

# **STUDY OF PRODUCER AND CONSUMER MARKETS OF INDUSTRIAL SANDS IN THE STATE OF SÃO PAULO AND IN SOUTHERN BRAZIL**

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In this study the industrial sand producer and consumer markets were analysed in the state of São Paulo, Paraná, Santa Catarina and Rio Grande do Sul, with the objective of evaluating the production and consumption development of the mineral over the last ten years. The methods used included questionnaires sent out and technical inspections made at the main mineral sand companies and glass, foundry and ceramic industries, and data used about these sectors available at public agencies (DNPM, ABNT and IPT) and class associations (ABIVIDRO, ABC and ABIFA). This study permitted us to define the geology of the deposits; mining and processing methods; the profile of the main sand mining companies located in those four states; market participation of the different producers and the types of sand that they produce; the profile of the glass and foundry industries; the progressive relocation of industrial sand production from the coast to the central region of the state of São Paulo; the question of quality as the main requirement for the raw material; the relocation of foundry and automotive industries to the south of Brazil viewing the Mercosul; and the market situation, trends and outlook for the sector of foundry, once these industries are the main consumers of industrial sand.