

Sales Summary and Facility Data



Sales Summary

The Authority

- 30CFR§210.10(c)(21)
Information Collection
- 30CFR§210.202
How do I submit sales summaries?

Sales Summary

- A monthly list of sales by product to each purchaser

Sales Summary

- “Snap shot” of monthly activity
- Does not include retroactive adjustments
- One of the tools used in end-to-end mine-level compliance review

Sales Summary

- Must be submitted monthly
 - -- except for inactive months
- Include all Federal and Indian
 - ad valorem leases
- Account for 100% of sales

Sales Summary

- Not a government form
- Use internal (company-generated) documents
- Electronic submission

Sales Summary

- Submit a sales summary for mine site sales
- Submit a separate sales summary for each remote storage site
- If more than five remote storage sites, you may aggregate it to one sales summary

Sales Summary

- Required data:
 - Type of product
 - Purchaser name
 - Volume and value of sales –
 - Sales tonnage (units)
 - Gross proceeds (actual proceeds received after discounts or rebates)

Sales Summary

- Required data:
 - Quality characteristics (coal)
 - Btu
 - Ash %
 - Sulfur %
 - SO₂ – lbs
 - Moisture %
 - Washing/processing/packaging costs
 - Transportation costs

Sales Summary

- Required data:
 - Sodium and potassium producers –
 - Differentiate sales by foreign and domestic customers
 - Differentiate bagged vs. bulk sales of the same product
 - Line itemize different delivery points to the same purchaser

Sales Summary

- Do not include adjustments or revisions
- If adjustments must be included, they should be identifiable from current month sales

How Does MMS Use the Sales Summary?

- To reconcile to the P&R Report for that month
 - To reconcile to sales contracts
 - To reconcile to facility data
- To assure that sales volumes and values are properly attributed or allocated to leases
 - To augment the audit process

Facility Data

The Authority

- 30CFR§210.10(c)(19)
Information Collection
- 30CFR§210.204
How do I submit facility data?

Facility Data

- Tracks the process of converting raw production into marketable products prior to sale
- Not a government form
- Use internal (company-generated) documents
- Electronic submission

Facility Data

- Who must submit:
 - Coal wash plant operators
 - Operator of a refinery for a sodium mine
 - Operator of a metals mill/smelter that concentrates or refines the ore

Facility Data

- Production from Federal and Indian leases with ad valorem royalty terms
- On or off-site facility
- Report processing from all production
 - Federal
 - Indian
 - State
 - Fee (may be aggregated)

Facility Data

- Submit monthly
 - by the end of the month following the month in which production or sales occur
- Does not need to be submitted for months with no processing activity and no stockpile inventory at the facility

Facility Data

- Output quantities from the Facility data are the Units Produced on the P&R Report
- Adjustments/Corrections must be reflected on both documents, if applicable

Facility Data

- Required Data:
 - Clean/Blended Coal Producer
 - Mine Data –
 - Beginning inventory of raw coal
 - Raw coal mined
 - Raw coal transfers to wash plant
 - Ending raw coal inventory
 - Quality parameters as required by BLM (i.e., BTU and ash content)

Facility Data

➤ Required Data :

➤ Clean/Blended Coal Producer

➤ Facility Data –

- Beginning inventories of raw/clean/blended coal
- Raw coal transfers to the wash plant
- Tons of raw coal washed
- Tons of clean coal output
- Tons of blended coal output
- Transfers of each product to remote(s)
- Sales of each product – the sum of these should dovetail into the P&R and Sales Summary
- Ending inventories for each product
- Coal quality as required by BLM

Facility Data

- Required data:
 - Metals Producer
 - Mine Data –
 - Beginning ore inventory
 - Ore mined
 - Ore transfers to the mill
 - Ending ore inventories
 - Ore quality parameters as required by BLM

Facility Data

➤ Required data:

➤ Metals Producer

➤ Facility Data –

- Beginning ore and concentrate inventories
- Ore transferred to the mill
- Ore processed
- Quantity of each ore concentrate produced
- Output quantities equal those entered on the P&R Report as Units Produced
- Concentrate assays (quality parameters)
- Concentrate sales to smelter
- Ending inventories for each concentrate

Facility Data

➤ Required Data:

➤ Sodium/Potassium Producer

➤ Mine Data –

- Beginning ore inventory, e.g. trona ore
- Current month's ore production, e.g. trona ore
- Ore transfers to the facility
- Ending ore inventory
- Ore quality parameters as required by BLM

Facility Data

➤ Required data:

➤ Sodium/Potassium Producer

➤ Facility Data –

- Beginning inventories of ore and products
- Ore transfers to the facility/facilities
- Tons of ore consumed in making each product
- Tons of each salable product made
- Transfers to other facility/facilities
- Transfers of each product to remote(s)
- Sales of each product – the sum of these should dovetail into the P&R and Sales Summaries
- Ending Inventories for each product
- Product Qualities

Facility Data

- Used with sales contracts and sales summary to tie into the P&R Report
- Assure sales volumes are properly allocated to leases
- Assure that contract specifications have been followed

Facility Data

- Provides factors that will enable MMS and State & Tribal partners to perform analyses for compliance and audit work
- BLM uses Facility Data

File Naming Convention

S1_**12345678**_MA**123**_0**12009**_CO.**ext**

S – sales summary **F** – facility data

1 – identifier for each separate facility or sales point

12345678 – 8-digit mine number

MA123 – 5-character customer ID

012009 – the sales month being reported

CO – the State/Tribe abbreviation code

.ext – extension for the program format in which the file was created

Sales Summary and Facility Data Submittals

- Password protect the attachment with MMS-supplied password (case sensitive)
- Zip the file
- E-mail subject line: “Solids Reports”
- Submit via e-mail to:
rubymailbox@mms.gov
- Do not send duplicate submissions (request Read Receipt)