

比同	年2018	年2017	
15.86%	2,283,703	1,971,034.822	月1
15.65%	1,883,662	1,628,721.974	月2
16.81%	1,896,328	2,279,541.087	月3
43.02%	2,016,841	1,410,185.254	月4
29.57%	1,894,737	1,462,270.946	月5
4.40%	1,977,682	1,894,396.571	月6
35.02%	2,512,287	1,860,637.154	月7
26.77%	2,377,818	1,875,674.121	月8
30.67%	2,090,677	1,599,938.278	月9
92.46%	2,859,128	1,485,564.907	月10
38.28%	2,979,258	2,154,450.531	月11
		1,636,183.252	月12
16.53%	24,772,121	21,258,598.897	计合

同年去比都份月余其，外跌下比同量数口进份月3除，年去超远已额总量数口进矿锰国我但，来出有没还据数口进份月12管尽年2018  
 一倍。11月份我国进口锰矿总数量为2979258吨，比去年同期增长38.28%。南非毫加增期同年去比乎几份月10高最，等不幅涨，长增期  
 无疑问依旧是我国进口锰矿的主要来源国家之一，11月份我国进口南非锰矿891524吨，澳大利亚593588吨，加纳507309吨，加  
 。吨蓬357923吨，巴西283489吨，马来西亚128176吨，科特迪瓦95113



Posted by : Anthony

Unit: tons

Increase%	2018	2017	
15.86%	2,283,703	1,971,034.822	Jan
15.65%	1,883,662	1,628,721.974	Feb
16.81%-	1,896,328	2,279,541.087	Mar
43.02%	2,016,841	1,410,185.254	Apr
29.57%	1,894,737	1,462,270.946	May
4.40%	1,977,682	1,894,396.571	Jun
35.02%	2,512,287	1,860,637.154	Jul
26.77%	2,377,818	1,875,674.121	Aug
30.67%	2,090,677	1,599,938.278	Sep
92.46%	2,859,128	1,485,564.907	Oct
38.28%	2,979,258	2,154,450.531	Nov
		1,636,183.252	Dec
16.53%	24,772,121	21,258,598.897	Total

In 2018, although the import data has not yet come out in December, the total amount of manganese ore imports in China has far exceeded that of last year. Except for the year-on-year decline in the number of imports in March, the rest of the month has increased compared with the same period of last year, and the increase rate is almost the same as that of the same period last year. Doubled. In November, the total quantity of manganese ore imported from China was 2,979,258 tons, an increase of 38.28% over the same period of last year. South Africa is undoubtedly one of the main sources of manganese ore imports in China. In November, China imported 891,524 tons of South African manganese ore, 593,588 tons of Australia, 507,309 tons of Ghana, 357,923 tons of Gabon, 283,489 tons of Brazil, 128,176 tons of Malaysia and 95,913 tons of Côte d'Ivoire



: 点重划

亚吉鲁格、亚利大澳、国韩、岛冰、土瑞、加黎达斯哥、鲁秘、兰西新与我对，起日1月1年2019自：会员委则税税关院务国1  
。低降步一进率税定协的家国定协易贸太亚及以

