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ESTABLISHMENT OF SMALL-SCALE INDUSTRIES AND  
INDUSTRIAL ESTATES \*

prepared by

The Ministry of Industry and Technology,  
Government of Turkey

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ESTABLISHMENT OF SMALL-SCALE INDUSTRIES  
AND INDUSTRIAL ESTATES

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## I N T R O D U C T I O N

The industrial sector in any developed or developing country consists of large, medium and small-scale industries. In developed countries, the relationship between small-scale industrial units, medium and large units is well organized. Small-scale units, organized as ancillaries, cater semi-finished goods, components and parts to large units and, in turn, the latter can produce their final goods more efficiently. In other words, there exists an ancillary industry and sub-contracting arrangements between large-scale and small industries.

Since the importance of small-scale industry is recognized in most of the developed and developing countries, appropriate government support has been given to such units and related special organizations have been established to assist them. In the developed world, the United States, the North European countries and Japan, and among the developing countries, India, the Philippines and the North African countries are examples of the countries which have established these special organizations. In Turkey, which is considered as a developing country, some important programmes have been implemented and organizations established in order to develop small industry, and this kind of efforts are still being carried on.

According to the most recent figures there are about 170,000 small-scale and 4,800 large units in Turkey. The number of workers in the small-scale industry and large-scale industry were 325,000 and 510,000 respectively.

The small-scale industry sector does not only occupy an important place in the manufacturing industries sector of the country, but it constitutes also a progressive and rapidly growing sector of the economy. The small-scale sector has been growing at an average annual rate of about 10 % in recent years.

This paper explains the concept of the small-scale industry in Turkey and some of the related organizations and their functions. The organizations are associations (derneks), corporations (birliks), federations of artisans and craftsmen, the Turkish Confederation of Artisans and Craftsmen, the Ministry of Industry and Technology (the Small Industry and Handicrafts Department), the Halk Bank of Turkey, which is mainly engaged in financial assistance to small industry, and the Small Industry Development Centre, (Pilot Project) in Gaziantep (KÜSGEM). In fact, the above mentioned organizations are the most important ones related to small-scale industry. There is no doubt that the National Small Industry Development Organization (SIDO), which is planned to be established, will play a very important role in the small-scale industry sector. This organization will function in an integrated and comprehensive manner comprising all the techno-economic activities. We believe that the collaboration between

the Turkish government and UNDP/UNIDO will result in a fruitful outcome, as it happened in the establishment of the Pilot Project in Gaziantep.

Since 1964, the Government of the Republic of Turkey has been working on a programme for the establishment of Industrial Estates and these activities have really helped small-scale industrialists to provide better working sheds and to improve their technology and product quality as well as increase additional employment. Details of activities pertaining to the industrial estates are given later in this paper.

#### DEFINITION OF SMALL-SCALE INDUSTRY IN TURKEY

The definition of small-scale industry varies from country to country. Moreover, very often the concept of small industry, village industry and that of handicrafts is being confused. Even within a country, as is the case with Turkey, there is more than one definition accepted. According to the law declared for the Chamber of Industry and Commerce, manufacturing units which employ less than ten workers are considered as small-scale units. These units use motive power and employ only five workers at the most. They are also considered as "Industrial Units" and in practice are considered as small-scale industry.

According to the State Statistics Institute, the units which employ less than ten workers and use motive power less than 50 hp, are

considered as small-scale manufacturing industries. This definition is widely accepted in Turkey.

The Ministry of Industry and Technology formulated a new definition to be used as regards small-scale industry development activities, namely industrial units having up to 10 million Turkish Lira of fixed investment in machinery and equipment are considered as small-scale units.

The Ministry of Industry and Technology's definition of small-scale industry is in accordance with the 'modernization of small-scale industry' target which is fundamental in the small industry development plans and programmes, and will assist the realization of this target. Taking into consideration the increased price of plant and machinery, the Ministry of Industry and Technology has changed the definition three times during the course of nine years, from TL 1.5 million to TL 2.5 million, and eventually from TL 5 million to TL 10 million (in exceptional cases up to TL 15 million).



