screen you want to choose□Chinese speakers should choose

.By me. yes, you can. you can choose which screen you want to choose. Chinese speakers should choose

□Of the Chinese

.Of the Chinese

Should choose the Chinese language□anybody who speaks English should choose my screen because I'm doing the translation
□on the fly just so you can't Keep

Should choose the Chinese language. Anyone who speaks English should choose my screen because I'm doing the translation
.on the fly just so you can't Keep

It is yours□not not Mister rice□right□okay□go down to go down to where you've got your microphone your camera go to where
□you can see the participants and then you'll be able to select one of the other one of the other shared screens

It is yours, not Mister rice, right? okay, go down to go down to where you've got your microphone your camera go to where you
.can see the participants and then you'll be able to select one of the other one of the other shared screens

□Oh□okay□so I I'm OKI come with the person twenty Seven so actually it's a lot□yes

.Oh, okay, so I I'm OKI come with the person twenty Seven so actually it's a lot, yes

□I just I prefer it's not work

.I just I prefer it's not work

□It's not working

.It's not working

□Can anyone

?Can anyone

□That's for them

.That's for them

□Sorry say again

.Sorry again

。的好□OKOK now thanks□OK

.OKOK now thanks. OK, okay

。定确

.Sure

我是就，多很了括包也就，呢据单们我，理管据单个那有还，啊议提个这个这的场市同相照按是也流物和宾嘉的题主。了好太个这
。有还圳深个这们

This is great. The theme guests and logistics are also based on the same market proposal, as well as the document
.management. Our documents also include a lot, that is, we have this in Shenzhen

。个那。个那。个那Yeah

.Yeah, that one. That one. That one

。容内的到及涉要是们我是都些这，啊W游西游西个那。个那

.That. That Journey to the West W, these are the contents we want to touch upon

一个对佳童公司和美讨探位各和会机个这有，呢幸荣常非，好家大友朋位各年每，长事董夏的敬尊。啊白场开个那点几讲来也，啊
。题课要重些联等尊贵客户密切相关的一

Ah, let me also make a few opening remarks. Dear Chairman Xia, hello to all my friends. I am very honored to have this
opportunity to discuss with you some important topics that are closely related to our distinguished customers such as Jiatong

.Company and Midland

。域领和流物口出进的盟加

.Franchise in the import and export logistics and fields

。象对售销的们我有还，商务服，啊方作合个这有还，程流个多了盖涵，啊节环心核个一的作运流物鹏家是

It is a core link in Jiapeng Logistics' operations, covering multiple processes, as well as partners, service providers, and our
.sales targets

一下这个交通，这个海运物流和那个那个一解讲呢步逐始开，发出况情本基口港个这个整个这盟加个这从加我天今，啊区景风们我
。理处些些单机的一

As for our scenic area, today I will start from the basic situation of this entire port, and then gradually explain the
.transportation, the maritime logistics and the processing of some individual machines

。发启些一些具体的操作流程啊。该具处理的这个主要还是要时效性啊。嗯，希望大家能够给大家提供，就是一些一理处时及，啊

Ah, handle some specific operation procedures in a timely manner. The main thing to deal with is timeliness. Well, I hope
.everyone can provide you with some inspiration

。啊对啊

.Oh, yes

。是就是个一，租出头码个两从有是要主们我，呢矿锰个这盟加个这对针

.Regarding the manganese mine, we mainly rent from two terminals, one of which is

。团集兰奥叫个那由是就，的度印是

.It is from India, and is owned by the Olam Group

。较比备设是呢口港个一个是NOEP就是New Orleans international part这一有还头码石矿制赛集个这的股控

The controlled ore terminal of this integrated competition system is NOEP, which is the New Orleans international part. The
.equipment of this port is relatively good

。是能功要主的它头码个这。头码的新个一个新，在欧盟都党建了一了建，啊备设力物力财多很了花们他为因，进先

Advanced, because they spent a lot of money, material resources and equipment to build a new terminal in the European
.Union. The main function of this terminal is

。质物矿括包也，括包出输的质物格资净

.Net output of qualifying substances includes, but is not limited to, minerals

。箱装集有也癌乳

.Breast cancer also has a container

。个那的它从是都质物多很有是也，呢狼病抗有还，嗯

.Well, there is also disease-resistant wolfberry, and many substances come from it

。的进出口档个这从是都，啊品产锰的品成半个那的输出已自他有还，煤焦，嗯，个那括包的来进头码个这

The goods that come into this wharf include, um, coking coal, and the semi-finished manganese products that it exports, all of
.which come in and out of this stall

。个这下一介绍先首我么那

.So let me introduce this first

。是个这啊

.Ah, this is it

。是就石矿锰们我

.Our manganese ore is

。头码用专叫是说该应门专个一

.A special one should be called a dedicated dock

。有只，呢头码后然，啊晒筒较比备设，呢后然。啊的营经司公拉欧度印由是它。头码用专口出石矿锰

The manganese ore export terminal is operated by the Indian company Euler. The equipment is relatively simple, and the
...terminal only has

。是呢产国艘每产国艘五是的是该应有，啊到抓抓个那个五客个五是前目的是备配它

It is currently equipped with five passenger ships and five captured ships. There should be a total of five domestically-made
.ships, and each of them is domestically-made

。位吨吨千两

.Two thousand tons of tonnage

。有只也，水是个这它候时的潮高最是但，米两到不是汐潮，啊浅较比水吃是，呢岸沿靠为因是要主它置位吨多千两么那

The reason why it is more than 2,000 tons is mainly because it is close to the coast and has a relatively shallow draft. The tide
.is less than two meters, but at the highest tide it is only water

。船泊过通矿锰个这们我以所。多米一有只候时的位低后然，多米三

.It is more than three meters, and at the lowest point it is only more than one meter. So our manganese ore is moored

。个整么那，啊力能个那产多个这，啊波一，吨1600值均平时平多千两疗治本基是他，演扮的装武

The armed role, his basic treatment is more than 2,000 tons and the average is 1,600 tons in one wave. This is a very
.productive ability, so the whole

。口港个这从司公总家们我那。啊吨万多百五有只概大量吐吞的年去个那的他，呢是就

.That is, its throughput last year was only about 5 million tons. Our head office from this port

。个这过通是，呢式方的运装是它，呢后然，啊的万百一是框门的去出

.The door frame that goes out is one million, and then the way it is shipped is through this

。个那到运，啊装船波

.Load it on a wave ship and transport it there

一个是11米八，最大的是11米八，地锚个两有外另，嘛个两有们我，呢水吃是呢地锚个那，地锚个这在停靠停在是船大那，船大

。远较比呢线岸的们我离的五米的draft还有一个是12米五的，因为12

The big ship is anchored at this anchorage. We have two anchorages based on the draft. One is 11.8 meters, the largest one is
.11.8 meters draft, and the other one is 12.5 meters, because the 12.5 meters is farther from our coastline

。六万五到找以可都说来般一，呢船的租们我们我是但，呢八米11，啊适合较比的抓八米11在他，呢讲度角益效济经个这从从以所

So from the perspective of economic benefits, it is more appropriate to catch one at 11.8 meters. However, the boats we rent
.can generally be caught at 56,000

。话的六万五四万五到装要话的装多要么那，啊点一毛第11米八的话呢，那可能只能赚五块二甚至50001第在只是果如时平么那

Well, if you usually only invest in the first 10 cents and 11.8 cents, you may only be able to earn 5.2 yuan or even 50,001
.points. If you want to install more, you have to install up to 54,000 or 56,000 points

。置位的水吃的八米11从再船说是就也，位毛羽次二第行进要

.The second feather position needs to be carried out, that is, the boat starts from the draft position of 11.8 meters again

元欧四个这面后是就是也这说以所。费运营的头码了加增括包也，用费些一抱到12米五的地方，那这里会还有一些额外的，也有一在
。源来的用费外额的元欧四加增

From one arm to 12.5 meters, there will be some additional fees, including increased dock operating fees. So this is the source
.of the additional fee of 4 euros

。在，呢外另们我，啊力压运输的力压路铁个这决解了为们我，场战主的们我是不它？呢一个港口Note另么那，啊

Ah, what about the other port? It is not our main battlefield. In order to solve the transportation pressure of the railway, we also .have another port

。过通再后然，场堆个那到运，啊场堆个有成堆，头码个一有边那，河果刚叫河大二第。条二第的工加个这过经再运输路公从了辟开

A second route was opened up for road transportation and then processing. The second largest river is the Congo River. There .is a dock there, and the goods are piled up in a yard. The goods are transported to the yard and then processed

。岸靠船舶过通再后然，头码NOEP到运产国

.Domestic products are transported to the NOEP terminal and then docked by ship

。米十到不还数次的头码个这为因于在是点缺的它是但，船上装装

.Loaded onto the ship, but its disadvantage is that the distance between the docks is less than ten meters

的头码个一万多吨呢？也还是要通过我们第一有还外另那那那那？呢吨百四到装那，吨万四到赚只也多最你，钱的多万五说是就也。式方种那

That is to say, with more than 50,000 yuan, you can only earn 40,000 tons at most. What if you load 400 tons? What about the .other 10,000 tons? You still have to go through our first terminal

。头码个两个两们我是这，子样这是，啊吨多万一的续后装补个那程过通再后然，地锚个那的定指到移全大

The entire cargo was moved to the designated anchorage, and then the subsequent 10,000 tons were loaded. This is how it .works. These are our two docks

。是个那他，老米康那是就个一个是，还有一的关有们我跟里这，量吐吞的头码个几个那的要去要主了计统个那

The statistics mainly included the throughput of several ports last year. The one that is related to us is, and the other one is .that of Kang Mi Lao

一个专用的有带有输送带的这个码头，那个输送带呢，它是有八百米长的，然后全部就直接停靠在这个状态装车平台装船平台，有。个那年每它以所，了去出发都它，船条三是者或，船条两，拜礼个然后三天时间它就一个礼拜一

There is a dedicated dock with a conveyor belt. The conveyor belt is 800 meters long. All the loading and shipping platforms .are docked directly here. Then every three days, two or three ships are sent out every week, so it does that every year

。吨万百八至甚万百七到达够能量货发

.Shipments could reach seven or even eight million tons

。在都们我，啊出输个这个这，啊的万540有呢的年来他，啊了过讲经已我才刚来后么那，好

.Okay, then as I just said, his output last year was 5.4 million, and we have it all

。千三了发年来们我，的万15的们我了除是就

.In addition to our 150,000, we distributed 3,000 last year

不就我一个一些一些一些一些煤呀，这些集装箱啊这些，另外一的装散括包，务业口出进的他其是都务业的他其它，话的吨万五十百。了介绍

If it is 1.5 million tons, its other businesses are other import and export businesses, including bulk coal, containers, etc. I will .not introduce the other one

。到提才刚后然，程流部全个这。个这的

.This. This whole process, and then just mentioned

。里这在

.Here

。个这在靠停是就船大，呢时平们我么那，米三有只也水止的大最，啊岸沿靠是就，呢G30么那，右左米十在是谁是？呢里这那

What about here? It is about ten meters, and the G30 is close to the coast. The largest water stop is only three meters. So we usually dock here

。里这在停船波这船波过通后然，置位个这啊置位个这在是概大在是该应

.It should be roughly at this location, and then the boat stopped here

把吊林克的面上船大个那过通，吊林克的面上船大有后然，面上车大个那到靠，啊距行个那的钟分25有概大圈布圈布到装石矿个那从。从物货个那

It takes about 25 minutes to load the ore from Buquan to Buquan, and then it is loaded onto the big cart. Then there is a crane on the big ship to move the goods from there

。去中当财大到装，产多

.Be prolific and accumulate wealth

。里这在是就带送输个那个那桥引的他老瑞康个那的到提才刚那

.The conveyor belt on the approach bridge of Kang Rui mentioned earlier is right here

。高个一有面里这它后然，百八是的里这到里这，啊的动活个那以可是面上，的动活是它，牌品饰装的它是个这

This is its decorative brand. It is movable. The top is movable. The one from here to here is eight hundred, and there is a high one inside

。高较比率效的足满个这，啊快个这它。啊高较比率效以所，输传在总

.It is always transmitting, so the efficiency is relatively high. It is very fast, and the efficiency is relatively high