实续继率税配税关的肥化种3铵氢酸磷、肥合复、素尿对，中其。变不率税，理管额配税关施实品商类8等麦小对续继2  
。率税定暂口进的1%施

。整调当运行进并，税准滑施实花棉量数定一的口进外额配对续继3  
。税关零施实面全将物货口进的的门澳、港香于产原对4

相作率税定暂的品产术技息信分部对时间，税降步四第施实率税国惠最的品产术技息信项298对将还国我，起日1月7年52019  
。整调应

一步扩大开放的指示精神，经国务院关税税则委员会审进关有中讲演旨主式幕开会览博口进际国国中届首在席主平近习实落彻贯为  
。税关口出进的品商分部整调，起日议通过，并报国务院批准，自2019年1月1  
和粕杂对增新括包，率税定暂口进施实品商项余700对将国我，革改性构结侧供给力助，本成性度制节环口进减削，口进大扩极积为  
消取，率税定暂口进的物废体固种4等渣锰关有消取，率税定暂口进皮毛分部和税准滑花棉低降当适，税关零施实料原产生品药分部  
线产生车汽、机动发空航的需亟展发内国对续继。率税国惠最行执复恢，率税定暂口进的体单池电子离锂用车汽源能新、矾亚化氯  
。率税定暂口进的较低施实品产性源资等铀然天、草饲然天、备设进先等人器机接焊  
、渣矿、砂矿铁、石灰磷、肥化对，起日1月1年2019自，效增质提、整调构结的业产源资源能进促，要需革改的度制理管口出应适为  
。税关口出收征再不品商项94等浆木、油焦煤

“一带一路”和自由贸易区建设，加快推进我国与相关国家的经济贸易合作，营造有利于经济长期健康稳定发展的外部条件，“持支为  
、岛冰、土瑞、加黎达斯哥、鲁秘、兰西新与国中有的税降步2019年我国对原产于23个国家或地区的部分商品实施协定税率，其中进一  
口进的的门澳、港香于产原对，议协易贸物货的署签门澳、港香与地内据根。定协易贸太亚及以定协贸自亚吉鲁格、国韩、亚利大澳  
。率税惠特国两挝老和拉加孟的下项定协易贸太亚整调应相，低降的率税国惠最着随。税关零施实面全将物货  
。整调应相作率税定暂的品产术技息信分部对时间，税降步四第施实率税国惠最的品产术技息信项298对将还国我，起日1月7年2019  
推于利有，展发衡均业产关相内国调协筹统于利有，能取要重的源资种两、场市个两际国内国用利筹统税关好挥发于利有整调述上  
。长增定稳易贸外对我进促，果成展发享共，作合放开动

## 案方整调等率税定暂口出进年2019

率税税关口进整调、一

。率税国惠最（一）

暂口进项1小缩时同，率税定暂口进品产术技息信项14消取，起日1月7年2019自；率税定暂口进施实品商项706对起日1月1年2019自：1  
。（1附见）围范用适率税定

税降次四第施实起日1月7年2019自率税国惠最品产术技息信列所表附《案正修表让减税关织组易贸界世入加国和共民人华中》对：2  
。（2附见）

。率税额配税关（二）

口进的1%施实续继率税配税关的肥化种3铵氢酸磷、肥合复、素尿对，中其。变不率税，理管额配税关施实品商类8等麦小对续继  
。（一定数量棉花实施滑准税，并进行适当调整（见附3的口进外额配对续继。率税定暂

。率税定协（三）

1月1年2019自，外施实续继案方税降率税定协的准批院务国经报已前此除，定协惠优税关或易贸的署签区地或家国有与我据根。1  
一步降低。进率税定协的家国定协易贸太亚及以亚吉鲁格、亚利大澳、国韩、岛冰、土瑞、加黎达斯哥、鲁秘、兰西新与我对，起日  
根据内地与香港、澳门《关于建立更紧密经贸关系的安排》货物贸易协议（以下简称《协议》），自《协议》实施之日起，除内地  
。（在有关国际协议中作出特殊承诺的产品外，对原产于香港、澳门的产品全面实施零关税（见附5

。行执定规的定协关相按，时率税定协于等或于低率税国惠最当。2

。率税惠特（四）

。（一步降低（见附5进率税惠特的下项定协易贸太亚对，定规定协易贸太亚据根  
率税税关口出、二

。（4附见）率税定暂口出项94消取，变不持维率税，率税定暂口出行实或税关口出收征品商口出项108等铁铬对续继起日1月1年2019自  
。施实起日1月1年2019自，外定规有另除，案方上以

16:00 2018-12-14	Date & Time
Konrad	Chair
Konrad, Crystal, Luna, YangKun, Chris, Anthony	Present
	Absent
Meeting Room	Location
Looking for any Suppliers willing to be Webinar Speakers	Subject

### Suggestions

.Steel granules was a new product hence the introduction

.Want Neha to give reports from that side of the business

Why the shipments from india are always late

.everybody is unhappy.. They hope India has to go first

.The China office is very interested in hearing from India and Egypt



.It's pure iron scrap, no slag

Used in iron foundry or steel wire , used in intermediary frequency furnaces , especially 1-10mt intermediary frequency

