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Vale clarifies iron ore pricing

Vale continues to support the quarterly pricing system for iron ore, which it considers being the most appropriate methodology given the current stage of the global iron and steel industry. It is an intermediary point that captures the main benefits of two systems: the stability of the former annual pricing and the flexibility of a more liquid pricing.

The quarterly pricing system, which is an integrate part of our contracts, has been working very well since it was implemented six quarters ago and has been widely adopted by the global market. As such, it brings flexibility, transparency and predictability to the whole steel industry.

Vale, as a global iron ore supplier, is strongly committed to its customers, being able to adapt itself to the needs and characteristics of each client, given that they reflect market conditions.

Therefore, Vale is always open to discuss and negotiate with its clients solutions that could bring mutual benefits, never aiming to take short term opportunistic benefits, but rather being guided by the concept of a sustainable long term relationship.

Despite the current volatile environment and uncertainties regarding the global short-term outlook, Vale strongly believes that the fundamentals for the metals and mining industry remains solid in the medium to long run, and hence there is no reason for structural changes in the prevailing pricing system.

More information



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