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for Tunisian Industry

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TENTATIVE DATA ON
REFRACTORY PRODUCTION AT TABARKA 1/

presented by

the Project Promoters

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NOTE

This document consists only of a bare summary of information on the project; it is designed to provide for potential foreign investors no more than a profile upon which to formulate a preliminary assessment of interest in principle. It does NOT pretend to be a complete description or to limit in any way productive discussion, investigation or negotiation between interested parties.

Once they have expressed positive interest, foreign partners normally prefer to be involved in the detailed investigation of the project. The Tunisian National Centre for Industrial Studies as well as UNIDO under its Industrial Investment Promotion Programme will also be pleased to assist both local sponsors and foreign contributors with further elaboration and additional studies as required.

I. INDUSTRIAL DEVELOPMENT

REFRACTORY PRODUCTION AT TUNISIA

The four-year Development Plan for 1967/72 includes a project for the creation of the first refractory production unit in Tunisia.

Details of the project are as follows:

(a) Production

Proposed capacity 5,000 tonnes per annum
 New employment 33 persons
 Raw materials Clay from Tunisia
 (aluminium content 28-30%
 or imported clay if higher
 contents of Al_2O_3 are
 required).

(b) Estimate of Investment

1. Fixed assets:

	<u>Dinars</u>	<u>\$</u>
Land		
Equipment	353,000	716,000
Electrical supplies	20,000	50,000
Engineering	83,000	168,000
Sundries	30,000	60,000
	<hr/>	<hr/>
Foreign exchange component: 80-90%	500,000	1,000,000

2. Working capital 25,000 50,000

(c) Estimate Sales and Profitability

Unit price D 35 per tonne US\$ 70.0
 Unit cost of production D 24.3 " " US\$ 48.9
 Gross profit margin 30%

	Dinars	\$
Annual sales	245,000	490,000
Annual cost of production	170,100	340,200
Gross profit margin	74,900	149,800
Break-even point	4,000 tonnes (66,)	

II. MARKET

The output of the factory at Sidi-Bachra would be completely absorbed by the local market and is therefore a substitute for existing importations. No other source of local production exists, and Tunisia is at present obliged to take the whole of its requirements from foreign supplies.

III. FOREIGN

The promoter of the project is the Société Tunisienne Industrielle de Matériaux de Construction (SITIMCO), of 2 rue Joseph Giron in Tunis. The form of foreign contribution, whether technical, financial or commercial, has not been specified; this is a matter for negotiation between interested parties and the promoter. It should be borne in mind that the laws governing foreign investment place no limit on the foreign share of the equity nor on the degree of foreign control in management.





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