Fe 90% min size 2-20mm

Fe content can more than 95%, and size maybe 5-40mm

He said ferrous can be 97% min , but 95% is safer

.container for trial order, and only Fe content, I think no need third inspection 1-2

<https://youtu.be/r000Kn-bhdE>

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## Skills in LinkedIn

[https://youtu.be/AKS5RJQ\\_Zcw](https://youtu.be/AKS5RJQ_Zcw)

Creating an effective LinkedIn Profile

?Why

- Maximize your credibility

- More professional you look, the better your clients will be

- Be able to portray a brand that reflects how you want to be perceived

- Research tool

- Acquire more contacts and leads

- found out that we will not do business with somebody today using linkedin

- Strong use in Western Business

- Provide a professional image of this company

- Photos Photos Photos

- ... Use a great photo

- Use your Million Link Profile Photo

- Business Attire recommended

- (Smiling Face (not a passport photo

- Want to look : Dependable, Trustworthy, Friendly, Competent, Professional

- times more likely to have your profile viewed with a good photo 11

- DO NOT : pet photos, stylized photos, photos of how you wish you looked, photos from 10 years ago,

- complex background



- Use a great background photo ○

- Have something to do with Million Link & your profession ■
- Will create a series of Million Link themed header photos ■



- Filling in your Experience ●

- ,Bullshit words : professional, experienced, strategic, synergy ○

- Useful terms ○

- ?What were your responsibilities ■
- ?What were your achievements ■
- ?How many staff did you manage ■
- ?What were your sales ■

- Always write factual and true information ○

- \*Get your spelling and grammar correct \***IMPORTANT** ○

- .I am happy to help anybody with this ■

- Extra Information ●

- Headline ○

- Make it jump out ■

- Make a value proposition ■

- I trade in FerroSilicon between China and India ●

- Summary ○

- ...Add in as many facts as possible ■

- Years of Experience ●

- List your skills ●

- Share your vision for your role in your company ●

- Contact Information ○

- Add the company URL - <http://www.millionlink.com> ■

- Personal URL - ie facebook ■

- Wechat ■

(Email address (example@millionlink.com ■

Any Qualifications or Achievements ○

Add videos & presentations ○

.Like LinkedIn Videos ■

Update your Public Profile ●

LinkedIn URL ○

Shorten your URL – makes it look like you know how to use LinkedIn ■

www.linkedin.com/in/konrad-steinmuller ●

VS ●

www.linkedin.com/in/roy-su-80340539 ●

(Make your photo available to Everybody (Public ○

Delete/deactivate unused or extra LinkedIn accounts ●

Do a search on your own name to find multiple copies ○

Languages ●

English ○

Chinese ○

Hindi ○

Arabic ○

Update Regularly ●

If you do research on a product, post it to LinkedIn ●

Joining Groups ●

.Pick groups that your customers are in ○

If you can contribute to a group discussion ○

ask relevant questions of members on the current topic ■

provide advice or help ■

Do not Spam the group with promotions or ads ○

Listen before start commenting, comment before start posting ○

?Make a Million Link Group ○

Attempt to get at least 500 connections ●

DO NOT ●

Have duplicate accounts ○

merge all your accounts together using the Account Management tool ■

Spelling Mistakes / Grammar errors ○

No Spamming – this is a case of give and take ○

Irrelevant information ○

No pictures of your children ■

No pictures of your pets ■

Refrain from pictures of your hobbies ○

Personal judgement to be used ■

Hobbies that reflect well on your Intellect / Trustworthiness / Ability are good ■

Nothing unprofessional... this is your professional work image ○

Recommend or Endorse anybody who you do not truly believe in ○

I will help you develop your LinkedIn Profile

- get mutual endorsements
- get the profile photos correct
- correct the English

.Anybody who has already had their photo taken, arrange a time to come to my office to have your LinkedIn page updated

.Updating your Social Media (LinkedIn Profile) is something that should be worked on a little bit every week