。在现塔老铁钢是就个一个插一插我，呢里这到讲那

.Now, let me just insert one thing at a time and that is the old steel tower

。个这从在是径途个一了过通外另又

.There is another way through this

是，样一种运用它的矿石，也就是说一万吨的，相当于当做国产一这，船的吨万十二了住是它，呢方地的出口出是就，啊向方北西。到拨去过拨里这从

The northwest direction is the export point. There are ships with a capacity of 200,000 tons. The ore used is 10,000 tons, which is equivalent to domestic production and is transferred from here

那，的高较比是本成是就，呢个这是但。吨来十二装以可，吨来十二才，呢船个那，啊口港个那的面外岸海海个那海个那个那到拨。是但，虑考以可是也们我

If we transfer it to the port outside the coast of the sea, the ship can only carry about 20 tons, but the cost is relatively high, so we can consider it

有也年一我们自己公司去做的话啊，可能那个营运商他是不干了，因为这个成本就比较高，如果分开一下，也有一单是就说来量体。话的量的吨万百三两

In terms of volume, if our own company were to do it alone, the operator might not do it because the cost is relatively high. If we separate it, the volume will be two to three million tons a year

。啊去过态生？呢本能就他，入投的性次一他，呢子样这那。了权计设装以可说是就也

.That is to say, he can install the design rights. In this case, what is the cost of his one-time investment? The ecology is gone

。个这，啊程流作操的富财运海个这是就呢们我那

.So what we have is the operational process of shipping wealth

。就也话的标中果如，啊谣造是就么什叫个这，个这过通约邀个这过通是也，啊户客跟司公个这们我是就呢先首

...First of all, our company and the client also used this invitation, which is called spreading rumors. If we win the bid, then

?呢后以产租负责，啊产租个这负责就，呢户客就后然，的好是期装个这个这定约同合售销在么那，同合售销同合业商个这个一成形

A commercial sales contract is formed, and the installation period is agreed upon in the sales contract. Then the customer is responsible for leasing the property. What happens after leasing the property

。个这的荐推户客得获在你。啊馈反的时及较比要需较比是都是个这们我说以所。认确的头码到得要需息信的彩个这后然

Then the color information needs to be confirmed by the terminal. So we need more timely feedback. You are getting customer recommendations

。是不类百是就，啊求要是就，下一调强要里这么那。啊了认确头码界史历某高提部全

All the improvements have been confirmed at a certain historical pier. So here we have to emphasize that it is a requirement, that is, it is not a hundred categories

。啊additional啊的件条有较比是他，民市个15纳采以可是就，靠是不也他，啊面上在，啊题目的定特个这

.This particular topic, in the above, he does not rely on, that is, he can adopt 15 citizens, he is more qualified. Additional

。以可就？呢体具

.What are the details? Yes

。们我那，后以定确旦一后然，嗯，好认确给件条加附个这个这个这把他是就前之认确

.Before confirmation, he needs to confirm this additional condition, and once it is confirmed, then we

。说如比。想梦的财个这踪跟来。接来业行个这过通会就

.We will use this industry to track the dream of wealth. For example

。会工的们我么那。口港个一某的北西在是就候时高拉在还前目财

.When the financial crisis is still rising, it is in a port in the northwest. Then our union

。起做候时有会都间时一第回这们我，话的态动个这，哟哎

.Oh, as for this dynamic, we will do it as soon as possible this time

。定锁会就们我候时的岗离旦一在

.Once we leave our post, we will lock it

。哦来

.Come on

。合配户客要需前之物货报申们我在么那。币货个这报申关海个这下是就在

.The next step is to declare the currency at the customs. We need the cooperation of the customer before we declare the goods

。啊些这是就。是的供提

.Provided is. That's it

上料材报申在们我，呢子样这那。道知前提要取提的面方各，啊啊币货业企是就，啊息信的面方各，啊口港么什个那个那个那个那。啊准确较比的做是就，呢面

The ports, all kinds of information, such as corporate currency and all kinds of withdrawals must be known in advance. In this way, we can be more accurate in the application materials

我，前之报申在以所，的样一个重要的指标是，就是那个装载量。那么因为不同的船型，它的装载量是不一有还面方料材报申么那。个这供提都全要需还们

Another important indicator in the application materials is the loading capacity. Because different ship types have different loading capacities, we need to provide all of them before applying

然当，括包有还，来出算测五米一样的，也许它这个按照按照10 11米八或者12不是载配的它，品产的同不个这。啊戴佩是就息信播传。个这括包

The purpose of spreading information is to wear it. Different products have different loads. Maybe it is calculated based on 10, 11.8 meters or 12.5 meters. Of course, it includes this

。报申行进图载佩的供提东全据依就们我后然。量载装个这的它出算计，啊度密，啊度浓个这的水海个这的季节

The concentration and density of the seawater in each season are used to calculate the loading capacity. Then we declare it based on the loading chart provided by Quandong

。远较比是呢区点重盾矛个那离个那离，口港时临个有是它那，口港个这了到代一播传后然，个这，啊

Ah, this, and then the first generation of transmission arrived at this port, which is a temporary port, which is quite far away from the key area of conflict

。后然，啊

.Ah, then

□Check on the property

.Check on the property

一旦准备过去以后才会发这个no R给那个no□I就是吧。唉，因为我忘了是什么，它是个结节啊，就是装船准备就绪通作工备准的业企。那啊知哦，那就是notice

Once the preparation work of the enterprise is completed, it will send this no R to that no, I. Oh, because I forgot what it is, it is a node, that is, the notice of readiness for shipment, that is notice

。个这好做会就然后，后以Li个这了到收理代个

.After an agent receives this Li, he will do it

。团集务港业产括包

.Including Industrial Port Group

。大很力能生卫，大很以可就来出拍包乐音的大常非方地则规方地有还

.There are also local rules where very large music packages can be shot very large and have great sanitation capabilities

，呢话的合符不是就，啊合符不件条生卫是就些有是就来上传是就，样这过生发也们我次一上是话的格合不那验检疫检做法办没都他
。了间时延拖就然后

If they can't do quarantine inspection and fail, this happened to us last time. It was reported that some sanitary conditions did not meet the standards. If they did not meet the standards, then time would be delayed

。啊作工备准些一的做该它好做要须必前之达到才说以所，失损的面上间时个那来带会定肯带会，呢子样这那

.In this case, it will definitely cause a loss of time, so some preparations must be made before arriving

。哟哎

.Ouch

。个这？呢然后，个这

.This, and then? This

临个这在能只他，件条的货装杆靠个这备具有没头码为因是就因原的掉能可有带是都的做次每么什为们我个这，啊货装作操的头码
。船过通能只，的力能个这有没也，的装吊有没是回程过个那他是地锚时临么那，装去地锚时

The reason why we always do loading operations with the possibility of falling is because the dock does not have the conditions to load cargo by poles. It can only be loaded in a temporary anchorage. However, there is no lifting process in the temporary anchorage, and there is no ability to do so. It can only be done by ship

。掉林克的船舶

.The ship's Kling fell

是就，呢员人作操么那，啊货转个这成完，啊物货个那个那的面上菜菠个那抓，啊抓去后然client的国全，啊的件条有有是这，啊
。个这个这

Ah, this is conditional. We have clients all over the country, and we have to grab the goods on the spinach and complete the transfer. Then the operators are responsible for this

。啊Steri door

.Steri door

。员人作操说果如说以所。啊商务服的们他是就他，候时的头码对是就为因，的排安来来头码由是个这

.This is arranged by the terminal, because when it comes to the terminal, he is their service provider. So if it is the operator

? 嗯嘛由自认承个那

?That recognizes freedom, huh

。限有价物的头码个这他为因? 呢程过是就力能态状个这

.This state ability is the process? Because the price of this dock is limited

。船艘四者或船条三条三能有以可不可的忙候时有后然

.Sometimes when it is very busy, there may be three or four ships

。排安间空欧马说以所

.So it's Mahal's space arrangement

。船船期定船船个这头码解了充分, 啊面方一个接到接装的原则啊。所以我们在平台产品的时候啊, 一

The principle is to receive and install. So when we are developing platform products, on the one hand, we need to fully

.understand the regularity of the ships at the terminal

。话的完装没还船一个我们自己本身就是要妥善安排传奇, 避免就是叫互相冲突。也就是说我这一有还, 啊态动个那

The dynamics, and we have to properly arrange the legends to avoid conflicts. That is to say, if I haven't finished loading this

.ship

。是就思意, 则原的头码照按么那。了来就车一下

.The next car is coming. Then according to the principle of the terminal, it means

。会就他, 候时的业作播传司公他其有没在, 下况情常正在司公家一个, 因为涉及到四家公司, 每一外另装谁来过找谁

Whoever comes over will install the other one, because there are four companies involved. Under normal circumstances, when

.there are no other companies to spread the work, each company will do it

。话的艘两有果如你, 说是就也业作船艘一家公司在同时同一个时间只能安排一每, 下况情常正是但, 船条两你排安以可你

You can arrange two ships, but under normal circumstances, each company can only arrange one ship to operate at the same

.time, that is to say, if you have two ships

。的队排能是艘二第

.The second one is able to queue

。的要重常非是也爱的奇传对个这以所

.So this love for legend is also very important

些一直以来啊, 就是我们也是按照这种操作的, 刚才也已经基本上也已经讲到了一是这, 程流程流作操的务业运海是也个这。个那

。啊

This is also the operating process of the shipping business. This is how we have been operating. We have basically talked about

.it just now

长事董夏是就括包, 似类是就家买, 家买是个一个是传动, 一个是货主, 货主就是发货, 人就是我们啊, 一看你, 体主的面里这他

The main entities here are, one is the transmission, one is the cargo owner, the cargo owner is the shipper, that is us, and one .is the buyer, the buyer is similar, including Chairman Xia and other precious people

的价cif价的话呢，那么我们就以我们我们自己来中产，那么如果是fob是说果么那，后以同合定确先首。啊间之相互么那，啊户客？呢话

Customers, then between each other. First of all, after confirming the contract, if it is CIF price, then we will do it ourselves, ?then what if it is FOB price

后然，后以了好落，啊啊议协域海个这业企统传跟跟接直就那？呢宅住家买。啊产中家买是就

It's the middle class of buyers. What about buyer's residences? Then directly with the traditional enterprises of this sea area agreement, ah, after the fall, and then

。啊That's me part of it to grow bot啊。他这个B two B

.That's my part of it to grow bot

。么那子样这啊就就个一了买动主

.I took the initiative to buy one and that's it

。些一的去要们我钱那到来在现个这到及涉种这，啊个这

.This, this involves some of the money we need to spend now

?么什是数大前之开离为因验体是个一有还

?Another one is experience because what is the big number before leaving

。据数的气

.Gas data

。织组再你后然，后

.Then you organize

。个这个这

.This this

。情事的备准个那，啊杂复较比也，呢题问那，嗯。察警些一的们他括包，感露泄是就

It's the feeling of leaking, including some of their police officers. Well, that problem is also quite complicated, the preparation .thing

。的高很速度是就个这是就会也样这意注是就，哦

.Oh, just pay attention that this will also be a very high speed

。一单果如，好

.Good, if single

。后然，啊个一第，吧改更

.Change it, first, and then

。了能可就就个这，啊啊了供提

.If it is provided, then this becomes possible

。啊个那给递快是就间时一第就后然，嘞后以巧乞得获们我到变以可

.It can be changed until we get the beggar, and then we will express it to him immediately

。啊证用信用信些有些有些有是就能可有很有他括包，个那个那去代替着凭，台平个这得获他让快尽后然，啊家买家商个那给个那给

Give it to the merchant buyer, and let him get the platform as soon as possible, and use it as a substitute, including that he
.may have some credit letters

。啊代替去代替着拿就那，话的证用信是个那个那没说果如是就有还。啊的率利行银过通，啊

.Ah, through the bank interest rate. Also, if there is no letter of credit, then you can use a substitute

。多较比费稿制个那，吧年两这就括包也期近，呢是但，二千八是经已是呢计统，计统的往以据根是就，呢利专个这，利专的

The patent, this patent, according to previous statistics, is already 8,200, but recently, including in the past two years, the
.manuscript fee is relatively high

