

单位：吨

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

2018年尽管12月份进口数据还没有出来，但我国锰矿进口数量总额已远超去年，除3月份进口数量同比下跌外，其余月份都比去年同期增长，涨幅不等，最高10月份几乎比去年同期增加一倍。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，加蓬357923吨，巴西283489吨，马来西亚128176吨，科特迪瓦95113吨。



Posted by : Anthony

Unit: tons

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

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 95,113 tons of Côte d'Ivoire.



划重点：

- 1国务院关税税则委员会：自2019年1月1日起，对我与新西兰、秘鲁、哥斯达黎加、瑞士、冰岛、韩国、澳大利亚、格鲁吉亚以及亚太贸易协定国家的协定税率进一步降低。
- 2继续对小麦等8类商品实施关税配额管理，税率不变。其中，对尿素、复合肥、磷酸氢铵3种化肥的关税配额税率继续实施1%的进口暂定税率。
- 3继续对配额外进口的一定数量棉花实施滑准税，并进行适当调整。
- 4对原产于香港、澳门的进口货物将全面实施零关税。
- 52019年7月1日起，我国还将对298项信息技术产品的最惠国税率实施第四步降税，同时对部分信息技术产品的暂定税率作相应调整。

为贯彻落实习近平主席在首届中国国际进口博览会开幕式主旨演讲中有关进一步扩大开放的指示精神，经国务院关税税则委员会审议通过，并报国务院批准，自2019年1月1日起，调整部分商品的进出口关税。

为积极扩大进口，削减进口环节制度性成本，助力供给侧结构性改革，我国将对700余项商品实施进口暂定税率，包括新增对杂粕和部分药品生产原料实施零关税，适当降低棉花滑准税和部分毛皮进口暂定税率，取消有关锰渣等4种固体废物的进口暂定税率，取消氯化亚砷、新能源汽车用锂离子电池单体的进口暂定税率，恢复执行最惠国税率。继续对国内发展亟需的航空发动机、汽车生产线焊接机器人等先进设备、天然饲草、天然铀等资源性产品实施较低的进口暂定税率。

为适应出口管理制度的改革需要，促进能源资源产业的结构调整、提质增效，自2019年1月1日起，对化肥、磷灰石、铁矿砂、矿渣、煤焦油、木浆等94项商品不再征收出口关税。

为支持“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，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，其中进一步降税的有中国与新西兰、秘鲁、哥斯达黎加、瑞士、冰岛、澳大利亚、韩国、格鲁吉亚自贸协定以及亚太贸易协定。根据内地与香港、澳门签署的货物贸易协议，对原产于香港、澳门的进口货物将全面实施零关税。随着最惠国税率的降低，相应调整亚太贸易协定项下的孟加拉和老挝两国特惠税率。

2019年7月1日起，我国还将对298项信息技术产品的最惠国税率实施第四步降税，同时对部分信息技术产品的暂定税率作相应调整。

上述调整有利于发挥好关税统筹利用国内国际两个市场、两种资源的重要职能，有利于统筹协调国内相关产业均衡发展，有利于推动开放合作，共享发展成果，促进我国对外贸易稳定增长。

2019年进出口暂定税率等调整方案

一、调整进口关税税率

（一）最惠国税率。

1. 自2019年1月1日起对706项商品实施进口暂定税率；自2019年7月1日起，取消14项信息技术产品进口暂定税率，同时缩小1项进口暂定税率适用范围（见附1）。

2. 对《中华人民共和国加入世界贸易组织关税减让表修正案》附表所列信息技术产品最惠国税率自2019年7月1日起实施第四次降税（见附2）。

（二）关税配额税率。

继续对小麦等8类商品实施关税配额管理，税率不变。其中，对尿素、复合肥、磷酸氢铵3种化肥的关税配额税率继续实施1%的进口暂定税率。继续对配额外进口的一定数量棉花实施滑准税，并进行适当调整（见附3）。

（三）协定税率。

1. 根据我国与有关国家或地区签署的贸易或关税优惠协定，除此前已报经国务院批准的协定税率降税方案继续实施外，自2019年1月1日起，对我与新西兰、秘鲁、哥斯达黎加、瑞士、冰岛、韩国、澳大利亚、格鲁吉亚以及亚太贸易协定国家的协定税率进一步降低。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）。