THE MINISTRY OF INDUSTRY AND TECHNOLOGY  
(SMALL INDUSTRY AND HANDICRAFTS DEPARTMENT)

The Ministry of Industry and Technology has established a separate department for small-scale industries and handicrafts development and its functions are explained as follows:

- Development of small-scale industries;
  - Supply of raw materials, semi-finished goods and imported goods;
  - Encouragement to industrial co-operatives;
  - Management of the Small Industry Development Centre (Pilot Project) in Gaziantep, and National Small Industry Development Organization (SIDO) which is in the process of being established.
- a) The most important organizations for the small industrialists, tradesmen, artisans and craftsmen are Derneks, Birliks, Federations and the Confederation, as mentioned earlier. These organizations come under the Turkish Law 507 (Small industrialists, tradesmen and craftsmen). The Small Industry and Handicrafts Department is closely connected with these organizations and through them the former arranges the supply of scarce raw materials, spare parts and components, tools and instruments, machinery and equipment for the small-scale units. Items, like coal, coke, iron and steel, formica, machine tools, etc. can be procured from publicly-owned large factories or through importation. Small industrialists first approach the derneks for their needs of

raw materials and their requests are then forwarded to the Confederation and finally to the Small Industry and Handicrafts Department. This department screens the items and sets the allowable value for them in accordance with the yearly quota system.

The approved items can then be imported. After the imports have taken place the small industrialists receive the items they are in short supply. The Ministry, through the derneks and birliks, controls these imported goods and the procurement mechanism.

- b) Through the concerned department, the Ministry encourages the small-scale industrialists to organize themselves as industrial co-operatives in order to obtain their raw materials in large quantities and at a low cost, further to manufacture their products at the required quality and to sell their products at a just price. In order to support such co-operatives, the Ministry allocates credit funds from the annual budget for their investment (installation) and working capital, and fairly distributes these credits among these co-operatives. Investment credits with a 3.5 % interest rate and a three to five year repayment term as well as credits for working capital with a 6 % interest rate and a two-year repayment period are provided.

INDUSTRIAL ESTATES

Turkey is one of the few countries that has attached due importance to the small industrial estate programme which was started in 1964. The Ministry of Industry and Technology extends loans for the construction of estates and also makes available teams of experts for a techno-economic survey of the town for starting industrial estates, provided a request is received from the co-operative society or municipality.

For the construction of industrial estates and districts during 1977, 1978 and 1979 budget provisions of TL 1,200,000,000, TL 2,200,000,000 and TL 2,550,000,000 have been allocated respectively.

In Turkey, small industrialists can construct their own industrial estates without having to apply to the Ministry of Industry and Technology, provided they do not need the Ministry's financial help.

Industrial estates in Turkey have furnished the small industrialists with better working conditions and infrastructure facilities and assisted them in increasing the quantity and improving the quality of the products. But it is believed that great achievement can be effected by having common facility workshops in the estates for extending services to the small industrialists who cannot afford to buy the necessary sophisticated equipment.

SMALL INDUSTRY DEVELOPMENT CENTRE (PILOT PROJECT)

GAZIANTEP ( KÜSGEM)

The Small Industry Development Centre (Pilot Project) in Gaziantep, with its abbreviated name KÜSGEM, was established in 1965 as a preparatory joint project with the United Nations Development Programme (UNDP/UNIDO) and the Government of the Republic of Turkey, and finally the main centre was established in 1970. The centre is still functioning as originally planned.

The main purpose of this project in the first stage is to help the development and modernization of small-scale units in Gaziantep. In the second and final stage, depending on the experience gained from the Gaziantep Pilot Project, to establish a central organization in Ankara with a few regional offices in different parts of Turkey to offer extension services to small industrialists.

JUSTIFICATION FOR ESTABLISHING KÜSGEM

The small-scale sector plays an important role in the Turkish economy. According to the 1964 census of the manufacturing industry, the total number of industrial establishments amounted to 160,771. Out of these, 157,159 were small establishments (98.1 %), employing nine workers at the most. Only 3,012 were large establishments. In 1970 the total number of establishments increased to 174,943. This consisted of 170,123 small-scale and 4,820 large-scale establishments. From this number

it is understood that the small-scale industry creates ample employment opportunities. Thus, in 1970 the large-scale industry employed only 510,000 workers, while the small-scale industry employed 324,908 workers. Again, according to the 1970 census, TL 8.1 billion worth of input was used in the small-scale industry to produce 11.7 billion worth of manufactured goods; the added value thus created by this sector was TL 3.6 billion. In the same year the output of the large-scale industry amounted to TL 63.8 billion creating TL 24.5 billion added value. The share of the small industry regarding manufacturing is quite important in some sectors. For instance, in the food industry 32 %, clothing 90 %, wood-works and furniture 78 %, leather-works 51 %, metal-works 67 %, electric machines 54 % and in transport vehicles 58 %. These statistics thus clearly show the importance of the small-scale industry. Moreover, if the Ministry of Industry and Technology's definition of small-scale industry is taken into consideration, it is apparent that also the number of medium-scale units are regarded as small-scale industry, thus increasing the total number of small-scale units in the country.