我，话的高太在实费产资说果如，啊况情际实据根如们我能可有说以所。啊多很也因原这，备装的吨千八天每到不达他是就因原
。调下的当适会能可们

The reason is that he can't produce 8,000 tons of equipment per day, and there are many reasons for this. So it is very likely
.that if the asset fee is too high, we may appropriately reduce it based on the actual situation

。啊子样那七七者或775

.Something like 775 or Qiqi

。况情的行运个那的备设个那的上船是个一个是天气原因，一个是比如说播出来的数量啊，还有一大较比素因响影力动个这

The factors that have a greater impact on power are weather reasons, the amount of broadcast, and the operating conditions of
.the equipment on the ship

? 嗯去进递快下要我呀哎，啊

?Oh, I need to drop off a package, okay

一个重要的环节要保质保量。那么矿石的检测是一个一个重要的因素啊。这一个图呢就是我们在加盟那个服务商，中当程过裁仲
。是个的一个是blh[]一个是msk[]msk[]还有一

During the arbitration process, an important link is to ensure quality and quantity. So the detection of ore is an important
.factor. This picture shows that we are joining the service provider, one is BLH, one is MSK, MSK, and the other is

。度印是该应是一个啊[]msk的定制家国是

.It is a national standard, and msk should be India

。的地土是的威权有较比啊的性际国个那是也是也

.It is also an international and more authoritative one, the one related to land

。较比是

.It's a comparison

。己自随跟以可为因个那个那在个那

.That in that that because can follow oneself

。资工国中国中是就了讲后然。啊几这，啊对，啊

.Ah, yes, these few. Then I talked about China's wages

。决解够能上本基，内以时小个12

.It can basically be solved within 12 hours

。啊始起始开就就一发出NOI我说不并，地余个这你给是就括包始开以可

.Being able to start includes giving you this leeway, it doesn't mean that you will start as soon as I issue a NOI

。港到个那从上船是就录记时实个这的载装是就，啊SOF个那是的关键最个那，子样这

.In this way, the most important thing is the SOF, which is the real-time record of the ship's arrival at the port

。后然，啊闭关的仓开后然动启个那从仓开个那从位毛胰个那从，港到从

From arriving at the port, from the pancreatic hair position, from the opening position, from the start and then the closing of
.the opened position, and then

? 况情作工的顿林克个那过转

?Turn around that Clinton job situation

。是且而，要重常非录记个这录记会都时随他

.It is very important that he keeps this record at all times, and it is

。个一为作是也认确实确。啊的认确实切要需是他，啊数大个这和理代和代全

.The whole agent and the agent and this large number, he needs to be confirmed. Confirmation is also a

。啊纷纠些一个法律依据啊，所以我们认为sof啊，这个也是那个，避免后面的一的算计个这面后

.The legal basis for the subsequent calculation is so we think sof, this is also that, to avoid some disputes later

高很到没该应是他上本基，的中下传是要主书证质品那，书证质品处个两这个这是个一，啊证地产原是就，呢据单个几这有还后然
。价格的

Then there are several documents, one is the certificate of origin, and the other is the quality certificate. The quality certificate
.is mainly handed down, and basically the price should not be very high

。啊的局格告广为作的己自们我是这，啊个一是来原，啊

.Ah, so it's one, this is our own advertising structure

一直以来到现在为止还算是比较中肯的，就是我们斜坡港可能会带进缺粮，但是基本上都是在7‰分之7‰分之四百，从司公些哪有是也。
。间之吨百三到多百两在是围范的品产的多万五年三应该是一

There are also companies that have been relatively reasonable from the beginning to the present. Our slope port may bring in scarce food, but it is basically 7‰ to 7‰, which should be more than 50,000 products in 2013, and the range is between more
.than 200 and 300 tons

个那是定肯，高度密，啊度密的取采它是括包，啊的下多有是呢因原的生产面里这。啊了赔索要需就那，话的度百五过超果如何么那。
。个那的来出测检

If it exceeds 500 degrees, then you need to file a claim. There are many reasons for this, including the density it uses. If the
.density is high, it must be the one that is detected

是就那，嘛度密以乘以乘以乘积容是它为因还还，啊关把要需就个这，啊0.7是者或0.5是者或0.2到取采以所，啊了重较比就物货个那。
。嘛计度年个那有是们他，的来出测检们他，哎，说如比，去也上船上要要要，控把要也们我，呢块一这度密个这以所。啊位吨出算

The cargo is heavier, so we use 0.2, 0.5 or 0.7, which needs to be checked, because it is volume multiplied by density, which is
the tonnage. So we also need to control the density, and we need to go on board, for example, they have an annual count of
.what they test

。啊

.ah

? 嗯[mctr么什叫个那

?What's that called mctr, huh

。一些争执，包括扣二课那个那个代理商去和货代上去，和他们会争执到底是0.92还是0.93有会常经

There are often disputes, including the agent who goes to the freight forwarder to argue about whether the second lesson
.should be deducted or not

。啊的谨严要需要需，要需方双个一是这，啊0.95点零，啊

.Ah, zero point 0.95, this is a need of both parties, it needs to be rigorous

。量的获收个这们我个这到及涉到及涉到及涉到个一这为因

.Because this involves the amount of our harvest

。啊吧对货缺候时的港到你怕也们我那，符相不付的实际跟货的到收怕也上船那

The ship is also worried that the goods received may not match the actual payment, and we are also worried that there will be
?a shortage of goods when you arrive at the port, right

。个这后置前个那的测检里这个这，啊啊度密括包，啊些一些一些一些一的到讲前提是就也才刚我是就是个这那

.This is what I just mentioned in advance, including density and the pre- and post-tests here

。啊图地的水海个这有还，啊县水泗

.Sishui County, and this map of the sea water

。板样个一是这

.This is a sample

。级一个地区同一个，而且是就在同一个位置，所以说它的含磷量啊都是在0.4同在是都石矿，定稳较比为因，盟加个这们我是就
Our franchise is relatively stable, the ores are all from the same region and the same location, so the phosphorus content is at
.the 0.4 level

因们我，呢锰锰个这是就？么什的化变点有微稍有有独唯么那，啊铝化氧个那铝化氧二啊硅化氧二约履。啊的变不是上本基，啊
。会是些有，呢的来出们我为

Ah, basically it remains unchanged. Silica, alumina, alumina, what is the only thing that changes a little bit? It is manganese.
.Because of what we produce, some of it will change

宣个这个这过通要是就，呢子样这那。的高较比度硬比来出泡放是就能可是些有，皮表在是能可候时些有，啊快候时些有，点一分
。调去来艺工个这传

To put it in a little bit, sometimes it's fast, sometimes it's on the surface, and sometimes it's just that the hardness is higher
.after being soaked. In this case, we need to adjust it through the promotion of this process

几点一块是比较高的，35这那，啊34.5三第，四十三三啊34是就呢时平们我后然，上以34在制控是上本基位品的品产类品个哪个这对
。啊

The quality of this category of products is basically controlled above 34, and our usual quality is 34, 334, 34.5, and this one is
.relatively high, around 35

。啊点一高会个那会的尔偶是就，啊有也的36近接，的高很到达就也那

.That would be a very high number, close to 36, but occasionally it would be a little higher

分部大是算结的们我为因，系关接直分水个这，啊内以一个水分，我们是控制在8%到及涉个这是要主还个这制控是就，呢度力个这
。的

The intensity of this control is mainly related to the moisture content. We control it within 8%. This moisture content is directly
.related because it accounts for the majority of our settlement

。啊的干是，啊的灯射是不个那个那个那个那个那是就

.That one, that one, that one is not a spotlight, it's dry

。啊的分水掉扣要个这是就以所

.So this is what needs to be deducted for water

。啊证凭材原个那有还书证量重数种两这是就个几这那

.These are the two types of weight certificates and the raw material certificate

。环一一环扣一要都都都都都，呢节环个几为因间时个这

.This time has several links, all of which are linked one by one

。是但，素因的面方各是他啊后滞较比会候时有说是就，远太

.Too far, which means that sometimes there will be a lag. It is due to various factors, but

。的位到做有没是他的作工多很有正反。啊由理观客个这调强能不

.We cannot emphasize this objective reason. Anyway, he did not do many things well

。紧较比候时有，啊间时的证个几个这取获个这少减能才能才，啊效有后然时及个这要需是还是但

However, it still needs to be timely and effective to reduce the time required to obtain the certificates, which is sometimes quite tight

。啊目题个一找要需就那，了个那要需你，了现提要需你，啊了到间时面里行银说如比

.For example, when the time is up in the bank and you need to withdraw cash, or you need that, then you need to find a topic

一个就是替代啊。提单提单呢，正常情况下是码头是就是按照程序吧啊，如果你是个手续，所有的材料都比较完完终最是个这，啊备的话，它一般也不会卡扣。但是说句实话，我们公司也从这一些，这是这是题外话了啊，就是一些其他的问题，比如说财务上面。题问些的一

Ah, this is the final one, which is a replacement. For bills of lading, normally the port follows the procedures. If you have all the necessary documents, it will not get stuck. But to be honest, our company also has other problems, such as financial problems

其，啊止为到点就我个这，啊解了所有也周下能可个这，啊题问的金资说如比或想是就，啊的目其他是就来呢个一这拿是就能可他。啊料材个那的供提要需所们我供提序程个那个那的常正到来要只是都的他

He may be using this for his purpose, which is to discuss, for example, funding issues. We may know about this next week. I will just mention this briefly. For the rest, we just need to follow the normal procedures and provide the materials we need

。了好就供提去的快尽

.Just provide it as soon as possible

。个那后然，啊价选个那来家卖们我是后然，啊一个销售合同应该是就是我们约定原来是五万，现在五万上下15%下么那

Then the next sales contract should be that we agreed that the original price was 50,000, and now it is 50,000 plus or minus .15%, and then we, the seller, will choose the price, and then that

。个那掉换轮来越人超是就的些有，啊鲁粗较比作动们他为因，生发会常经个这？呢工作操

What about the operators? This happens all the time, because they are quite rough, and some of them are like supermen who are constantly replaced

。是都啊失损些这，啊题问小现出会候时有是就能可，惯习的们他照按是就能可，呢作操的备设播传于对后然。多较比的化变

There are many changes. As for the operation of the communication equipment, it may be based on their habits, and sometimes there may be small problems, and these losses are all

。是也

.Too

。个这是就，条三第是键关个这。啊它化消去子样么怎后然，后以了认你是就是也都也赔偿的终最是但。啊的赔偿初最行进来lop发要

You need to issue LOP for the initial compensation. But the final compensation is also after you admit it, how do you digest it? The key is the third point, that's it

。是就，啊的利顺有也，有都它，传遗没乎几是且而，杂复较比面里费党治那，费党治

.The party governance fee is quite complicated and it is almost not inherited. It has some problems and some are successful

.One is the consequences

这那。啊题问出不上本基调流客个几的呱呱顶，啊是也，呢备设的上船后然。足充很也出播后然，忙很是不也务业个这也头码彩福。
。后然样

The business at Fucai Wharf is not very busy, and the broadcast is sufficient. And the equipment on the ship is also good, and
.the passenger flow is basically fine. Then

类马做以可个这，啊吧对，六万一千一到达至甚到达够能利专个那候时有。利顺很会就子样这那，啊好较比都置配备设个那的大强。
。是但，啊

The powerful equipment has better configuration, so it will be very smooth. Sometimes the patent can reach even 116,000,
.right? This can be used for horses, but

。个那样这那条一你给能可，呐产国个这配分要他后然，啦多较比业作船个这头码说如比，船驳个这是不愿如不常经

Often it's not the barge you want, for example, there are a lot of ships operating at the dock, so they want to allocate domestic
.ones, and they may give you one of this or that kind

。呀哎，说头码后然啊饱不吃就你个那

.Then you can't eat enough and the dock said, oh

。忙较比头码个这在直一候时的题问育教学科个那有上钱

.When there is a problem of scientific education on money, I have been busy at this dock

□So to audio so I need the track我就他就发那个LP

.So to audio so I need the track so I will send him that LP

一点但是他不能说他自己也能自己看不出来，然后他就挑你的呗。那你那个船上的设备正好又是确实确实确实有问少你比以所。
。给题，当然那就那个了，没办法没办法去跟他那个来啊。所以呢，但是船上如果说有些什么那个的话呢，就也要比较及时的把IOP