2. 当最惠国税率低于或等于协定税率时，按相关协定的规定执行。

（四）特惠税率。

根据亚太贸易协定规定，对亚太贸易协定项下的特惠税率进一步降低（见附5）。

二、出口关税税率

自2019年1月1日起继续对铬铁等108项出口商品征收出口关税或实行出口暂定税率，税率维持不变，取消94项出口暂定税率（见附4）。

以上方案，除另有规定外，自2019年1月1日起实施。

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

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

furnaces

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

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

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

Skills in LinkedIn

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

2018-12-12 4pm

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)

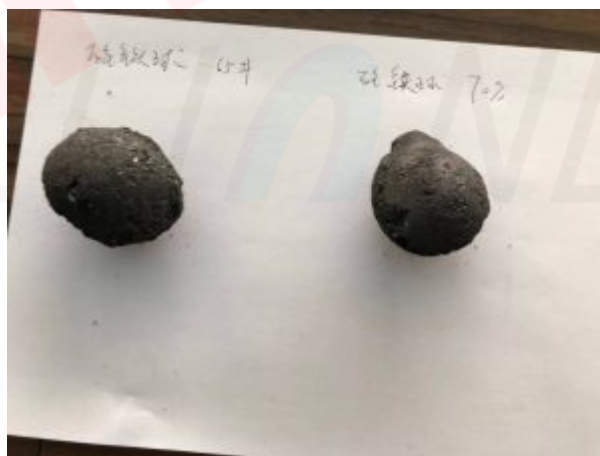
Ask everybody in the market to help them out.
 Final users into the meeting

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

Neha - Manish Sada to talk

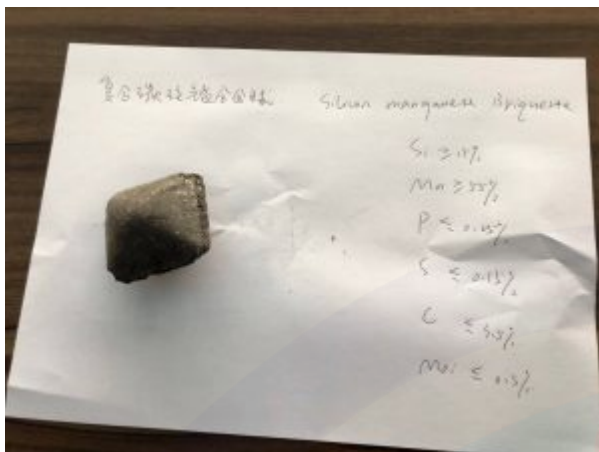
Date & Time	2018-11-26 14:00
Chair	Summer
Present	Summer, Konrad, Luna, Yan Kun, Anthony, Fayme
Absent	Easdy
Location	Meeting Room
Subject	Overview of new products for sales people to sell

Old Products



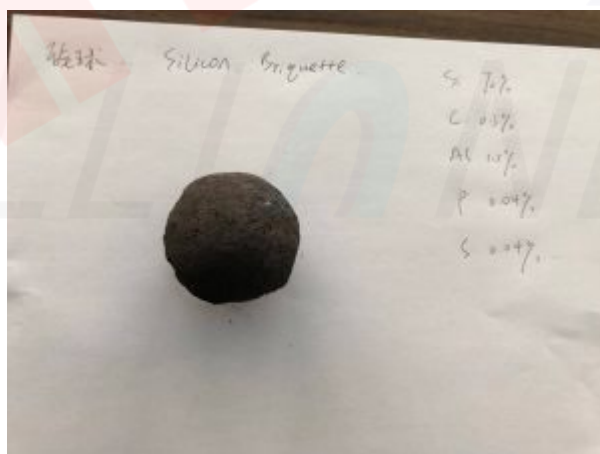
- FeSi 70% Briquette
 - Has a tariff due to its raw material
 - USD\$900 - 950 per ton
 - Posco uses this a lot, in general the preferred ingredient for steel manufacturers
 - Do not attempt to promote this product

- Customer in Egypt
 - 600 ton trial order (to keep risks low for this customer)
 - 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