The important place of the small-scale sector in the Turkish economy is well known. The first Five-Year Development Plan included the establishment of a Small Industry Development Centre to solve the problems of the small-scale industrialists. In the following annual programmes, some measures had been suggested for this purpose. Some of the problems faced by the small-scale industry sector are:

- a) Congested work place
- b) Difficulties in procuring raw materials at the right time, quantity and quality;
- c) Lack of knowledge in management, selection of suitable machinery, credit facilities, marketing, cost accounting, etc;
- d) Insufficient knowledge of market, especially export market;
- e) Lack of sufficient financial resources;
- f) Small units are not in a position to keep all the equipment required for production purposes. Though some of the "ustas" (small industrialists) are technically in a position to manufacture new products, they are unable to do so, because the equipment required is not available;
- g) Since they are not organized properly, they cannot participate in fairs and exhibitions adequately and be appreciated by large units for ancillary development.

THE PURPOSE OF ESTABLISHING KÜSGEM

- To assist in the establishment of a co-operative industrial estate and a Model Industrial Estate to take up the manufacture of sophisticated items;
- To expand the existing workshops and extend services in order to enable their functioning with contemporary methods;
- To introduce new technological methods to units;
- Help the units to increase production;

- Improve the quality of their products;
- To increase their productivity in order to provide maximum utilization of capital, machinery and raw material;
- Take measures to decrease the cost of production to suit the competitive conditions of the market;
- To assist in marketing (domestic and foreign);
- Assist small industrialists in getting loans from the banks and other credit institutes;
- Assist in procuring supply of raw materials;
- Prepare and disseminate industrial profiles (model schemes) and technical bulletins:
- To train small industrialists how to use modern technical methods, different machinery and equipment in common facility shops;
- Attempt to promote industrialists to become ancillary units for large industry;
- To motivate small-scale industrial units to form co-operative societies, companies, corporations, etc;
- To encourage small-scale industry units to change from repair activities to production activities;
- To assist in prototype manufacture of simple machines.

KÜSGEM'S ACTIVITIES DURING 1970 - 1979

KÜSGEM was established in 1970 and renders its services mainly in the Gaziantep province. It has played a major role as a Model Estate. Training of small industrialists in various forms and extension services have been carried out in the fields of marketing, subcontracting, bookkeeping and accounting, finance and banking, preparation of feasibility reports, partnerships and mergings, production management, selection of appropriate machinery and equipment, plant layout, exhibition of products, quality control, standards, etc. The services rendered to small industries till the end of 1977 by KÜSGEM are as follows:

- Laboratory tests	900
- Common facility workshop services	550
- Consultancy (extension) services	10,200
- Feasibility studies	45
- Subcontracting and marketing services	300
- Various training services	50

The estate under construction covers an area of 350,000 m<sup>2</sup> and comprises 88 units, the majority of which has 2,000 m<sup>2</sup> (800 m<sup>2</sup> covered area with 400 m<sup>2</sup> expansion area each). The construction of this estate has been financed by the Ministry of Industry and Technology. The purpose for having established this estate is to channel the savings of small industrialists to profitable lines of manufacturing, and by doing so to encourage partnerships and mergers as well as to set a pioneering model in the country.



Units in the Model Estate are given to those who use new techniques and carry out mass production. Units selected for the Model Estate must satisfy at least one of the following conditions:

- Import substitution;
- Export promotion;
- Ancillary to large industries;
- Introduction of new technology in Turkey;
- Utilize the local raw materials for manufacturing purposes.

KÜSÇEM assists the preparation of feasibility studies for entrepreneurs who choose to produce those products which satisfy at least one of the above conditions. The entrepreneurs furthermore make use of feasibility studies (or industry profiles) prepared by KÜSÇEM.

At present, industrialists occupying the units already constructed in the Model Industrial Estate manufacture those products which are especially useful for the region's economy. Among these industrialists there are some who produce the same products which they manufactured earlier, but now using improved technologies. Others have started new lines, such as steel casting, tin printing, production of tin boxes and miniature car bulbs. Earlier, all the miniature car bulbs had to be imported. This factory, which was established by the efforts and with the capital of the Turkish workers abroad, is now ready to play a nationwide role in import substitution.