So he has less than you, but he can't say that he can't see it, so he picks yours. If the equipment on your ship happens to have
a real problem, of course, then there is no way to go to him. So, if there is something on the ship, the IOP should be given in a
.timely manner

。啊那头码给给给给

.Give it to the pier

。啊定认的任责个那，啊一个涉及到的LP有还。啊了过述叙经已才刚我是就，呢因原的生产。啊金纳滞个这的到及涉个那是就这

This is the late payment fee involved. The reason for it is what I have just described. There is also the LP involved, the
.determination of responsibility

。个这为作来们我，呢个一次跟夏总这一场这个发生的一个，而且因为是事件好几天嘛，所以说有点扯不清这个，那这一有中其

Among them, there was an incident with Mr. Xia, and because it happened several days ago, it is a little difficult to clarify. Let's
.take this as an example

。是就，唉。啊块一些涉及到法律这一是其尤，尤尤其尤

.Especially, especially when it comes to the legal aspect

。情事的理处商协去么怎去终最？去去么怎要词键关个这？啊定认么怎个这，啊了定固好

?It's fixed. How do we identify it? How do we remove this keyword? How do we negotiate and deal with it in the end

。的单简很是不式方算计上实际，啊

.Ah, actually the calculation method is not very simple

?啊弄么怎

?How to do it

。作操的部全到节调个这口港从，作工的究研和杂复常非是个，呢务业口出进个那有还，的理管据单多么这就概大的讲要

That's all I have to say about document management, as well as the import and export business. It's a very complex job that
.requires a lot of research, from port adjustments to all operations

。啊作操的化准标要作协的度高且并。啊与参方多是就要要都步一每，定认的用费个这到转流的机单从

From the flow of a single machine to the determination of this cost, each step requires the participation of multiple parties. And
.a high degree of collaboration requires standardized operations

。个这解了去的统系的好更家大给够能享分的天今望希

.I hope today's sharing can help you understand this better and more systematically

。呢流交个这次这过通了为是就的目其，唉。啊问疑多很有很能可候时有，啊作操些一的庭家们我

Sometimes we may have many questions about some of the operations in our family. Well, the purpose is to have this
.communication

。作合的好更次下了为

.For better cooperation next time

□thank you谢谢

.Thank you, thank you

。个这的总兰谢感很，谢感很，好

.Okay, thank you very much, thank you very much for this, Mr. Lan

。满充常非息信觉感个这谢谢，的好的做

.Well done, thanks This feels very informative

。家人多好扰干果如部门部育教大各国德

.If the major education departments in Germany interfere with many families

。个这

.this

□And

.And

□Maybe they are

.Maybe they are

□To ask you

.To ask you

□Answers and

.Answers and

□Okay

.Okay

□So I have this one good question

.So I have this one good question

□And the presentation is also very good□thank you for that

.And the presentation is also very good. thank you for that

□My question is□how far is our

?My question is, how far is our

□Code

.Code

□Wait

.Wait

。有没好很个那语法个那音声下一调我，音声个那是我，嗯哎度温好你哎喂哎这哥大哎哎

.Hey, big brother, hello, how is the temperature? Um, this is the voice. Let me adjust the voice. The French one is very good

。谢感节细多很有，谢谢，个这谢感很说他，机耳个这动在的我为因才刚我how much quality in the podcast是就是的问才刚他

What he just asked was how much quality is in the podcast. I was moving my headphones just now, and he said he really appreciated it. Thank you, and thank you for all the details

?远多概大头码到餐快个那从从从

?How far is it from the fast food restaurant to the pier

。啊唉，啊

.Ah, oh no

□How far our

.How far ours

□Hello

.Hello

。见听能，见听能，见听能

.Can hear, can hear, can hear

安于位是山矿们我，啊解了加更生先位这那那个这，啊块一下这个，我们这个这个物流啊，这个火车这个陆路运输这一讲我，啊啊
。后然，里吉

Ah, let me talk about our logistics, the train and the land transportation. This gentleman knows more about it. Our mine is
.located in Anjili

。里公230是站车火利吉恩到都首从

.It is 230 kilometers from the capital to N'Djili Railway Station

。里公25是站车火到山矿从么那，里公230运输车火过通

.The transportation by train is 230 kilometers, so the distance from the mine to the train station is 25 kilometers

。体车个一百吨，然后火车我们是一趟火车，120运够能天每，运输车卡的运输车卡过通是里公25里公25

kilometers 25 kilometers is transported by trucks, which can transport one hundred tons per day, and then by train. We 25
.have a train with 120 bodies

。趟十候时有甚，趟一个车皮八十个，那么一列火车每趟一万吨，那么我们每个月基本上能做到11趟或者是12每

There are 80 cars on each train, and each train carries 10,000 tons. So we can basically do 11 or 12 trips a month, sometimes
.even 10 trips

。吨万120到用够能年每也来过山矿从个那们我，话的算趟十照按那，好

.Well, if we calculate based on ten trips, we can use 1.2 million tons of the material from the mine every year

。里公十三是就，呢离距后然

.And the distance is thirty kilometers

。路铁的里公十三百两二二上加再，路公的里公25里公十三

.Thirty kilometers, 25 kilometers of roads, plus 22,230 kilometers of railways

。头码老

.Old pier

□OK□so here you got it

?OK, so here you got it

Yeah□so I'm understood that there's two modes of transportation one is around thirty kilometers by truck to the train at front

train it comes to the port and one train is got around hundred twenty

Yeah, so I'm understood that there's two modes of transportation one is around thirty kilometers by truck to the train at front .train. it comes to the port and one train is got around hundred twenty

Boxes and that kind of transport almost ten thousand tons one to one train thank you yeah that's right

.Boxes and that kind of transport, almost ten thousand tons one to one train. thank you. yeah, that's right

Two million dollars *** ***** is a reader expectation so the quantity could be high

.Two million dollars, *** ***** is a reader's expectation, so the quantity could be high

。个这在现，啊流河个那人万120经已都分部大个这我为因，个那

.Well, because most of the people in my river are already 1.2 million, and now this

。个那从是就输运船多加输运路陆个这是要主，是的口出moep过通对

.For exports through Moep, it is mainly land transportation plus ship transportation from that

。们我到运车卡过通，始开站车火从是也

.It also starts from the train station and is transported to us by truck

Moi到运船泊的吨百八过通再后然，场堆个那的河果刚

.The yard on the Congo River, and then transported to Moi by 800-ton ships

。个那的一年是我们原计划是要达到25万吨，但是去年只有做到15万吨，也就是说OIMOEP个这头码

Our original plan was to achieve 250,000 tons at the terminal this year, but last year we only achieved 150,000 tons, which is .the OIMOEP figure

。的万沈船三共总船三是年去在天昨是的去出头码

.The three ships that left the dock yesterday were Shen Wan's. Last year, there were three ships in total

OK

.OK

？件条个这的矿运发箱算计有没有边那鹏大是就，过讨论也像好前之下一问想我，好你哎，总张

Mr. Zhang, hello, I would like to ask you something that I think we have discussed before, that is, does Dapeng have the ?conditions to ship ore in calculated boxes

。用使试尝们我候时的年。二一，候时的年1011零，陋简较比头码个这构架为因候时的早最们我

.In the early days, because the structure of this terminal was relatively simple, we tried to use it in 2011 or 2012

。个这响影也且而，高较比本成较比对针为因是就虑考也是但们我。啊去出运强效绩过通后然，面里带灯个那，备装的物货箱装集

The equipment of container cargo, the light strip, and then it is transported out through performance. But we also consider that .the cost is relatively high, and it also affects this

式方种这的确准个那车货过通是就来后。去有没就就就目项个这们我后然。算划不，高常非本成个这觉感么那，啊啊率效的货装装

The efficiency of loading goods was very high, so we felt that the cost was very high and not cost-effective. So we did not go for .this project. Later, we used the accurate method of trucks

。石矿个那装接直箱装集个那括包条一外另找寻去法办想，想想在也们么那，的去出运，啊

.Ah, to ship it out, we are also thinking about finding another way to directly load the ore into the container

? 呢来过的算么怎，的来过不算是该应，啊讲来本成个这从，研调了做也们我，嘛过试尝有没来原为因，要需能可要需要面里这是但。讲来前目就

But it may be necessary, because we have never tried it before. We have also done research. From the perspective of the cost, .it should be impossible to calculate. How can we calculate it? At present

。产国从是就，钱少多了付的外额们我为因，比对个整个那，啊比对这个这个这在现们我跟

.Compared with what we have now, the whole comparison is because of how much extra money we paid for domestic products

。金美14我收头码个那是但，金美六能可，啊算测我？呢本成，呢用费是不里这，去上装船大到

.How much does it cost to load it onto a large ship? I estimated that it might be \$6, but the terminal charged me \$14

。用费的分部一种方式，完全可以去弥补这一外另用采果如我说以所。的受接以可是也题问个八这说是就也

In other words, these eight questions are acceptable. So if I use another method, I can completely make up for this part of the .cost

个哪是能可，话的箱装集是果如后然，嗯，房租是像好们我货散，嗯，是还？吗变有会话的口人，话的口出箱装集，啊那处那，嗯。介绍有没才刚我，下PPT里面，我再给你们看一里这我，啊看你。的他其是者或置位部内是口港

Well, if we export containers, will the population change? Or, um, for bulk cargo, we seem to rent a house, and if it is a container, it may be an internal location of the port or something else. You see, I have a PPT here, let me show you again, I .didn't introduce it just now

。啊个这看你，下一

.Take a look at this

。的来出方地个这到水倒再后然，来里这到运不个那游上从是它，呢Note个这。啊的去出装里这在头码石矿矿载卸们我是个这那

This is where we unload the ore from the ore dock. This note is transported here from the upstream, and then poured into this .place

。方地个这在是就头码绕是就头码下个一有么那

.Then there is a lower pier which is the round pier right here

。是也呢备设且而，的熟成很头码箱装集是就个这的有所方地个这

.This place has a very mature container terminal and the equipment is also very good

。里这过通是都箱装集的有所后然。个那的高较比也虑焦，啊的错不较比成较比较比

.It is relatively good, and the anxiety is relatively high. All containers pass through here

。方地个这

.This place

。头码箱装集都文欧，头码箱装集都盟欧的正真是就这，唉。真是就这，叫是个这，啊

.Ah, this is called, this is the real. Ah, this is the real EU container terminal, Irving container terminal

? 吗尔维多利，嗯

?Um, Lidoville

。的门澳是个整? 吧对，门澳是就是就块一这们我后然是就，啊

.Ah, then our area is Macau, right? The whole area is Macau

。啊米千一也有只有只有只离距的里这离里这，段门澳是就是个整

.The entire section is the Macau section, which is only one thousand meters away from here

。内之里公两两米千两，啊米千一千点，哎呀，可能只有一千米啊，两千一，哎

Hey, one thousand points, oh, maybe only one thousand meters, two thousand or one thousand meters, within two or two kilometers

? 啊区港个一同在是就

?In the same port area

。来出港个一同是就

.It comes from the same port

莫利是就是不是点一这那。运起始开尔威莫利从是只港装的他像好，箱装集查司公船个那基士马从是费运海个那的查们我前之，哦
? 尔维

Oh, the shipping cost we checked before was from Maersk, and it seems that the loading port is only from Lemoville. Is this
?Lemoville

。尔维莫，里庆国个整这

.During this entire National Day, Movice

。啊位个一个大区，就是在这个边上，就是在这里所说的就是这个，我们现在就是一在尔泊尼是都文欧

Owen is in a large area of Nepal, which is right on the edge. This is what we are talking about here. We are in the same position
.now

。嗯，区口港个Libra是首都名字，那欧文都是一个大，就是港口区嘛啊，一啊字名都首个是它

.It is the name of the capital, Libra is the name of the capital, and Irving is a big one, it is a port area, a port area, um

。啊下一等

.Wait a minute

□This is neha

.This is neha

。好你

.Hello

□Did you mention one lakh fifty thousand metric tons□this is the containerized data for last year

.Did you mention one hundred fifty thousand metric tons. this is the containerized data for last year

The container shipment from Liverpool report this is the continued data of the last year that one lakh fifty thousand metric tons
□has been shipped from containers to the world

The container shipment from Liverpool report this is the continued data of the last year that one hundred fifty thousand metric
.tons has been shipped from containers to the world

