

Markets

- Major - China via Taiwan
Hong Kong
- Minor - Malaysia, Singapore, India
- Domestic -Mount Romance Australia
-New Mountain

Grades

- Butts
- UCL
- SGL (MGL)
- Pieces
- Pieces No. 2
- Powder
- Spent Charge

Dollars and Cents

- 1 tonne of green butt \$12 000
- 1 tonne UCL \$ 9 800
- 1 tonne dead pieces \$ 7 600
- 1 tonne powder \$8000 - \$3300
- 1 tonne oil \$750 000 - \$320 000

You can divide facts into three types: the divine, the natural and the man-made.

The first belongs to theology; the second to philosophy and the third to history.

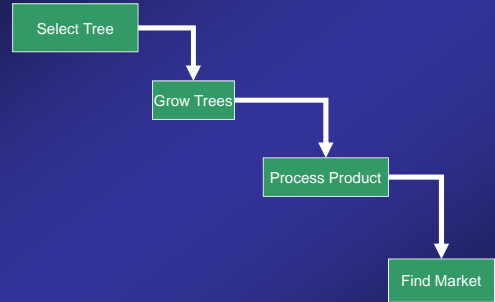
All are equally open to question.

Diderot

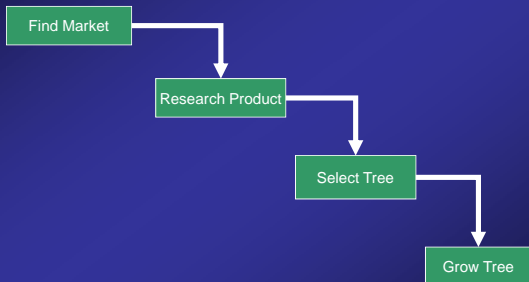
Consistent quality
Consistent supply



Work from the goal backwards

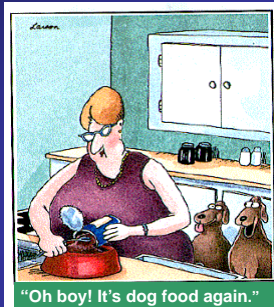


Work from the goal backwards



Understand what you are selling
Sandalwood oil or personal image?
Incense or spiritual connection?

Eat your own dog food!



Under promise & over deliver

Tell the Story!