In the Model Estate 50 model sheds have been built. Out of these 24 sheds have already been allotted to entrepreneurs; 10 are already functioning and the remaining are in the process of importing the machinery to be installed.

Next to the units of the Model Estate (built by the government), another 1,200 units were built by the co-operatives. The planning of both estates was done jointly, the construction work, however, separately, because of the different ownership. Gaziantep city and the region has more than 4,000 small-scale units which are entitled to receive assistance from KÜSGEM.

#### NATIONAL SMALL INDUSTRY DEVELOPMENT ORGANIZATION (SIDO)

The first Five-Year Development Plan clearly spelt out the importance of small-scale industry. For this reason the establishment of a National Small Industry Development Organization has been stipulated as follows:

"In order to promote the planned development of the small-scale industries and handicrafts scattered all over Turkey, a central organization is necessary to provide guidance and assistance in the matters of financing, loans, organization, establishment of co-operatives, supply of raw materials and equipment, outlets on internal and external markets, regulations, and quality control. This organization will be able to undertake various studies in this field, assume responsibilities of various ministries in this regard, implement the policies adopted for the small-scale industries and handicrafts, and promote the development of the sector in the desired direction."

Based on the experience gained through the Gaziantep Pilot Project, a national organization is to be set up in Ankara which should function nationwide. This national organization should, once established, render its services all over Turkey.

In accordance with the National Organization Project, the general directorate will be located in Ankara, a regional directorate will be established in Ankara and the Gaziantep Pilot Project will further function as a regional directorate. The two regional organizations, under the general directorate, will render services to the neighbouring provinces besides Ankara and Gaziantep, and all over Turkey on an ad hoc basis whenever necessary. The activities necessary for organizing the Ankara Regional Centre will be started as soon as the project is put into effect by a governmental decree. In accordance with a provision in the project document, if positive developments take place in the implementation of the project in the first five years, then it will be possible to set up new regional centres in the years to come.

At present, 78 industrial estates are engaged in helping the small-scale industrial units. Only the estate in Gaziantep has, however, common facility workshops to solve the technical problems of small industrialists in the estates. SIDO will prepare phased programmes to render technical assistance to units in the industrial estates, to improve their quality, increase production, product development, adoption of new technology, etc. In the course of 10 to 15 years the national organization aims to render technical assistance to all units functioning in the industrial estates.

ASSOCIATIONS (DERNEKS) UNDER THE LAW 507 AND THE  
SMALL-SCALE UNITS

In accordance with the provisions of the law 507 the small industrialists and artisans established organizations in order to help them to improve their vocational, social and economic needs, to assist the development of the vocational and commercial morale, to improve their relationships with the customers. These organizations are so-called associations (Derneks). Derneks are legal entities.

Derneks can be established when a minimum number of 50 small industrialists or artisans apply to the Ministry of Trade for this purpose. When the Derneks are established, other small industrialists and artisans in the boundaries of the same municipalities have to join these Derneks as members.

Other legal entities with the name of "BIRLIK" (provincial associations) are formed by joining Derneks. In each province only one Birlik can be established. All the Derneks in the province must apply to the "Birlik" located at the legal centre of the province and get registered as members. Derneks are at the base and the Small Industrialists and Artisans Confederation is at the top of the organization of small industrialists and artisans.

The tools, machinery and equipment, raw materials, intermediary goods, etc., which need to be imported by the small industrialists and artisans can be obtained through the quotas allocated to them with the help of Derneks and Birliks. When Derneks and Birliks are informed about the quantity (individual and total), they approach the Ministry of Industry and Technology. After screening, the proper

items are imported. After the realization of the imports, the Ministry of Industry and Technology, through its regional offices, see to it that the small industrialists and artisans in need of these imported goods get their requirements.

#### FINANCIAL ASSISTANCE TO SMALL-SCALE UNITS

The Halk Bank was established in 1938 with the aim of assisting small industrialists and artisans who play important roles in the economic order of the country. The main banking institutions which extend long-term and mid-term loans to the industry are the Industrial Development Bank of Turkey, Industrial Investment Credit Bank and the Halk Bank of Turkey. Only the latter extends investment credits and working capital loans to the small industrialists. Since the Commercial Banks normally extend short-term credits, they are not considered to be the common sources of credit for small enterprises. The functions of the Halk Bank, which is mainly engaged in granting financial assistance to small units, are as follows:

Small industrialists can approach the bank directly or through the Artisans' Guarantee Co-operatives if they are members. For the eligibility of loans on a concessional basis, the Halk Bank adopts the small industry definition stated by the law 5590, according to which, units employing less than 10 workers, but which do not utilize motive power and employ less than 5 workers, are small-scale units. Artisans have either to be members of derneks or of the artisans' guarantee co-operatives if they want to apply for small-scale industrialists' credits.