。啊下一查我

.Let me check it

?吧是的服客个那是的讲才刚

?The one you were talking about just now was the customer service, right

。个那NOIT

.NOIT that

。过打些那是，对，哎，话的钟分15

.If it's 15 minutes, yeah, it's the ones that have been played

。个那有还，啊煤力动个那个那，炭煤些那的劳日抗国法是就括包，子例了举也才刚我。过散有有有他

I have given examples, including the coal donated by French workers who fought against the Japanese, the thermal coal, and
.others

。头木，啊头木有还任主班那们我那，啊嗯。的进出口港个这从是都，啊料配个那的用练演是就个那么些一的他

.Some of his ingredients for drills are imported and exported from this port. Um, our class teacher also has wood, wood

?吧对，货散个这用是多最

?At most, we can use this bulk cargo, right

。做叫个那到再到再到得也了完办以可在现

.Now you can finish it and then get it and then get it

。是就，啊图个那的才刚我看你，的子样这是个这对病毛的病毛

.The problem with this is this, you see the picture I just drew, it is

这到移去出移就，啊候时的着空还还后然了底到经已就右左百四到抓能只后以了抓是?呢船个多百五们我后然?立设谁是方地个这
。来方地个

Who set up this place? And what about our 500-plus boats? After catching them, we could only catch about 400 and then they

.reached the bottom. When there was still space, we moved them out and moved them to this place

。去上船过通也来里这到你

.You came here also by boat

。去上装才我

.I just installed it

? 嗯, 百一的余剩把

?Take the remaining hundred, huh

。个那了除, 箱装集了除, 务业多很有它? 呢口港个这那

.What about this port? It has a lot of business, except containers, except that

。啊的大较比量吐吞是也里这到的去出有还资物些那的来进

.The throughput of materials coming in and going out here is also relatively large

。饱不吃他为因, 个这他充补是也框门的们我承接他是但

.But he took over our door frames to supplement his income because he was not well fed

很他以所, 啊

。后以了来船么那, 方地些这到对就候时的船没, 候时的来下卸车火是就, 呢货从, 呢货的们我后然, 里这在好挺就菜菠

Spinach is just fine here, and as for our goods, when they are unloaded from the train, if there is no ship, they will be sent to

.these places, and then when the ship arrives

然后然, 后以去面上车火, 啊去面上车泊到装后然, 来里这到倒, 下一下, 倒一下倒一倒接直就方地个这方地个这从车卡过通个这

。就就后以了完装特波个这个这后

The truck is simply transferred from this place to here, and then loaded onto the parking lot and onto the train. Then, after the

.loading is completed, the truck is transferred to here

。去面上桥大到在就我

.I'm going to the bridge

。哎哎哎哎

.Hey hey hey hey

。的地产, 嗯, 话的路的长常非个几这的看才刚边这在现

.Now, these very long roads that we just saw here, um, are their origins

。说如比

.For example

一百平米一百平米, 我们能够最多能够也只只有能对这个十来万吨吧啊, 因为最高是它是不超是的是费免们我给它最早先原们我, 啊

。个过六米吧, 就是三十二百吨, 南大百岁到到不了十万, 可能十万, 然后呢, 因为货币量大了以后呢, 他又给了一

Ah, originally they gave us 100 square meters for free, and the most we could do was only about 100,000 tons, because the highest it was was no more than six meters, which is 3200 tons. Nanjing University could not reach 100,000 in 100 years, maybe 100,000. Then, because the amount of money increased, they gave us another one

。七万三十三米平万37是来下试测在现

The test results now show that the area is 370,000 square meters and the total cost is 373,70

。的万十三有还在现，下一了计统我这我，了规们我常非个这个这前目们我那，平七万三，嗯平七万三

Thirty-seven thousand square meters, um, thirty-seven thousand square meters, this is very standard for us at present. I have counted it and there are still three hundred thousand

。方地个这在

.In this place

。德麦斯塞

.Seth Madd

。万十三啊嗯

.Yeah, three hundred thousand

。啊下一看我个这，呢方地他其在常非们我，高很他们对们我为因，万十三

.Three hundred thousand, because we have a very high regard for him, we have a lot in other places, let me take a look at this

。了个万十三有只前目的是就以可以可边那站车火个这

.There are only 300,000 seats at this train station

。个这对OK

.OK, for this

。了多太有没，了话的层三有只有还在现，话的线下路铁个那，线下路铁的们咱个那，候时的识认外以里公230在个那对个这是这

This is what we met when we were 230 kilometers away. Our railway was offline. If the railway was offline, there would only be three floors left. There are not many left

。嗯，烦麻较比的运在现，嗯了到不得是能可得是能可

.Maybe I can get it, maybe I can't get it. Um, it's a bit troublesome to transport it now, um

。啊

.ah

所，吧慢较比的卖在现的们我为因，题问的担分个那也是也，题问的别特有还也是但，答问度幅大做家大，啊题问的问要我个那我那

。慢较比度速位单是就个那说就们我，呢以

As for the question I want to ask, everyone has done a lot of Q&A, but there is also a special question, which is the issue of sharing. Because our sales are relatively slow now, so, we can say that the unit speed is relatively slow

。了大就更户散多越来越，的好太是往往

.It is often too good, and the more retail investors there are, the bigger it becomes

。是者或样这前之走他为因上实际实，话的样这那

.In that case, actually it was because he was like this before he left

。是者或

.Or maybe

? 吧对，报分百两次两了做是也上际实话的担分了为是就那

?So if it's for the purpose of sharing the burden, then we actually did two 200% reports, right

? 儿意玩么什

?What the hell

。己自了到传在说是就常经们我，啊的助赞挺

.It's quite supportive. We often say that it has been passed on to ourselves

□Yeah

.Yeah

。次一换转再重新再，量的实际据根，后以了变改待期的终最，了完创终最

.After it is finally created and the final expectations have changed, it will be converted again based on the actual quantity

? 嗯，来回撤它把个那的报预先原把就

?Just withdraw the original forecast, okay

这，口港个两分我有没量总量总，哎。啊话的变改有港货发你，了改新重要就我，变改有口港个那你非除，后以了满量总量总，啊。
。嗯，系关没带系分分么怎你于至。啊了以可就订就订就我，少多口港个那，少多口港个

Ah, after the total quantity is full, unless your port has changed, I will have to change it again, if your shipping port has changed. Hey, the total quantity is not divided into two ports, how much is this port, how much is that port, I just order it. As for .how you divide it, it doesn't matter, um

。个那，嘛季雨和季旱有个这说是就话的分水，分水是就，呢题问个二第个这看我，好，嗯，的好，的好

.OK, OK, well, okay, the second question is about moisture. As for moisture, there are dry seasons and rainy seasons

。同不

.different

? 看候时么什在这你是就的长间时么什在地汉? 吧是

.Right? When did the Han Dynasty grow? That's when you saw this

。季寒小的啊个那季寒小季海大季雨小季雨小季。雨大有只他，冬秋夏春有没他是他盟加，啊

.Ah, he has no spring, summer, autumn and winter, he only has heavy rain

。到了束结个那个那个那要个那要要要就快很，呢份月二十，啊了份月二十是在现说就是，了束结要快季雨小于属是在现后然

.Now the light rainy season is almost over, which means it is December now. December will soon be over

。会就面后话句两上见意

.There will be two sentences on opinions later

。在实其汉大汉从是，啊下一看我

.Let me take a look. It's actually from Han Dahan

□789

.789

。了季寒小是又面后，123呢后然，去雨小后然，啊去，雨小是11，12 10后然，子孩大，啊

.Ah, big kid, then 10 11, 12 is light rain, go, then light rain goes, then 123, then it's the minor cold season again

。的子样这，了季雨来起号4月6五四到来起孩小

.When the children wake up on April 5th or June 4th, it is the rainy season. It is like this

。啊块一块呢，我们也特别啊，就是到首先一点，我们要做到的就是生产的时候这一这分水分水分水水

When it comes to water, water, water, water, we are also very special. The first thing we need to do is to ensure it during .production

。天三对里那着对先是就，呢山矿个这，个这产生求要们我，嘛的水带是为因，品产的来出品产的来出拿是就

The product that comes out contains water, so we require the production of this, and this mine has to be calibrated for three .days

消里那着对是就能可不你说是就些有于至那？吧对，呀来出水带能不你，了多不差的走上本基，嘛掉走切切切是就水离游个那他那
。法办没是我，水个那的掉耗

The free water is gone, basically it has gone away, you can't bring water out, right? As for some people saying that you can't .just consume the water there, I can't do anything about it

。天三个过后然，掉走够能水的走能个那拉的能可尽是就，呢后然

.Then, we need to drain as much water as possible, and wait for three days

基是就，唉，说是就，啊的多不是分水个这是他，身本石矿说来该应他个几有了对应对再的长队，啊长队到来出运车卡过通再后然
。准标的定一有上本

Then it is transported by truck to the team leader, who then responds by asking him about the ore itself, which has a low .moisture content. In other words, it basically meets certain standards

。后然，候时的段这道雨是就，的系关有是雨下个那跟说是就那，啊8%过超会他尔偶？呢8%过超会么什为候时有么那

.Why does it exceed 8% sometimes? Sometimes it exceeds 8%, which means it has something to do with the rain

。啊水积多很有，啊多很有会就就就

.There will be a lot of water, a lot of stagnant water

了气赌来过还还他上船在在在在你那那那，话的则否，啊嘛面页由自个这成形会不那，点一大较比还度力石矿个这们我在好？对吧？吧是

Right? Fortunately, the strength of our ore is relatively strong, so it won't form this free page. Otherwise, then he would come here to vent his anger while you are on the boat, right

。以所，响影的气语是还要主就，啊

.Ah, it's mainly the influence of tone, so

。这对是但。啊了作工不厂盖就他，话的雨下有旦一个一这心担很是也长船

.The captain was also worried that if it rained, the factory would not be able to operate

还他，大很是不响影个这，打专以可是还个这，唉，说是就为认验经照按们他是就，中折个有是就，呢以所。了不免避又雨下个这。嗯，的窗关会定肯他，了张关要定一待就是到了，这个认为，哎，一是但，抓住抓够能是

Rain is inevitable. So, there is a compromise. According to their experience, they think that they can still focus on it, and the impact is not that big. They can still catch up. But once it rains, they think that they must close the shop and they will definitely close the windows

。的能可是水个那100%加增会是还是还也这，雨下在是就，呢以所那，嗯，哦

.Oh, well, so even if it's raining, it's still possible that the water will increase by 100%

。嗯，了天两天一个多有有码起最里这在。了响影会就候时的雨下在是

.It will be affected when it rains. It has been here for at least one or two days

。个这

.this

。的能可是也的获收有没次这的我个这多很有

.It is possible that there are many things that I did not gain this time

的定确旦一下，就是咱们每次签提单啊，其实本身就是我们这个买家没确定，也是时间比较长嘛，然后一教请想我，题问有我，啊内国们我像是就？吗班上会日六们他，话的日六们他上赶上正好是就代船那，急较比的要单提个这就，了港到快都船是就能可有，话们咱像是就作工个这，班加做去以可也的班上也日六货船多很实其，口港的

Ah, I have a question. I want to ask you something. Every time we sign a bill of lading, the buyer is not sure, and it takes a long time. Once it is confirmed, the ship may arrive at the port soon, and the bill of lading is urgent. If the shipping agent happens to be on Saturday, will they work on Saturday? In our domestic ports, many shipping agents work on Saturdays and can also do overtime, just like us

代船是但，代船下一系联接直想是也是就解了也前之像好们我为因是就，话的外另是就？吗班上日六在会们他，吧的边这头码是就。接么怎不也像好，呢话电回么怎不也件邮上本基，呢

Is it the port side, will they work on Saturdays and Sundays? In other words, because we seem to have understood before, we also want to contact the shipping agent directly, but the shipping agent basically doesn't reply to emails or phone calls, and it seems that they don't answer them very often

。的文英讲以可是他人个哪络联该应，话的们他络联接直想果如是就话的方这是就

.In this regard, if you want to contact them directly, you should contact someone who can speak English

。间时作工先首，格价

.Price, first of all working time

一旦到了周六，大概两点钟，他就他就准备准备撤了。周周日呢，你是找不到他人的，也就是说礼拜天，的活干是还他上早六周他
头码是就他找，害厉最他把里手个这们我在现，啊理代的们我，个这下他是找不到他人人类，周六周六早上还可以。那么我要介绍一
。己自们他后然，个那