4pm 2018-12-12

.How we can use Webinars to communicate with each other

Using : <https://www.gotomeeting.com>

.creates better communication and understanding between Chief Traders, Agents, Clients

.Knowledge is the key for efficient marketing

Communicate new business information

To learn new skills

Learn from Suppliers

.Allow our staff to gain skills in presenting

?Frequency of these webinars

I will help you prepare for webinars : Darlina

Communication with customers, suppliers,

Important to communicate internationally

Even if we are side by side, we still have problems communicating

Build up this internet conference, not just for communicating with customers, but with colleagues. China india Egypt, agents

,Invite suppliers to talk about their product, their market

Talk about Coking coal – Jurgen

Talk about his resources in Russia, South Africa, and other sources.

He has a lot of experience.

Give us some ideas about how to market this product

Will invite customers to the meeting  
 Let us know what the customers are interested in purchasing.  
 Some steel plants are eager to introduce purchase opportunities  
 (Some products are very difficult to get (ie FeVanadium

Ask everybody in the market to help them out.  
 Final users into the meeting

Chief traders to talk to our people.  
 Today we have conferences with out peopel

Neha - Manish Sada to talk

14:00 2018-11-26	Date & Time
Summer	Chair
Summer, Konrad, Luna, Yan Kun, Anthony, Fayme	Present
Easdy	Absent
Meeting Room	Location
Overview of new products for sales people to sell	Subject

### Old Products

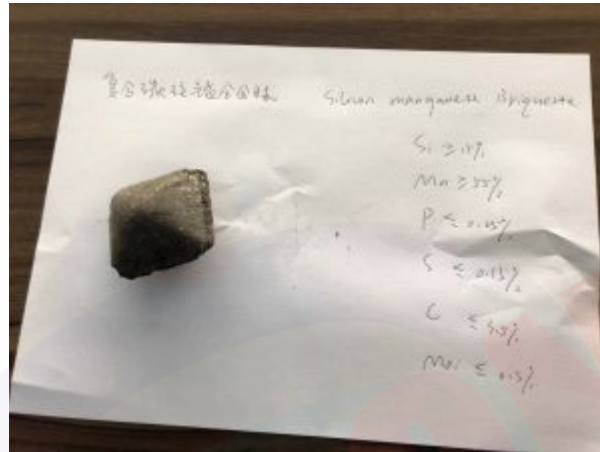


#### FeSi 70% Briquette •

- Has a tariff due to its raw material ○
- USD\$900 - 950 per ton ○
- Posco uses this a lot, in general the preferred ingredient for steel manufacturers ○
- Do not attempt to promote this product ○

Customer in Egypt ○

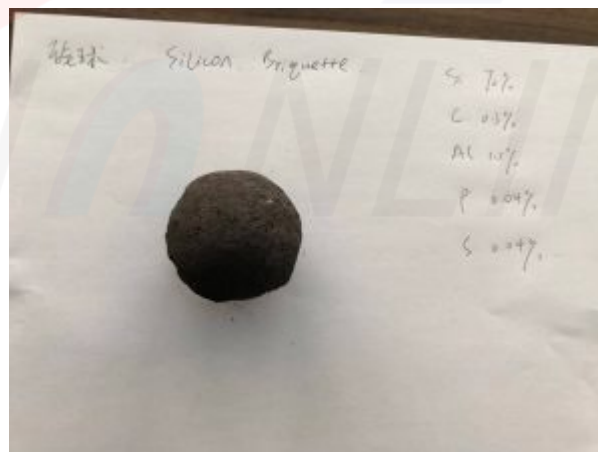
- (ton trial order (to keep risks low for this customer 600 ■
- customer wanted 2000 tons ■
- customer making 1 MT /yr ■



**SiMn Briquette •**

- Has an export tariff ○
- too expensive to use ○
- 6900rmb /ton ○
- Do not attempt to promote this product ○

**New Products**



**Si 70% briquette •**

- Much cheaper than FeSi ○
- Price around USD\$700 ○
- Non-Ferrous ○
- No Export Tariffs ○
- try to promote this product over the FeSi ○

