



# 国际锰协市场研究:

**Branislav Klocok**

商务总经理，淡水河谷锰业 (Vale)  
国际锰协统计委员会主席

国际锰协年会

2008年9月2日

印度新德里



## 综述

“国际锰协报告来自独一无二的、不间断的、可靠以及独立的数据来源”

- ▶ 独一无二: 会员是客户
- ▶ 不间断: 出色的质量跟踪记录
- ▶ 可靠性: 会员支持系统
- ▶ 独立: 程序透明



# 目前报告

1. 锰矿和合金市场研究报告
  - 4 个季度市场报告
  - 1 个年度报告
  
2. 锰矿、合金、金属锰和二氧化锰贸易报告
  - 包括进口和出口的月度报告

\*国际锰协不提供市场预测



# International Manganese Institute

International Manganese Institute - home page - Microsoft Internet Explorer provided by Vale

File Edit View Favorites Tools Help

Back Forward Stop Home Favorites Refresh Print Copy Paste

Address <http://www.manganese.org/index.php#> Go Links



## International Manganese Institute

Home Member Login Links Site Map Contact us

About Mn About IMnI Market Research Health, Safety & Environment Conferences Committees Mn Matters Newsletter

Market Research Overview  
Public Research Reports  
Monthly Trade Data  
Quarterly Reports  
Annual Reports

To view the film *Manganese*, please click on the link: **Low quality** WMV File "15 MB"

[Click here for IMnI News](#)

**About Manganese**

**IMnI Market Research**

**Health, Safety, Environment & Community**

**New Developments in Manganese**

**IMnI Events**

**IMnI Mission Statement & 5 YR Strategic Plan 2007 - 2012**

**IMnI's 5th Annual EPD China Conference**  
The IMnI's Electrolytic Products Division hosted its 5th EPD China Conference on Hainan Island on 21 May 2008. Presentations are now available, [click here](#) (updated on June 2, 2008)

"China Manganese", a Chinese website specializing in Mn Metal and Mn Dioxide, published a page covering IMnI's 5th Annual EPD China Conference. To visit, [click here](#)

**IMnI's 34th Annual Conference Delhi August 31 - September 2**

This year's Conference theme is: "India and its Manganese Industry: Today and Tomorrow". The main topics to be covered are:

- Keys to Understanding India
- The Indian Steel Industry & Its Place in the Region (Pakistan, Middle East, ...)
- Steel Raw Materials & Relevant Issues
- Backward Integration: A Trend for Steel Makers?

Start | Welcome - Lotus Notes | Microsoft PowerPoint ... | International Mangan... | EN << 2:45 PM