He still works on Saturday mornings, but once Saturday arrives, around 2 o'clock, he is ready to leave. You can't find him on
Sundays, but he is still okay on Saturday mornings. So I want to introduce this to our agent. He is the most powerful one in our
.hands. You can find him at the dock, and then they themselves

。是就个一了搞新

.I just made a new one

。说是就也，个那的头码头码是就他讲来上义意种某从上际实么那，司公理代个这

.This agency company, in fact, in a sense, is the one at the wharf, that is to say

。是责职要主的理代的理代

.The main duties of an agent are

。场立的立中这在是该应来本他。责负家买个这们我为，责负主户们我为也，责负都全为吧的用作平公起是他

.He should be fair, responsible for everyone, for us, the homeowner, and for us, the buyer. He should be in a neutral position

。么那。啊的加己自它是就它上际实也个这，啊的头码于贴是它，性殊特个有它，嘛理受是但

.But the acceptance has a special feature, it is attached to the terminal, this is actually added by itself

。素因个一的利不很是都统传括包们我对是这

.This is a very unfavorable factor for us, including our traditions

? 立成们我谈用要还么什为们我么那

?So why do we even bother talking about our establishment

。黑罗伯的国法个那了找

.I found the French guy named Borhe

给就他就他，你对找找不你后然，呢后以个那头码。啊处坏的大更来带是但，处好有是但，理代的们我做那？吧是大很也理代个那
。难困个这个这个这的大更是但，处好个那点了得面方这你能可，失偿不得，嗯，你给鞋小穿你

That agent is also very big, right? Being our agent has its advantages, but it also brings greater disadvantages. After the dock,
if you don't find the right person, he will make things difficult for you. Well, the gain is not worth the loss. You may get some
.benefits in this regard, but it will bring greater difficulties

。的断垄于属是他说是就也，啊个一个接着一会

.They will come one after another, which means it is a monopoly

跟理代个一次就是原先在索尼马认识的，有一这括包，的偏是它理代个这道知也们我，来出提们我跟也服客个那个那个那购采多很。
。好很也系关我

Many purchasing and customer service representatives also raised this issue with us. We also know that this agent is biased.
.This time, I met this agent at Sony Mar, and I have a very good relationship with him

。说是就他，候时的天聊我跟后然，司公家一家另外一了开是他，了干来出己自在现他，呢后然

:Then, he started his own business now. He opened another company. When he was chatting with me, he said

欺么这是就，的做么这是就前以你说我，说他跟就我，他问就我后然。么怎么怎后然，我帮会他，啊务服么什有果如他们我说是就。
。也你个这，呀哎，说他，很就他就他，唉，的我负

That is, if we need any service, he will help me, and so on. Then I asked him, I told him, you used to do this, you bullied me like
.this, he said, oh, you did this too

们我后然，啊的向偏有是就，呢理代个这是就，啊况情个这就就就就个这，资工的税领个这个这个这说是就，法办没也是但，啊等。
。了不坏又的坏

But there is nothing we can do, this is the salary that is taxed, this is the situation, the agent is biased, and we can't do
.anything bad

。呢作工时平在他，呢以所，啊

.Ah, so, he is working during normal times

的港离没还果如，口港个那的面前个那在全还个那船个这解了道知也他后然。啊了线视视个那的他了入进也他后然，后以了好定裁。
。是他，话

After the decision was made, he also entered his field of vision. Then he also knew that the ship was still in the port in front of
.him, if it had not left the port yet, he was

，系联他跟想你，他给话电打想你常经以所，情事的头手己自他做去他，啊啊的理不他，啊户客，啊统传括包，些那的有所睬理不。
。回不都回不就本根个那

He ignores everything, including traditions and customers. He just goes about his own business. So often when you want to call
.him or contact him, he won't even reply

哎，说是就思意说是就是但，忙很也己自他，是也他，呀哎，流交下私他跟常经也们我况情。况情种这在存就，回不都回寄邮个那。
。了早还还在现正反，全，呀

".We often communicate with him privately about the situation. He is also very busy, but he means, "Oh, it's still early anyway

到快说如比再，了序程个这入进益权个这说果如，呢是但。啊哎招没个那他拿也你也，啊说么这就那，啊用有没也系联我跟在现你。
。嗯，的以可是还该应是还个那是还个那要要要是也他，也会就他负责谁他候时个这那那，了地锚到经已是者或，了头码

It is useless to contact me now, so to speak, you can't do anything about it. However, if the rights and interests enter this
procedure, for example, when it is close to the dock, or has already reached the anchorage, then whoever is responsible will
.also ask for it, or it should be OK, um

还？吗西东么什供提咱要需还他，单取去们咱是就话的候时个这那那，了权授经已统传说果如们咱是就像个那那那，总阮谢谢，嗯。
。了以可就印打他等着去接直咱说是

Well, thank you Mr. Ruan. If we have already authorized the order, then when we go to pick up the order, does he need us to
?provide anything? Or do we just wait for him to print it

东些这稿草代替括包，后以了完供提都料材的有所，续手的有所们我，下况情常正是就？呢题问么什是释解才刚到及涉就面里这他，会他，啊题问么什是哎哎个那说他时候时有你，呢后然。啊章盖不字缺不是就他，了来出做也，了做也他，了好了好经已都西？呢么什为，题问的你开避会

This involves the problem I just explained. Under normal circumstances, after all the procedures and materials are provided, including the substitute draft, he has done it and produced it. He just doesn't have any missing words or stamps. Then, sometimes when you ask him what the problem is, he will avoid your question. Why

。单提个这个这release去限权有没己自他，有没他

.He doesn't have the authority to release this bill of lading

。说方比打我跟领导，头点领导的他

.His leader nodded and gave me an example

，啊付没还钱个这你，呀哎，说就他领导他后然，啊题问的面方务财说如此，况情些一的面里司公候时有是就，啊了到点是才刚我。你给发敢不就他后然，啊去出发要不先要不先他替个这你那

I just mentioned it, that is, sometimes there are some situations in the company, such as financial problems, and the leader will say, oh, you haven't paid the money yet, so you should not send it out for him yet, and then he dare not send it to you

。样这，啊了好做题问的动劳上实际他上跟没作工的他说不并而

.It's not that his work has not kept up with his actual labor

方外另些一生产会能可么那，了供提经已都西东的有所你，了供提要只你，户客。因原的服务说是不也西东多很有有，吧好是不在原要主其个这，里那在卡都他代替此为，里那会事董到映反要也要告报个这，后然了过说经已总夏跟也我情事个这我。啊因原的面。是就因

Well, there are many things that are not caused by customer service. As long as you provide the customer, you have provided everything, then there may be other reasons. I have already told Mr. Xia about this matter, and then this report should also be reflected to the board of directors. For this reason, the replacement is stuck there. This is the main reason

。是个这是个这，啊题问的理办务财是就

.It's a matter of financial management. This is it

。映反不能不我以所，板老是又，户客是又周下是但，说户客

.The client said, but next week he will be both a client and a boss, so I can't help but reflect it

。个那

.that

。少较比谈在现是就呢且并，说是就并说是就么那？吧是季换小有是就有份月三月份二月份一个这。啊助帮有没有说就个这

Is this helpful? There is a small change of seasons in January, February and March, right? So, it is not that, and it is not discussed much now

就，面前在是都们我，嘛个千八是证保里这你个这为因为你为因个那说是我们我，下况情种这在，快较比能有度速家大，呢以所那。下况情的钱收有得定肯在说是

So, everyone's speed may be faster. In this case, I mean because you guarantee that there are 8,000 here, we are all in the

.front, which means that we will definitely collect money

。二万一到提业专个那个那把我，哎，证保动传室播广那

.The transmission guarantee of the broadcasting room, hey, I raised the price of that major to 12,000

。以可还还还还有还们我是不是，嘛高较比是说者或来起候时有个这个这时候到他么那

?So when the time comes, it may go up or be relatively high. Do we still have some money left

。啊款条一月份还有一们我用们我，样么怎是定肯个这

.This is definitely the case. We have another clause in January

。他看要是还键关个这能可能可？呢点一这他到提利专果如

.What if the patent mentions him? Maybe the key is still up to him

。力能个这没就本根他根他，话的多船说果如，量务业业个那的头码个这

.The business volume of this terminal is so large that if there are many ships, it simply does not have the capacity to handle it

。力能个这没他个那，递快找你给想我，啊说是不并他。力能个这有没，力能个这没本根他

.He doesn't have the ability to do that. He doesn't say, "I want to find a courier for you." He doesn't have the ability to do that

。钱为因？对不对，闲空在也是该应头码在现，嗯

.Well, the docks should be idle now, right? Because of money

。忙别特是不，忙别特是不以可是还，啊吧以可算还算还算还算还该应船条两这近最我就在现，好还

.Fortunately, my two recent ships are doing OK, I guess. They're not too busy

？么什闲别特是不也子房买在现是不

?It's not like you're buying a house now and you're not particularly free, right

。猜不也你

.You don't guess either

。你谢感个这天今看我，总袁个这，了好，嗯

.Well, okay, Mr. Yuan, I'd like to thank you for today

。山尔阿个那。个那

.That. That Arshan

一个是什么呢？就是说咱们加蓬当地有没有像中国一样啊，关于的问想我，啊细么这的讲们我给总阮。啊苦辛您个那，啊谢谢，啊
？件文明证的方官个那出能样滞息费，就那个里面的那个那个可靠力有没有像中国商会一

Ah, thank you. You have worked so hard. Mr. Ruan has explained it to us in such detail. I would like to ask one question. Is there any official certification document issued by Gabon like the Chinese Chamber of Commerce regarding the interest demurrage fee?

。情事个这做你为去构机么什有没，有没不也整完不他，啊整完不他个那是都是就那个没上本基本个这，力抗可不

Force majeure, basically there is no such thing, it's just that it's incomplete, it's not complete, there is no organization to do this
.for you

，样一国中像，吧是会社个这有没有没他，整完不他有没那，来个那会协么什过通靠就候时的纷纭么什起引，哎，说如比的管不，哎
。的么什者或呀会席主毛个那

Well, no matter what, for example, when there is a dispute, we rely on some association to resolve it. Without it, the society
.would be incomplete, right? Like China, there is Chairman Mao's association or something like that

了差我给他，港方北个那在次一有有个那？吧对策决大重个这个这个这个这们我括包，了不做也方地些有有国中你那，们我有没
。吨万多百九

Without us, China would not be able to do some things, including this important decision, right? Once in the northern port, he
.was short of more than 9 million tons

。有没都法办点一我是但，的假作个那个那的显明很是它，的多百九九要在就

.It cost more than nine hundred yuan, and it was obviously fake, but I had no way to deal with it

告报个那个那面里节字个这过通通为因是因原的假作他荐推我书证大重，啊告报测检个这个这？呢假作是他到看我么什为我讲就他
。改没都改他告报节字个那，了来出

He asked me why I saw that he was forging the test report and the major certificate. The reason why I recommended him to
.forge it was because the report in the byte was released, and he did not change the byte report

。说是就也，嗯，02点0是他，0.452是我们，量含的零个那

.The content of zero is 0.452 for us and 0.02 for him, um, that is to say

一我一看就是作家了，你就是根本就不是我们的东西嘛，来过搬，搬照来过搬，搬照是说于等是就，好也入输是他道知不我二零在这
你生的是那个抗密老的或者是矿嘛，跟我们这个密切那个，那我就反反对过来了，那个重量抗定出问题了，我们平时最多也就300分4
。啊了张亏是就，了线上经已都来起不了百分

In this zero two, I don't know whether it is input or not, it is equivalent to copying, copying it here and there, and as soon as I
copied it here, I knew it was a writer. Your stuff is not ours at all. What you produced is the old anti-dense one or the mine,
which is closely related to ours. Then I opposed it. There is a problem with the weight resistance. Usually, we can only get 300
.or 400 points at most. It has already been online, which means we have lost money

。说是就，的样一次他给我亏了九百八十分，浙江引起的，我上哪里去？这个说明还是一这是这

.This time he made me lose 980 points, Zhejiang caused it, where should I go? The explanation is still the same, that is to say

