



**TOGETHER**  
*for a sustainable future*

## OCCASION

This publication has been made available to the public on the occasion of the 50<sup>th</sup> anniversary of the United Nations Industrial Development Organisation.



**TOGETHER**  
*for a sustainable future*

## DISCLAIMER

This document has been produced without formal United Nations editing. The designations employed and the presentation of the material in this document do not imply the expression of any opinion whatsoever on the part of the Secretariat of the United Nations Industrial Development Organization (UNIDO) concerning the legal status of any country, territory, city or area or of its authorities, or concerning the delimitation of its frontiers or boundaries, or its economic system or degree of development. Designations such as “developed”, “industrialized” and “developing” are intended for statistical convenience and do not necessarily express a judgment about the stage reached by a particular country or area in the development process. Mention of firm names or commercial products does not constitute an endorsement by UNIDO.

## FAIR USE POLICY

Any part of this publication may be quoted and referenced for educational and research purposes without additional permission from UNIDO. However, those who make use of quoting and referencing this publication are requested to follow the Fair Use Policy of giving due credit to UNIDO.

## CONTACT

Please contact [publications@unido.org](mailto:publications@unido.org) for further information concerning UNIDO publications.

For more information about UNIDO, please visit us at [www.unido.org](http://www.unido.org)

D00634

Industry Development Organization

Dist.:

UNCLASSIFIED

71/00.35/01

14 April 1969

ORIGINAL - BUREAU

Reference  
to  
1969

TENTATIVE DATA ON  
BASED ON THE MANUFACTURE OF BENZENE GAS TUBES 1/

presented by

the Project Promoters

The opinions expressed in this paper are those of the Project Promoters and do not necessarily reflect the views of the Secretariat of the Organization. The document has been reproduced without formal editing.

We regret that some of the pages in the microfiche copy of this report may not be up to the proper legibility standards, even though the best possible copy was used for preparing the master fiche.

NOTE

438000

This document consists only of a brief 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. BRIEF DESCRIPTION OF PROJECT

FACTORY FOR THE MANUFACTURE OF EXPANDED CLAY TILES

The object of this project is the establishment of a factory for the manufacture of expanded clay tiles details of which are as follows:

(a) Production

Planned capacity .....	5,400 t/yr (270,000 m <sup>2</sup> /an)
New employment .....	35 persons
Raw materials .....	clay available locally

(b) Estimate of investment

1. Fixed assets:	Danang	£
Land .....		
Equipment .....	116,000	232,000
Engineering .....	36,000	172,000
Electrical supplies .....	12,000	24,000
Handling and transport .....	23,600	47,200
Sundries .....	32,400	64,000
<b>Total</b> .....	<u>270,000</u>	<u>540,000</u>
Foreign exchange component - 80-90%		
2. Working capital .....	20,000	40,000

(c) Estimated sales and profitability

Unit cost of production .....	0.430/m <sup>2</sup>	0.96
Unit sales price .....	0.770/m <sup>2</sup>	1.54
Profit margin .....	36%	
Annual turnover .....	207,000	415,800
Annual cost of production .....	129,600	259,200
Gross profit margin .....	78,300	156,600
Break even point .....	75,000 m <sup>2</sup>	

## II. MARKET

Tunisia already has a considerable market for expanded clay tiles. The complete output of this new factory can be absorbed by the local demand.

## III. PROMOTER

The promoter of the project is Société Tunisienne Industrielle de Matériaux de Construction (SOTIMACO), 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.





**4. 2. 74**