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Tittel Consultancy Proposal prepared for A/S Stordø Kisgruber				
Forfatter Lancaster, J.M.	Dato Oct 1968	År	Bedrift (Oppdragsgiver og/eller oppdragstaker) A/S Stordø Kisgruber/	
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Sammendrag, innholdsfortegnelse eller innholdsbeskrivelse Forslag fra Fertilizer Consultancy & Minerals Industry Studies . Forslaget går ut på å analysere svovel tilførsel og etterspørsel i perioden 1963-67 og hvilke regioner som i denne sammenheng. Her skal vurderes elementær svovel, Pyritt og andre svovelkilder. Markedene for Stordøkis som vaskegods og som flotasjonskis vurderes spesielt.				

CONFIDENTIAL

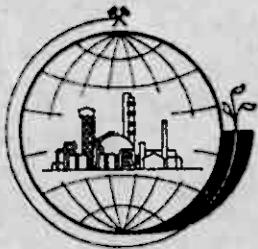
October 1968

CONSULTANCY PROPOSAL

PREPARED FOR

A/S STORDO KISGRUBER

BY



FERTILIZER CONSULTANCY & MINERALS INDUSTRY STUDIES

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PROPOSAL

Following discussions between Mr. C. W. Carstens of A/S Stordo Kisgruber and Mr. J. M. Lancaster of Fertilizer Consultancy and Minerals Industry Study (associated with the British Sulphur Corporation Limited), the latter, hereinafter referred to as the Consultants, submit a proposal for professional services to A/S Stordo Kisgruber, hereinafter referred to as the Principals, to be rendered in the field of market research.

The particular field of service refers to a study on the marketing prospects of Stordo pyrites in the light of world sulphur and pyrites markets.

GENERAL CONDITIONS & LIMITATIONS

1. The Consultants give to the Principals full guarantees that they will make no disclosure to any third party of any information received from the Principals except with the written permission and authorisation of the disclosing company.
2. The contents of the report shall not be disclosed by the Principals to any third party without the written permission of the Consultants.
3. The legal terms of this proposal shall be construed in English Law. The notes of this proposal are as a letter of intent, fully binding upon the Consultants. Any degree of legal exactness required by the Principals will be acceptable to the Consultants, subject to review before execution. The terms of letters of intent are adequate to the Consultants to execute enquiries and operations.

TERMS OF REFERENCE

The Consultants propose to report under the following terms of reference:-

1. Concise analysis of world sulphur supply/demand 1963 - 1967

a) Analysis of the evolution of sulphur demand according to:-

- (i) the main geographical regions
- (ii) sulphurous raw materials
- (iii) main consumption sectors

The following geographical regions will be considered:

- (i) Western Europe
- (ii) North America
- (iii) Latin America
- (iv) Africa
- (v) Asia
- (vi) Oceania
- (vii) Communist countries

The following sulphurous raw materials will be defined:

- (i) Brimstone (elemental sulphur)
- (ii) Sulphur in pyrites
- (iii) Sulphur in other forms

b) Analysis of supply of sulphur in the form of:

- (i) Brimstone I Frasch sulphur
 II Recovered sulphur
 III Native refined sulphur
- (ii) Sulphur in pyrites
- (iii) Sulphur in other forms

Details for each of the above subdivisions will be shown on a regional basis as in
a) i-vii.

- c) Analysis of trade in sulphurous raw materials identified inter-continental as well as regional flow patterns of the movement of
 - (i) brimstone
 - (ii) pyritesfrom the principal supply sources.

2. Evaluation of future short term sulphur supply trends of:

- a) Brimstone
- b) Sulphur in pyrites
- c) Sulphur in other forms

This analysis will be presented in detail for a 5-year short term period on a regional basis.

3. Evaluation of future medium-term sulphur trends.

This analysis will be presented for the period 1975-1985 and will identify broadly the evolution of supply of sulphur from various sources and in the respective geographical regions with particular reference to the incidence of sulphur recovery conditioned by Clean-Air Policies.

4. Evaluation of future demand trends

- a) short term 1973/75
- b) medium term to 1985

5. Evaluation of factors influencing consumption of pyrite within the future sulphur demand patterns identified in 4 above.

In this analysis particular attention will be paid to price relationship between brimstone and pyrites in the light of differential capital and operating costs for the two sulphurous raw materials.

6. Evaluation of markets for
Stordo pyrites related to 4
and 5 above, and taking account
of the possibility of marketing
either
a) washed fines (39%S)
b) flotation pyrites (44%S)

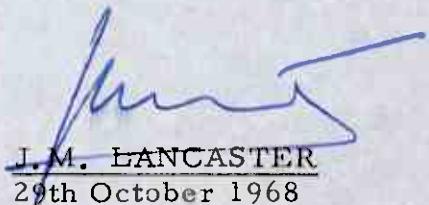
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DELIVERY

Following receipt of written
instructions to proceed with the task
outlined above and subject to the terms
of reference being agreed, two copies
of the report will be despatched from
the London offices of the Consultants
within 6 weeks.

FEES

The cost of this report is 2,700 guineas.
This includes all charges in respect of the
Consultants' research and technical staff,
secretarial and other charges.


J. M. LANCASTER
29th October 1968