

Technical Coal Buying and Selling

April 20-21, 2010

This workshop will cover three important areas key to help you conduct your coal business.

Setting Specifications

Negotiating for the real product

Measuring quality

Setting Specifications

There is a strong correlation between coal specs and the price and availability of coals. This section will cover:

- Reviewing design specifications and specifications used for auxiliary equipment.
- Expanding and defining specs using models and test burns.
- Set specifications that balance between plant performance and coal market.

Negotiating for the real product

There is no perfect coal. This section will cover trying to describe the coal product in terms of paper and value. Three important areas are:

- Data and quality sources – core hole, shipments, composites, historical trends
- Using average values and ranges, which average and what range.
- Using good contract language to maximize the value of coal test results

Measuring Quality

You have to measure coal quality or you can't control it. Coal is one of the hardest materials to sample and test. Use these ideas to assist in coal quality testing:

- Inspection of quality system before and during contract
- Test for the right parameters using useful units
- Trend, track and maintain contract performance charts and parameters.

This two-day class will also provide a format to discuss questions and explore options in both group and individual sessions.

Don't forget about Keeneland and the Lexington Coal Exchange