。你的子样那是个那，的拒抗可不是个这，哎，说你把他要你，呀哎，说是就是个那是只，子样这是加更谱家个这

This family tree is even more like this, but that is also to say, hey, you want him to say to you, hey, this is irresistible, that is
.you like that

。了解了解了，嗯，啊西东些有来决解商协过通过通过通能只能只

.The only way to solve this problem is through negotiation. Well, I understand

要边这们我了除，前之船开在现们咱是就下一阮总啊，感谢您详情的讲解啊。然后那个我问一问再我？么什有还家大，的好，嗯
？吧是了要需不都么什件文的他其说是就，外之里哪是港的目个这和稿草单提供提

Well, OK, what else do you have? I have another question for Mr. Ruan, thank you for your detailed explanation. Then I have a question. Before we set sail, except for the draft bill of lading and the destination port, we don't need any other documents, ?right

还能可们我后然，后之报申次二们你在港货现后然那，对，草稿代替港货期对，嗯，草稿代替是就西东个几这，个几这就，对是这束结经已报申次二们你，报申去再们我途中在方比，船是就？吧是了系关有没也边这们你跟，了题问有没也该应个这，港他其改再。的以可是口港他其改再们我，了

That's right, these are the alternative drafts, um, for the futures port alternative drafts, yes, then the spot port after your second declaration, then we may change to other ports, this should be no problem, it has nothing to do with you, right? For example, if we declare again in the middle of the journey, your second declaration has been completed, we can change to other .ports

。有没也态状个那跟

.It has nothing to do with that state

。嘞了好定经已单提提

.The bill of lading has been finalized

据根是材题材题

The subject matter is based on

你也

The Jindal Group, based in India, stated that it continues its investments in Oman in line with its commitment to make several strategic investments to promote social and economic growth and support the country's transition .to a green economy

The company is building a pelletizing plant in Sohar with an annual production capacity of 6 million tonnes. The .plant is scheduled to **start production by the end of 2024**

The group's Jindal Shadeed Iron and Steel Company (JSIS) is also investing in a carbon capture plant in Sohar, .which is expected to be completed by the end of this year

In addition, Jindal Shadeed Iron and Steel Company has expanded its production capacity in Sohar to 2.4 million tonnes per annum. The company is also working with its partners to invest in renewable energy to increase the decarbonisation of its steel production with new projects in Sohar. The total investment of the Jindal Group in the .region will exceed \$1.5 billion

Meanwhile, the Jindal Group will invest \$3 billion to develop a mega green steel project, known as Vulcan Green .Steel, in Oman

A green steel plant with an annual production capacity of 5 million tonnes will be built and entirely powered by .renewable energy sources and green hydrogen

The group also recently acquired the Sohar Steel Factory, one of the rebar's prominent producers in the country. The plant annually produces 500 thousand tonnes of high-quality steel products, including 8 mm to 32 mm steel

<https://aisusteel.org/en/21583/> : Oman: Jindal Group is building a pelletizing plant in Sohar with a production capacity of 6 million tonnes

Summer •

.P required in the Email is very different ○

Specs •

Mn : 30-38% ○

Fe : > 5% ○

SiO2 : < 8% ○

MgO + CaO : < 15% ○

P: <0.2% ○

Al2O3 : < 8% ○

Moisture : < 5% ○

(Size : 10-75mm (90% min ○

Require •

5000mt ○

Terms •

.% Material will be rejected if the Mn content will be below guaranteed Mn .1

Size outside the range allowed maximum 10%, for every 1% increase over 10% , deduction of 1% of PO unit .2

rate, if outside range >20%, material will be rejected

.Other Penalty clauses will be finalized based on the final specification received from the supplier .3

Container Shipment freight from Owendo to Sohar

Dear Swellow:

We are still working with the client for supplying manganese ore.

Currently, we are offering with high ocean freight, high FOB offer.

Please negotiate better freight and better FOB in order to attract the client for placing order asap.

At the meantime, Neha is working for supplying the manganese ore by containers to Haiphong, Vietnam.

Please do accordingly.

Summer

?Summer : Email From 16th Sept

We offered •

We are pleased to offer you our Gabon Manganese Ore commercial details below:

Quantity: 20,000 mt +/-10%

Specs:

Mn : 34.0% min
 Fe : 18.0% min
 SiO2 : 4.0% max
 Al2O3 : 4.0% max
 P : 0.55% max
 Moisture : 10% max
 Size : 5-100mm 80% min

Price: USD 3.80/DMTU CIF FO SOHAR PORT

Shipment by: Break Bulk

Shipment: End November

Payment: 100% sight L/C

Email : 18th September : Re Container Shipment freight from Owendo to Sohar

Dear Ms. Swellow,
 ;Kindly confirm these

- Shipping Schedule ETA Discharge Port along with the transshipment port details .1
- .How many days will it take to reach from Owendo to Sohar .2
- In case of Containerized shipments which shipping line will be used and container size 20 ft or 40 ft .3
- .Please share the above mentioned details at the earliest

Specification

Spec	Typical	Guaranteed
Mn	42%	40% min
Fe	05%	08% max
SiO2	10%	12% max
Al2O3	10%	12% max
P	0.10%	0.12% max
Moisture	11%	
Size	8 mm - 75 mm: 80% min	

Summer •

- .inquiry was from the pelletizing department
- Pellets are for Iron ore
- .but they are buying Mn ore
- .Some companies
- .produce Pig iron with Mn ore & Iron ore mixed
- produces Pig iron with
- .Fe and Mn together
- .so less use for Ferroalloys

Janita •

- .Jindal will use it with high grade Mn ore to make ferroalloys
- Summer
- Pelleting plant is same
- .makes Iron ore pellets and Mn ore pellets
- we offered
- .USD6.94 DMTU CIF CY Sohar

Summer •

- pellet plant to work at the end of 2024
- .maybe Jindal Shadeed is going to produce Iron Pellets
- maybe they need Iron ore fines
- .we should reoffer our Finland Iron ore
- ?and coke fines
- maybe they use
- .natural gas for their pelletizing
- .they already have a lot of Natural gas in Sohar

Janita •

- .Jindal Shadeed is looking for high grade iron ore

Summer •

- .we have iron ore concentrate from Finland
- .reuse 6 million mt
- .going to bid to buy Millscale in peru

Janita •

- anthony offered iron ore from Egypt
- .Summer ; don't work with unproved suppliers
- .Egypt doesn't have any approved suppliers
- .also interested in Pakistan Iron ore as well
- Low degree Fe with higher Ca and Mg

Freight offer •

- Libreville - Sohar
- MSK Spot
- USD1468 / 20'
- ETD : 14/27 dec

Summer •

- offer shipment for 5000mt
- CIF CY (Container Yard) USD 4.37
- Freight :1.77

Shipment Date : arrive by 5th Jan ○
?Voyage duration : 60days ○
Deadline : Oman time 3pm ○
.we have 2 hours left ■

Janita ●

...most likely won't do online bidding ○
Jindal will just place an order ○
Pellet facility not yet ready ○
estimated by the beginning of 2025 ■
maybe Feb/Mar ■

Summer ●

need to bid our Finland Iron ore ○
.Janita : they are interested in this product ■
.need to bid 15,000mt of Peru Millscale ○

Mabroor ●

.Eastcon has paid to Pakistan account ○
.now need a document to China for payment ○
.for the second lot ■

Summer ●

.had already loaded 39 containers of the new Iron ore ○

Mabroor ●

.old cargo already at Qingdao port ○
new cargo ○
.he is not allowed to ship due the payment terms ■

Anthony ●

after first payment they received ○
.they were allowed to export 1 lot of material ○
Mabroor ; can load 1 shipment ■
.have already loaded container ●
but too late for the vessel ●
.now next vessel 12th December ●
.containers 36 ●

Mabroor ●

10,000mt of low grade ○
Mt of high grade ??? ○
.but a shortage of containers ○
.both Eastcon & Mabroor are trying to find containers ○

Anthony ●

?pay USD to HK office ○
.first payment we received from Eastcon ○
?is it possible to arrange a transfer to HK ■
Mabroor ○
.have tried, and confirmed by the bank ■
.before the maturity date we cannot transfer the money ■

.bank will not let us transfer before 31st December ■

Summer ●

.Anthony to apply to finance dept ○

.see what their opinion is ■

Anthony ●

about the new shipment ○

.containers 36 ■

?is it possible that we can do a DA payment ○

.see if it can work on the Iron ore business ■

.most iron ore is on DP basis ■

.right now according to action from Pakistan bank, its currently like a DA payment ■

.waiting for documents to be delivered, and payment recieved later ●

Anthony ●

right now ○

Eastcon faces the problem ○

delivered the cargo ■

.delivered the documents ■

.bank required the USD in return by the due date ■

Summer ○

? does Pakistan law to allow DA payment ■

? does the Supplier accept DA payment ■

Mabroor ○

.anyone can claim the cargo on DA basis outside Pakistan ■

.believe the bank will allow it ■

Mabroor ○

.the first eascon cargo was stuck in China for 8 months ■

.State bank wanted to know why the USD didn't come to Pakistan ■

.original was on a DP basis ■

.but the customer ran away ●

Anthony ○

.wondering if we can sign contract with DA payment ■

.we cannot get USD from Pakistan office ■

so we get the documents on DA basis ■

.cargo expenses are 95,000 now in Qingdao ●

platts price cargo value is around ●

.needs crushing ○

quality ~ 60-61% ○

.USD400 / mt for Cast Iron Skulls ●

ship 20 mt ●

for 400 /mt ○

if we ship 25 mt instead ●

.can we revise price to 380 CIF ○

Anthony ●

.planning to ship 1 container of cast Iron Skulls ○

.Ask for firm offer ○

Summer •

- .we accept 380 CIF as a trial offer
- .and we try it in the market
- customer price is ~ 330 - 350
- .if the quality is really as good
- .then customer may pay higher ■

Anthony •

- billet price is ~ 410
- maybe take the cargo at price of 350

Summer ◦

- we need to give realistic price
- cannot make money with 350
- .we have to wait for customer to realize our quality
- .customer rarely sees this sort of quality in the market
- .so unwilling to pay premium prices

Summer •

- steel scrap
- market price is ~ USD385
- estimated
- supplier offered us ~ 370 -380
- market price

Anthony •

- supplier offer
- Steel scrap : 365 / mt
- there is a ~USD15 profit margin
- .Summer: maybe this is workable
- transit time : ~ 2 months / 60 days
- similar to autlan cargo / angola cargo

Summer •

- month interest rate 2
- .we can start this business
- ?firm price from customer
- if firm price, then we can confirm with the supplier
- .if not firm price, we need the customer to confirm
- .we made mistakes in South Africa
- .but now we can get into Steel scrap business
- .better than ferroalloys

Mabroor ◦

- Pakistan customers always buy from suppliers who supply scrap
- ? "scrap is the "oxygen

• .HK Pricers not workable

• Canada

- .discussed with Anthony

(skull scrap (cast iron ○

Shredded Scrap ●

USD 385 ○

other scrap imported to Pakistan ●

USD360 - 370 ~ ○

?Prices from Overseas ●

.steelmint prices ○

.focuses on Pakistan scrap import ■

Summer ●

want to see the formula price in Pakistan ○

.based on published information ○

if shredded scrap is USD386 ○

?then skull scrap may be lower ■

Mabroor ●

Mitsui ○

offered shredded scrap from Singapore ■

USD435 ■

.gave USD450 to customer ■

customer prices USD390 ●

HMS 1 & 2 ○

.dependent on cargo quality ■

.prices are ~365 Port Karachi ■

Steel scrap ○

prices are around USD365 - 370 ■

from Canada supplier ○

.USD365 CIF Pakistan ■

steel scrap ■

.Supplier and purchase price are very similar ○

Mabroor ●

interested in the cast iron scrap ○

.cast iron scrap is what customers are looking for ○

in January ○

.there is international foundry conference in Lahore ■

wanted to showcase the cast iron scrap in the conference ■

.cast iron always higher in demand ○

low supply ■

used to get from Russia & Europe ■

.but not anymore ●

Summer ●

Canada offer USD400 ○

.but price now reduced after ocean freight ■

.no latest offer from Canada ○

Mabroor ○

our target prices was USD330 - 350 ■

.sample container to Pakistan ●

- for marketing
- if customer price is USD380
- ?maybe no chance

Mabroor •

- .one sample container to Pakistan to market cargo to Customers
- .so they can check
- .cargo quality is very good
- .if once container arrives in Pakistan
- .can take to the foundries

