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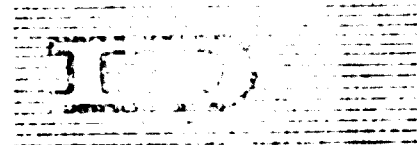
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TENTATIVE DATA ON
FACTORY FOR THE MANUFACTURE OF EARTHENWARE PIPES ^{1/}

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. TRIAL DEVELOPMENT PROGRAM

FACTORY FOR THE MANUFACTURE OF CERAMIC PIPE

The Development Plan for 1969/70 includes the establishment of a factory for the manufacture of earthenware pipes, of which the principal characteristics are as follows:

(a) Production

Planned annual capacity 10,000 tonnes
 New employment 53 persons
 Raw materials all available locally

(b) Estimated investment

1. Fixed assets:

	<u>Dinars</u>	\$
Land		
Equipment	370,000	740,000
Electrical supplies	25,000	50,000
Engineering	126,000	272,000
Sundries	39,000	78,000
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Total	570,000	1,140,000

Foreign exchange component - (0-00)

2. Working capital 30,000 60,000

(c) Estimated Sales and Profitability

Unit cost price	D 13.2/tonne	36.4
Unit sales price	D 22 /tonne	44.0
Profit margin	15.2%	
Estimated sales	220,000	440,000
Estimated annual cost of production	132,000	362,000
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Gross profit margin	30,000	78,000
Break-even point	7,500 tonnes (15%)	

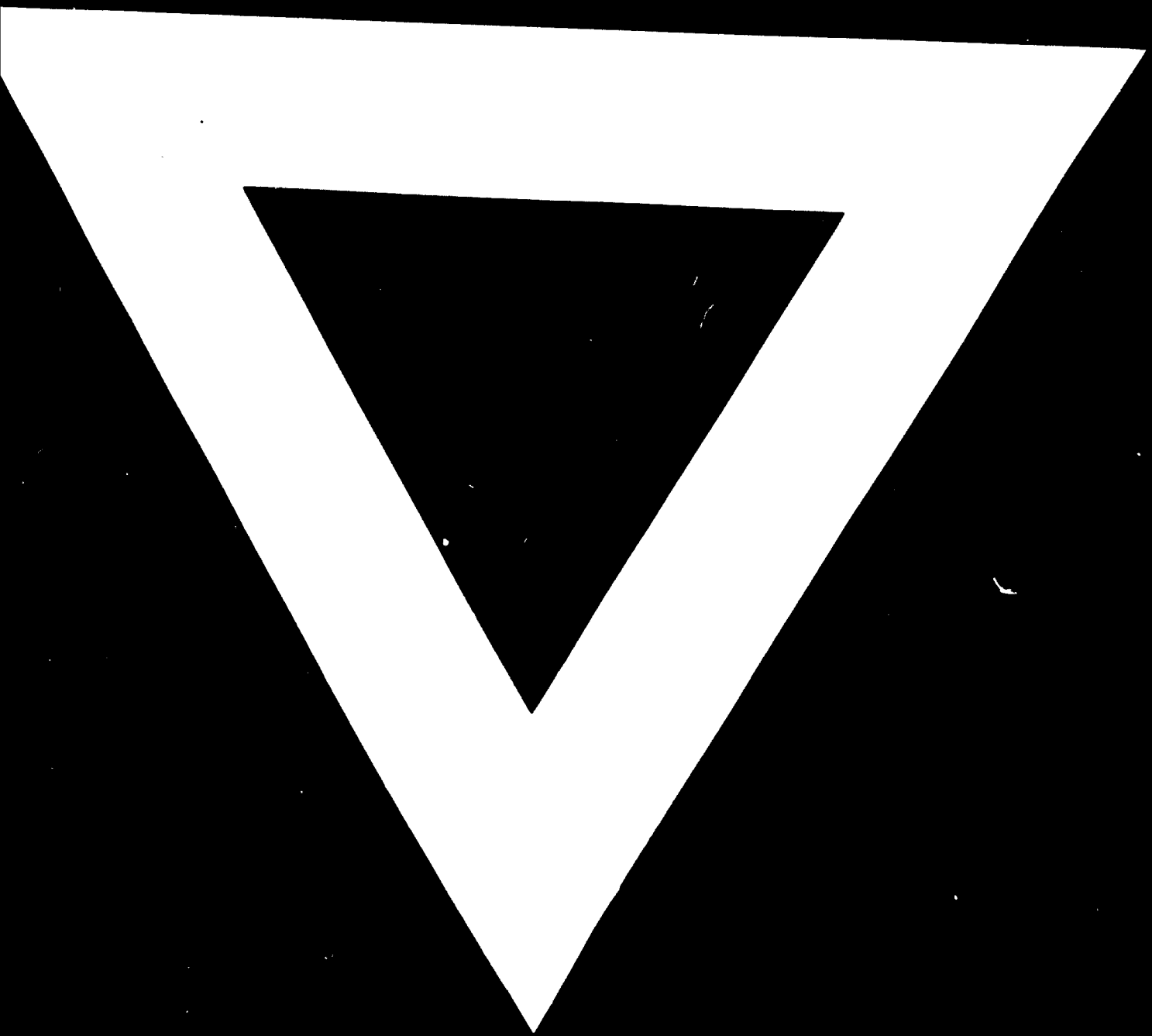
II. MAINT

The project for the maintenance of a factory for the manufacture of earthenware products is presented in the form of a project to the local town. The project is a building construction both in the public and private sectors. It is a growing concern.

III. MAINT

The promoter of the project is the Société Nationale de l'Industrie de l'Électricité de l'État (S.N.I.E.), of 2 rue Joseph Girard in Paris. The form of foreign contribution, whether technical financial or commercial, is not specified; this is a matter for negotiation between interested parties and the promoter. It should be borne in mind that the law regarding foreign investment does not limit the foreign share of the promoter on the degree of foreign control in management.





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