# 国际锰协统计优势

## 1. 数据直接来自会员

- 主要锰矿和合金生产商向国际锰协市场分析员直接提供产量、库存和销售数据

## 2. 高端数据提供者

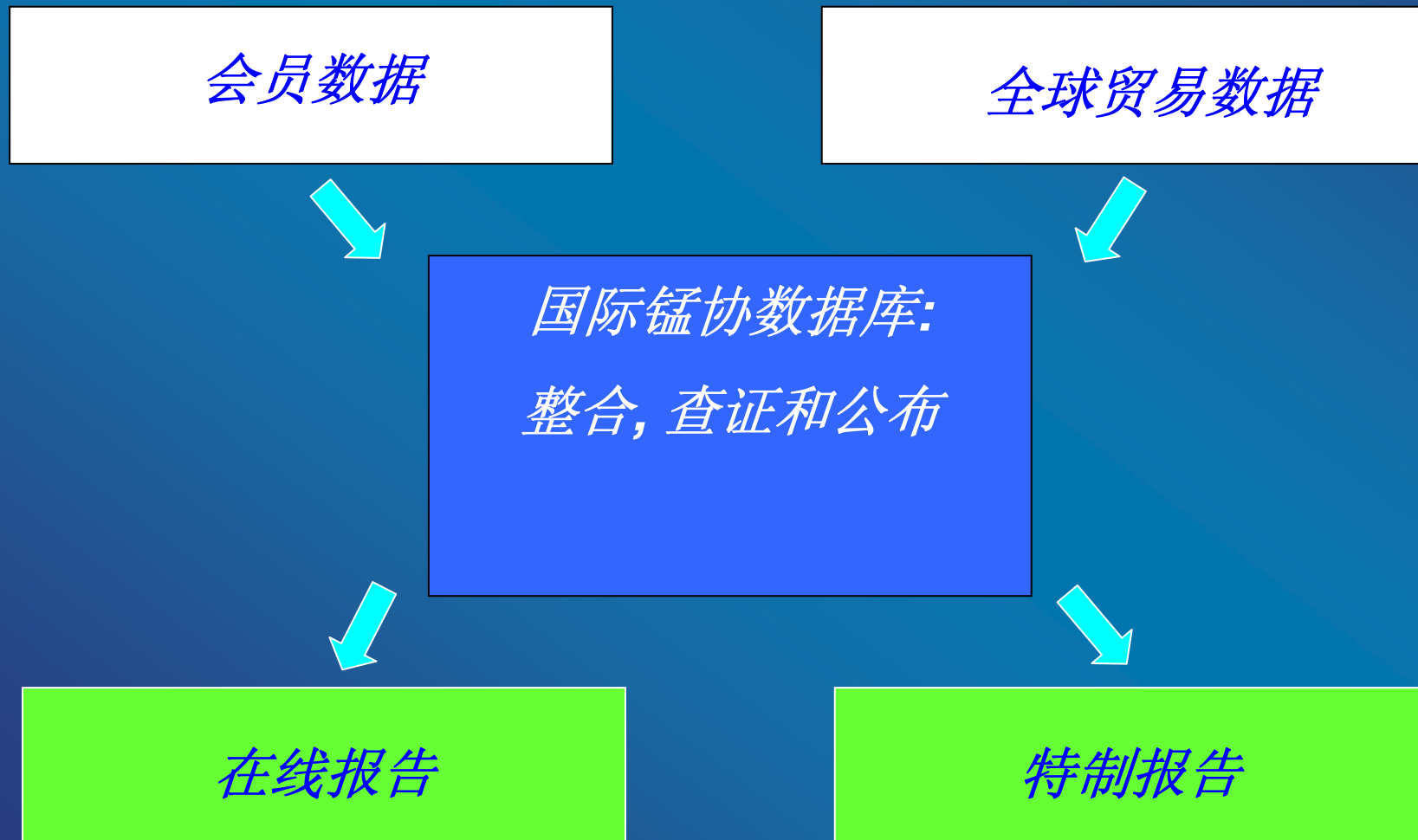
- 最好的贸易数据- GTIS
- 国际锰协会员单位较少地区的刊物和服务
- 国际锰协中国代表获得最好的中国数据

## 3. 行业内联系

- 锰行业的广泛联系-服务提供商、刊物和其它有用资源



## 模式: 可靠数据进入, 可靠数据流出





# International Manganese Institute

International Manganese Institute - IMnI Members - Microsoft Internet Explorer provided by Vale

File Edit View Favorites Tools Help

Back Forward Stop Home Favorites Refresh Print Copy Paste

Address <http://www.manganese.org/members.php> Go Links >>



## International Manganese Institute

- Home
- Member Login
- Links
- Site Map
- Contact us

[About Mn](#) [About IMnI](#) [Market Research](#) [Health, Safety & Environment](#) [Conferences](#) [Committees](#) [Mn Matters Newsletter](#)

### IMnI Members

IMnI has over 70 members in some 30 countries. IMnI members represent every region of the world. With 30 members, Asia is strongly represented; 15 are from China alone.

Members include:

- Mn ore & alloy producers
- Manufacturers of Mn-based products
- Traders
- Service providers
- Universities & Research Institutes



### Member List

会员包括BHPB, Eramet, Assmang, Vale, CML, Minera Autlan, FerroAtlantica  
和很多其它锰供应商和用户

Start | Welcome - Lotus Notes | Microsoft PowerPoint ... | International Mangan... | Internet | EN | 2:59 PM



# 具体优势

跟踪全球供需的锰行业模式：

## 合金：

- 高碳锰铁 (FeMn)
- 精炼锰铁 (Ref FeMn)
- 硅锰 (SiMn)

## 锰矿：

1. 锰矿湿重
2. 锰矿 (锰金属量):
  1. 高品位 (+44% Mn)
  2. 中品位 (30% - 44% Mn)
  3. 低品位 (-30% Mn)



# 国际锰协在那些方面可以提高

## 1. 时间限制

- 贸易数据时间服从各国报告-使用估计数字会造成低估或高估季度报告中的消费量。（但，数据在下一报告中修正）

## 2. 某些地区数据有限

- 国际锰协会员不100%代表全球锰行业
- 中国和印度市场数据较难获得



# 内容改进

- 活跃统计委员会与国际锰协市场研究员频繁交流
  1. 提供指导和反馈
  2. 提供改善建议
- 新措施（项目）提高统计和目前所使用的工具，包括：
  1. 在线数据库
  2. 数据查询和网站下载
  3. 数据报送和修改的会员专区



谢谢!