Summer •

- .need to wait for feedback from Anthony

Summer •

- ?second payment to Pakistan completed

Mabroor •

- financial decisions in wechat group
- send document
- payment to be made on the maturity date
- not before the maturity date
- .otherwise have to make request to state bank of pakistan
- .have already asked state bank of pakistan
- ?if we can send money before 31st

Summer •

- (Indonesia coke plant said they supply hard code CSR 68 (40 -100mm
- ?does Pakistan import coke from Indonesia
- ?Met coke or Foundry Coke
- ?is this workable

Mabroor ◦

- size has to be over 25mm
- .but not so many using Met coke
- .when the blend italian coke with low grade chinese coke
- our material is 86% FC
- Pakistan wants to use 90% FC
- .Pakistan can use
- foundry coke in Pakistan
- 150mm - 90

- .40-100mm met coke can also be imported from China
- .if indonesian price is better, then we can sell
- est

- .500-1000mt per customer
- .max 3000-5000 per month total requirement
- .no ferroalloy plants
- .everybody uses induction furnaces

Summer ◦

- container shipment doesn't work
- .must be by bulk

Mabroor •

International Foundry Conference in Lahore ○

/https://www.pfa.org.pk ■

.end of January ■

30th - 28 ■

.always invite Mabroor ■

.all 80 foundries attend ■

?would like to attend ○

.if Summer can attend as well ■

Summer ■

.we have no foundry coke ●

cannot transfer by bulk ●

.maybe cast iron skull ●

Summer ○

.we can ship one container for a trial ■

Mabroor ●

?recovery rate 97% is too high ○

good shredded scrap ○

recovery rate is around 50-60% ■

.Summer; this looks too low ■

Using EAF ○

recovery rate is higher ■

: induction ○

lots of waste ■

.Unsold qty in India ●

Assess the market ●

.Determine the marketing strategy ●

Invite Luna ●

.Mn ore in China ○

Dec/Jan offers from Miners ■

Prices ○

Dec ■

South African miners prices ●

0.2 - 0.1 ○

UMK ●

increased to 3.9 ○

no shipments in Nov ○

Oct price was 3.7 ○

Comilog ●

.Dec shipment price not published ○

Nov/Oct price : 3.95 to China ○

South32 ●

increased 0.10 ○

(increased USD 3.7 (oct) -> USD 3.8 (dec) ○

- didn't ship in November
 - Higher Fe Mn ore
 - South Africa
 - offered price to China main port
 - Nov shipment : no records about price
 - probably similar price
 - inventory of high Fe Mn ore is high in Xingang port
 - Dec shipment : 32 - 34% : USD3.4
 - spot price
 - some suppliers want to increase price
 - (some offered 34rmb (USD 3.94
 - Semi-carbonate material
 - ?South32 Semicarbonate offer
 - .UMK price is higher than other 2 or 3 miners from SouthAfrica
 - .willing to have more profit margin
 - .if some will increase offer price, UMK will always be first to increase
 - Semi-carbonate
 - Neha
 - .regarding India Market
 - .India steel prices are 3 year lows
 - last 15 days have reduced up to USD15
 - SiMn prices 65/16 spot market is USD870
 - previously was 890
 - SiMn 60/14 reduced to 770
 - down from 820
 - .Sentiments are weak
 - Summer
 - offers from main miners to india
 - Neha
 - .Comilog not declared for January
 - ?4.35
 - Sunil
 - /Tata
 - governmental barriers
 - + SiMn prices in Indian rupees 65,000
 - 60/14
 - .Steel mills have asked government to curb imports
 - .will take a month to put in place
 - .then steel market will revive
 - Mn ore locally
 - (MOIL (Manganese Ore India limited
 - .reduce their prices
 - Sandor
 - selling high Fe Mn ore
 - have maintained the same prices
 - Tata don't publish
 - reduced volumes

- ?15,000mt per month
- grade they sell 25-27%
- .other grades they use themselves
- .they buy SemiCarbonate Mn ore
- asked Million Link to quote
- MOIL haven't published yet
- .will be under pressure to reduce prices

Summer •

- Christmas is coming up
- .will suspend for 1 month

• ?Other Companies offering to Inida

- South32
- South Africa high Fe
- Comilong
- ?Fujax

▪ offering in january

- .not bought any cargo till now

▪ ?Summer : did this company go bankrupt

• .Luna : yes didnt' pay some companies

- .still sending offers in market
- purchased in july / June
- .several buyers from china didn't receive their funds

• ?South Steel Indonesia manager will arrive in Tianjin office

• Will join us in this meeting

- productivity & strategy of South Steel
- what htey require from Million Link

• Offers for

- 20mm- 10
- 15mm - 5
- ?Indonesia material

• Neha

◦ have offered 10 -20mm 6000mt 1 hatch to Miathan alloys Visag

- offer 264 CIF Visag
- counter offer

- Moisutre 10%
- 255

▪ .Anthony will get back with revised freights

- one vessel

• ?USD36 /mt

• .refused by shipowner

- other rates

• USD42/43

• Summer

- .IMR has inventory in Visag
- .offering 255 with 10% moisture

- .our offer was 264 with 12% moisture
- .total difference was about USD30 including moisture

- ?Indonesia material

- Neha

- .currently we have stock for 5 -15mm from Risun
- .trying to sell out this stock to clear the vessel
- 6400mt
- .this is stock from the last 3 months

- .Indonesia fines

- .until now there is no response from buyer for Coke Fines
- 10mm- 0

- Luna

- ?30mm offer - 10
- .seemed higher than Risun's offer
- offered USD 265 FOB
- FC : 84% min

- Summer

- 50mm- 10
- Sunil

- .approached Rashmi / Shyam for Coke fines
- . Rashmi looking for Jan/Feb shipment only
- .got around USD152 CFR coke fines for Dec
- our offer was around USD170

- BF Coke

- shyam

- .our price was too high
- .looking in the market next month
- .USD283 from Risun

- Summer

- .BF coke is not workable
- .customers ship full vessels
- .our offer is higher

- Nisco

- .Iron/Steel company in Nanjing
- Indonesia coking project

- companies 2

- .Coke producer in Indonesia
- Kinrui new Energy
- ?Kinxiang new energy

- Indonesia Moraowali Insutrial Park

- IMIP joint venture with

- .Shanghai Decent Investment group
- PT Bintang Delapan Investama

- Main facilities

- Power generation : 2910 MW ○
- Harbour pier ○
 - 2x100kt ■
 - 1x 50 ■
 - x35 1 ■
 - x 5k 20 ■
- 1x180kts - under construction ■

Kinrui ●

- Coke : 2600000 / year ○
- .Stamping coke oven ○

Kinxiang ●

- Coke : 3,900,000t ○
- .stamping coke oven ○
- Investment : USD 552,000,000 ○

Port Facilities ●

- L5 ○
 - max vessel : 300m ■
 - 17m draft ■
 - coal discharging only ■
- L6 ○
 - max vessel : 250m ■
 - 13m draft ■
- L8 ○
 - Max vessel : 187m ■
 - 12m draft ■

Summer ●

.low CSR coke is good for Ferroalloy production ○

Berths	Max. Length Overall /m	Max. Ship's Draft /m	Max. Air Draft /m	Comments
L5	300Mtr	17Mtr	No Restriction	Coal Discharging Only
L6	250Mtr	13Mtr	No Restriction	Loading & Discharging
L8	187Mtr	12Mtr	No Restriction	Loading & Discharging

Different particle size categories:

Categories	Size
Coke breeze	0-5mm,6-10mm
Normal nut coke	10-30mm
Low phosphorus nut coke	10-30mm
Nut coke	20-40mm
Met coke	25-90mm,40-100mm

Depending on the percentage of CSR, we are subdivided into :

Met Coke	CSR
Premium Coke	68
Kin Coke 1	65
Kin Coke 2	62
Kin Coke 3	60
Kin Coke 4	58

Composition Analysis Table

Level	Density (ρ20) g/cm ³	Water content %	Ash content %	Viscosity (E80)	Toluene insoluble (anhydrous) %	Naphthalene content %
1	1.15~1.21	≤3.0	≤0.13	≤4.0	3.5~7.0	≥7.0

Sulphur

Quality Index

Index	Target
Mass Fraction of Sulphur %	≥90.0
Mass Fraction of Ash Content %	≤1.0
Mass Fraction of Water Content %	≤10

Ammonium Sulfate

Composition Analysis Table

Level	Appearance	(N) N content (Dry base) %	(H ₂ O) Water Content %	Free Acid (H ₂ SO ₄) Content %
Level 1	No visible mechanical impurities	≥21.0	≤0.3	≤0.05

-- Crude Benzene



Quality Index

Index	For Process
Appearance	Yellow transparent liquid
Density at 20°C (g/cm ³)	0.871~0.900
Quantity of distillate before 180°C %(by weight)	≥93
Water content	No visible insoluble water at room temperature (18~25°C)
% Toluene content (mass)	≥85
Sulphur (mg/kg)	≤7000
Chlorine (mg/kg)	≤15

Coke Oven Gas

Composition Analysis Table

Index	NH ₃	H ₂ S	Tar	Benzene	Naphthalene	HCN
Unit g/Nm ³	≤0.10	≤0.15	≤0.03	≤4	≤0.15	≤0.15

- Products •
- Coke ○
 - Breeze Coke ■
 - 0-5mm •
 - 6-10mm •
 - Nut Coke ■
 - 10-30 •
 - 20-40 •
 - Low P Nut Coke ■
 - P less than 0.35% •

- S 0.75% •
- Met Coke ■
- 25-90 •
- 40-100 •
- Coke Tar ○
- Sulphur ○
- S => 90% ■
- Ash <= 1% ■
- Water <= 10% ■
- Ammonium Sulphate ○
- Crude Benzene ○
- Coke Oven Gas ○
- NH3 : <= 0.1 ■
- H2S<= 0.15 ■
- Tar<=0.03 ■
- Benzene<=4 ■
- Naphthalene<=0.15 ■
- HCN<=0.15 ■

Samples in the dismantling process in trucks are sampled manually according to the standard GB method, as well as conducting preparations and analyzes based on related standards, the following are the results of the test:

Parameters 项目	Units 单位	Test Result 检测结果				Method 检测依据
		收到基 (ar)	空干基 (ad)	干基 (d)	干燥无灰基 (daf)	
TM 全水	%	8.27	/	/	/	GB/T 2001-2013
IM 内水	%	/	0.29	/	/	GB/T 2001-2013
ASH 灰分	%	10.53	11.44	11.48	/	GB/T 2001-2013
Vm 挥发分	%	1.04	1.13	1.13	1.28	GB/T 2001-2013
FC 固定碳	%	80.16	87.13	87.39	98.72	GB/T 2001-2013
S 硫	%	0.68	0.74	0.74	0.83	GB/T 2286-2017
P 磷	%	0.0238	0.0258	0.0259	0.0293	GB/T 34534-2017
CRI 反应性	/	36.21				
粒度	>30 mm	%	0.15			
	20-30 mm	%	45.15			
	10-20 mm	%	48.75			
	<10 mm	%	5.95			

Coke Nut testing Report

- Summer •
 - .we want to cooperate with Mr Lee ○
 - .used to ship to India ○
 - .India has big demand for Coke Nut ○
 - .hopefully we can find a market for Indonesia coke in India ○
 - .we need feedback from Customers ■
 - .increase our customer base ■
- Sunil •
 - big players ○
 - Tragifura etc ■
 - .they are all stocking material at port now ■

- .this is how they become competitive
- .using in bigger vessels with lower freight

Neha •

- .saving on freight and offering lower prices

Summer •

- ,once cargo arrives in port
- .keeping inventory is very costly

Sunil •

- .they have big teams to manage the inventory
- contamination
- .handling loss issues
- .undersize generation

Theft

Sunil •

- approaching all these company
- .will buy coke fines in january
- .Tata Steel

Sunil •

- price
- Just In Time delivery
- .no dealing with customs
- .they lease their own plot from port authorities
- .and also from handling agents
- .both bonded and non-bonded plots
- government doesn't