- Much lighter than FeSi
- Contact customers, attempt to switch the Si Briquette product for FeSi
- 40ft container – 34 bags, each bag 800kg
- Slightly more expensive to ship than FeSi due to its less dense nature
- Composition
  - Silicon 70%
  - C 0.3%
  - Al 1.5%
  - P 0.04%
  - S 0.04%



**HC Silicon •**

- Also called “Energy Silicon” due the carbon content
- Silicon Carbide

Silicon carbide, dissolved in a basic oxygen furnace used for making steel, acts as a fuel. The additional energy liberated allows the furnace to process more scrap with the same charge of hot metal. It can also be used to raise tap temperatures and adjust the carbon and silicon content. Silicon carbide is cheaper than a combination of ferrosilicon and carbon, produces cleaner steel and lower emissions due to low levels of trace elements, has a .low gas content, and does not lower the temperature of steel

○ Composition

- Si 65% min
- Al 1.5% max
- C 18% min
- Ca 1.5% max
- S 0.08% max
- P 0.06% amx
- Size : 10 – 50mm 90% min

14:00 2018-10-09	Date & Time
Konrad	Chair
	Present
	Absent

Meeting Room	Location
Overview of updates to Millionlink Branding	Subject

## Aims

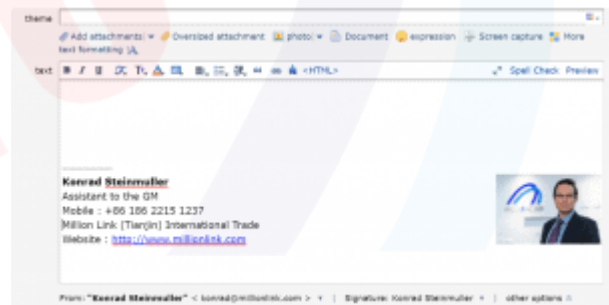
- to make the external face of the company consistent and professional
- currently using poorly laid out letterheads
- inconsistent email signatures
- (incorrect logos (old logos

## Proof-reading Emails

- .written emails to english speaking clients can be of varying quality
- .I can proof-read your emails if you send them to me first
- important for

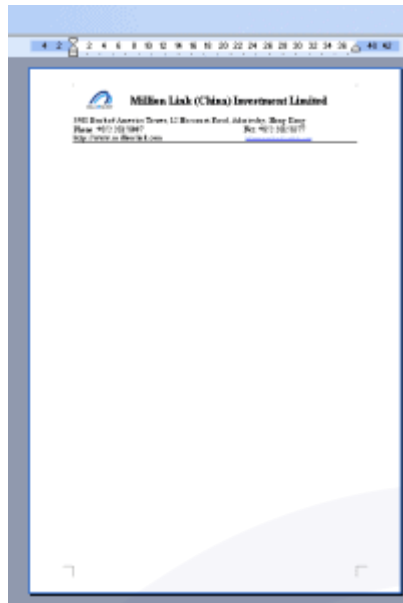
## Email Signature

- ?why don't people have their names as the email addresses
- is there a general email address : info@millionlink.com



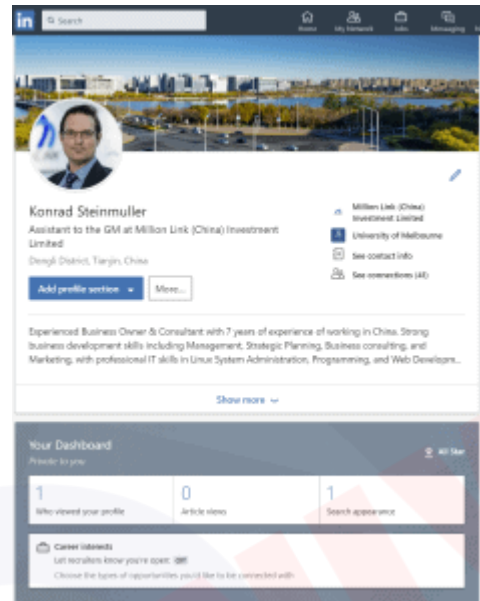
## Letterheads

- who uses word / wps / openoffice
- (is there a standard font (ie noto sans



Linked In Profile

?who is in charge of the main LinkedIn page •



## Website

- Needs a big overhaul •

## Wechat

- If you use wechat for business, then the photo has to be better •
- Need to talk to Summer about this •
- Wechat are personal accounts, cannot enforce photos •