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

Location	Meeting Room
Subject	Overview of updates to Millionlink Branding

Aims

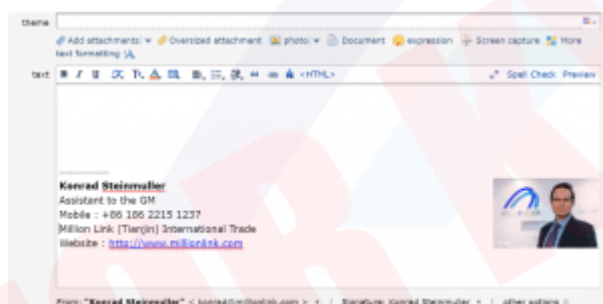
- to make the external face of the company consistent and professional
- currently using poorly laid out letterheads
- inconsistent email signatures
- incorrect logos (old logos)

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

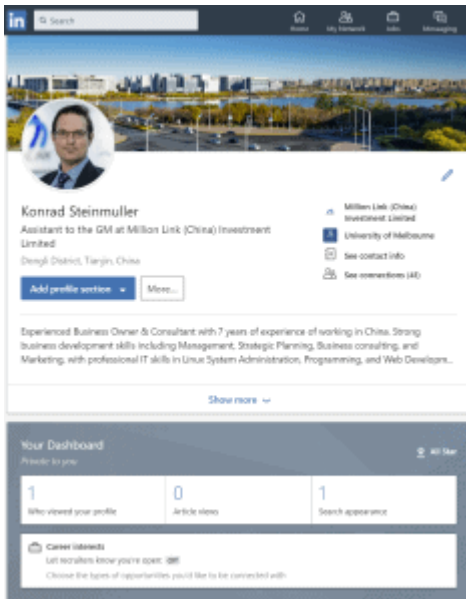
Email Signature

- 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)



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
- Telengana
 - 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 Abrasive Ltd
- Andhra Pradesh
 - Abhijeet Ferro Tech Ltd
 - Facor 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@jlcpr.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
 - Nina Huang – General Manager
 - nina@yikungroup.com
- Sac Co Ltd
 - South Korea
 - Rajendra Valvi – Snr Manager
 - r.valvi@sacfurnace.com

• Advertisers

- Kej Minerals Pvt Ltd
 - India
 - kejmin@gmail.com

- manganese ore
- Krishnaping
 - India
 - info@krishnaping.in
 - www.krishnaping.in
 - ferro alloy producer
- Shree Shakambari Ferro Alloys Pvt Ltd
 - India
 - sales@ssfapl.in
 - keyal.naresh@gmail.com
 - www.ssfapl.in
 - ferro silicon
- M.M. Carbon Products Pvt Ltd
 - India
 - madhurya@mmcarbon.com
 - surendra@mmcarbon.com
- Eastern Electrodes & Coke Pvt Ltd
 - India
 - sandeep@easterncoke.com
 - brjain@easterncoke.com
- Bihar Foundry & Casting Ltd
 - India
 - bfclgfa@gmail.com
 - Sponge iron, billet, ferroManganese Silico Manganese
- Metallic Alloys Group
 - info@metallicalloys.in
 - raipur@metallicalloys.in
 - www.tmalloys.in
 - www.metallicalloys.in
 - Ferro Alloys
- LK Group India
 - www.lkgroupindia.com
 - ferro alloys
 - steel
- Balasore Alloys Ltd
 - www.balasorealloys.com
 - mail@balasorealloys.com
 - HC FeCr
- Mortex Group
 - ayush@mortexgroup.com
 - sk@mortexgroup.com
 - www.mortex.in
 - Silico Manganese, HC FeCr, FeSi, HC FeMn, MC FeMn, LC FeCr
- AML
 - Ferro Alloy
 - Mn Ore
- Shyam Metalics
 - mnal@shyamgroup.com
 - cral@shyamgroup.com

- www.shyammetalics.com
- Ferro Alloys – FeSi, FeCr, SiMn, FeMn
- Sponge Iron, Pellet
- Carbon Resources
 - sales@carbonresources.in
 - www.carbonresources.in
 - carbon electrode paste, tamping paste, calcined petroleum coke
- IMFA
 - 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
- Facoer 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
 - 5 Bentick St, Kolkata 700001
 - P : 033-22489808/8173
 - F : 033-22430021/22426263
 - Email
 - info@jaibalajigroup.com
 - pawan@jaibalajigroup.com
 - Products
 - Ferro manganese
 - Ferro Silicon
 - Ferro Chrome
 - Silico Manganese
 - Installed Capacity – 67.5 MVA
 - Plant – Burdwan (WB)