## Business Cards

- seem fine •
- maybe missing wechat QR code •

## Profile Photos

- Email Signature Photo •
  - rectangular image ◦
  - with millionlink logo in the background ◦

- Website Photo •
  - plain white background ◦
- Profile Photo •
  - Square image ◦
  - millionlink logo in background ◦
- Misc Photo •
  - Outdoors with autumn leaves in the background ◦

#### Companies Not in BilliOnlink

In **RED** are the similar companies in Billionlink

#### Ferro Alloy Manufacturers in India •

##### Chhattisgarh ◦

- Sarda Energy & Minerals ■
- Deepak Ferro Alloys Pvt Ltd ■
- Deepak Enterprises •
- Deepak Hardware •
- Deepak Fertilizers & Petrochemicals •
- Deepak Nitrite •
- Deepak Raj •
- G.R. Minerals & Industries Pvt Ltd ■
- Hira Ferro Alloys Ltd ■
- ?Hira Concast •
- Hira Power & Steel Ltd ■
- ?Hira Concast •
- Indsil Hydro Power & Manganese Ltd ■
- Indsil Energy & Electrochemicals Ltd •

- Monnet Ispat Ltd ■
- MSP Sponge Ltd ■
- Tirumala Balaji Alloys Pvt Ltd ■
- The Metallic Alloys ■

##### Gujarat ◦

- Moly Mtal LLP ■

##### Maharashtra ◦

- Bhartia Metalloys ■
- Krishnaping Alloys Pvt Ltd ■
- Minex Metallurgical Co Pvt Ltd ■
- Nagpur Pyrolusitre Pvt Ltd ■
- Natural Sugar & Allied Industries Ltd ■
- Prithvi Ferro Alloys Pvt Ltd ■
- Prithvi G •

##### Karnataka ◦

- The Sandufr Manganese & Iron Ores Ltd ■

##### Jharkhand ◦

- Anjaney Ferro Alloys Pvt Ltd ■

- Gajanan Ferro Pvt Ltd ■
- Shivam Iron & Steel Co Ltd ■
  - Shivam Impex ●
  - Shivam Chemical ●
  - Shivam Enterprises ●
  - Shivam mines minerals Ltd ●
- Bihar ○
  - Neo Carbon Pvt Ltd ■
- West Bengal ○
  - Bhaskar Srachi Alloys Pvt Ltd ■
  - Bhaskar Group of Companies ●
    - BDG Metal & Power Ltd ■
    - Ispat Damodar Pvt Ltd ■
    - Damodaran ●
    - Lalwani Industries Ltd ■
    - Lalwani Ferro Alloys Ltd ●
    - Rashmi Cement Ltd ■
    - Sharp Ferro Alloys Ltd ■
    - Sharp International ●
    - Shree Ambey Ispat Pvt Ltd ■
    - M/s. Ambey Enterprises ●
      - Super Smelters Ltd ■
      - Surya Alloy Industries ■
      - Surya works ●
      - Surya Vinayak Pvt Ltd ●
- Telangana ○
  - Oswal Smelters Ltd ■
  - Oswal Cables Pvt Ltd ●
  - .Oswal Overseas Corp ●
  - Shri Raghavendra Ferro Alloys Pvt Ltd ■
- Odisha ○
  - Balasore Alloys Ltd ■
  - Ferro Alloys Corporation Ltd ■
  - Rohit Ferro Tech Ltd ■
  - Visa Steel Ltd ■
  - Visa Energy Resources Ltd ●
  - Visa Resources India Ltd ●
  - Visa International Ltd ●
- Pondicherry ○
  - Snam Alloys Pvt Ltd ■
  - M/S Snam Abbrasive Ltd ●
- Andhra Pradesh ○
  - Abhijeet Ferro Tech Ltd ■
  - Facoer Alloys Ltd ■
  - Maithan Alloys Ltd ■
  - Maithan Ceramics Ltd ●
  - Maithan International Ltd ●
  - Krishnaping Minerals Pvt Ltd ■
  - Mor Alloys Pvt Ltd ■

Hira Electro Smelters ■  
Hira Concast Ltd •

**International Delegate List •**

Chabahar Ferroalloys Manufacturers Company ○

Iran ■

Ali Asghar Hajibaba – Chief of Board of Directors ■

info@iranferroalloys.com ■

Global Metcorp Ltd ○

UK ■

(Ankur Verma – Director of Marketing (Asia Pacific) ■

ankur@globalmetcorp.com ■

Cometva ○

.in Billionlink – Cometva S.A ■

Switzerland ■

Bruno Ardevol – Technical Sales Manager ■

cometva.bardevol@orange.fr ■

Lohasmania Pte Ltd ○

Singapore ■

Colin Ouwehand – Associate ■

colin@lohas.sg ■

Pt Mastratech Indonesia ○

Indonesia ■

David Beh – Director ■

david\_beh@mastratech.com ■

JL International ○

Hong Kong ■

Gina Lee – Manager ■

gina@jlc.com.hk ■

Sineco Spa ○

Italy ■

Marco Bruno Tafi ■

info@sinecospa.com ■

M/S Druk Wang Alloys Ltd ○

Bhutan ■

Amber Bahadur – Manager ■

dwal.mkt@gmail.com ■

.Yikun Industry Company Ltd ○

China ■

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kejmin@gmail.com ■

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      - mail@balasorealloys.com ■
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      - cral@shyamgroup.com ■

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- www.imfa.in ■
- ferro alloys ■
- Sarda Energy & Minerals Ltd / Sarda Metals & Alloys Ltd ○
- www.seml.co.in ■
- mohit.pawnday@smal.co.in ■
- ferro alloys, steel ■

**(Members Directory (List of Companies •**

- Abhijeet Ferro Tech Ltd ○
- The Knowledge Hub, DN-23, 5th Floor, Sector V, Salt Lake, Kolkata 700091 ■
- P : 033-3057400 ■
- F : 033-40012115 ■
- Email ■
- vkj@abhijeet.in •
- anil.nair@abhijeet.in •
- Products ■
- Silico Manganese •
- Installed Capacity – 180MVA •
- Plant – Vishakapatnam, AP •
- .Balasore Alloys Ltd ○
- Park Plaza, 71 Park St, Kolkata, 700016 ■
- P : 033-40297000 ■
- F : 033-22295693 ■
- Email ■
- anil\_sureka@balasorealloys.com •
- vk\_jodhani@balasorealloys.com •
- Products ■
- Ferro Chrome •
- Charge Chrome •
- Installed Capacity 57.5 MVA •
- Plant – Balagopalpur & Sukinda, Orissa •
- Ferro Alloys Corporation Ltd ○
- FACORE House, A-45-50, Sector 16, Noida 201301, Dist. Gautam Budh Nagar, UP ■
- P : 0120-4171000 ■
- F : 0120-4256700 ■
- Email ■
- sureshes@facorgroup.in •
- facordelhi@facorgroup.in •
- Products ■
- Ferro Chrome •
- Charge Chrome •

Installed Capacity 45 MVA •

Plant - Randia, Orissa •

Facor Alloys Ltd ◦

Shreeram Nagar 535101, Dist. Vizianagaram, Andhra Pradesh ■

P : 08952-282029 ■

F : 08952-282188 ■

Email : facoralloys@facorgroup.in ■

Products ■

HC Ferro Chrome •

Installed Capacity - 50.5 MVA •

(Plant - Garividi (AP •

Jai Balaji Industries Ltd ◦

Bentick St, Kolkata 700001 5 ■

P : 033-22489808/8173 ■

F : 033-22430021/22426263 ■

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info@jaibalajigroup.com •

pawan@jaibalajigroup.com •

Products ■

Ferro manganese •

Ferro Silicon •

Ferro Chrome •

Silico Manganese •

Installed Capacity - 67.5 MVA •

(Plant - Burdwan (WB •