Details regarding small-scale industry credits for capital goods and working capital are given below: credits for:

Capital goods

Maximum TL. 4,000,000

Minimum TL. 100,000

Working Capital

Maximum TL. 1,000,000

Minimum TL. 100,000

The same firm may borrow both kinds of loans at the same time.

- Terms:

Re-payment terms for capital goods credits are 3 to 7 years, and for working capital two years.

- Interest Rate:

The interest rate is 16 %. With some taxes and/or administrative expenses this rate amounts to 18 % or more.

- The Halk Bank's Installation credits for Turkish Workers:

This kind of credit is meant for Turkish workers who have returned from abroad and want to start an enterprise. These credits are for some selected fields of the industry and must neither come under large industries nor under agriculture.

- Limit: Maximum TL. 2,500,000. All can be utilized for capital goods or one third may be allocated for working capital.

- Terms: Maximum 7 years for fixed capital; and two years for working capital. A two-year grace period can be accepted by the bank.

- Interest rate: Interest rate is 16 %. But 5 - 7 % interest may be returned to the industrialist if his investment is made in one of

the backward areas or in the lines accepted by the development programmes of the government.

The Halk Bank's loans to industrialists who do not come under small industrialists carry a 20 % interest rate.

#### TECHNICAL TRAINING PROGRAMME

A nationwide programme of technical training for workers in small-scale industries has been in operation since 1963. The programme is formulated, financed and operated jointly by the Ministry of Industry and Technology, the Ministry of Education, the Halk Bank and the Turkish Confederation of Artisans and Tradesmen. Under this programme, the industrial institutes and schools operated by the Ministry of Education conduct evening classes for workers in small industries. The teachers who participate in the scheme are paid a small honorarium. The training and the cost of raw materials is free of charge. The courses are conducted for a duration of 72 hours spread over 12 weeks in six months.

#### TYPES OF TRADES TAUGHT:

- 1) Technical drawing
- 2) Fitting
- 3) Turning
- 4) Milling
- 5) Die making
- 6) Oxygen welding
- 7) Electric welding
- 8) Foundry
- 9) Electrical installation

- 10) Electric motor rewinding
- 11) Theory and Practice of Transistors
- 12) Basic electronics
- 13) Engine repair
- 14) Auto electric
- 15) Diesel motors
- 16) Motor tuning

### INDUSTRIAL ESTATES

The foundation of basic industries are given priority in Turkey and investments are accelerated to solve the infrastructural problems. Consequently, many basic industries have been established in the country up to the beginning of the planned economy period and as a result of local requirements, too many small industrial units, mostly undertaking repair activities, have appeared all over the country.

Since the beginning of the planned development period, measures have been taken in order to solve the structural problems of the small-scale industrial sector and to direct their potential towards obtainment of maximum contribution to the economy. The most important ones of these measures are:

The establishment of development centres for small industries, co-ordination of small and large-scale industries and support of small industries.

As it is known, small establishments are the sources of new ideas and inventions and they contribute by bringing in flexibility



to the industry. They meet the general needs rapidly and economically. Small and medium-scale enterprises make up the largest section of the national industry. In this sector, both the capacity of the enterprises and their business lines vary to a large extent.

The small industry enterprises performing the following functions play an important role in the industrial development, especially from the point of view of employment:

- To be the first step towards the development of large-scale industry;
- To solve the servicing and maintenance problems of the local industry;
- To manufacture the products which require special techniques;
- To help the large-scale industrial establishments by indirect control.

In order to improve the standards of self-employed people and employees in small enterprises, the most important thing is to unite the working places spread all over.

By constructing pilot workshops, i.e. industrial estates in selected regions, increased efficiency, improved social, technical and economical conditions can be achieved. At the same time small businessmen can be promoted. Those servicing shall soon start manufacturing, those already manufacturing shall start mass-production. As a result, they will be given the opportunity to become small or medium-scale enterprises.

Co-operative production will be achieved by collaboration of individual manufacturers. The small industry will be supporting the main industry and thus contribute to the development of the country.

The Ministry of Industry and Technology supports financially the construction of small industrial estates. Local municipalities build up the infrastructure of the working places so that they are suitable in every respect. Since 1964 credits have been increased. These credits are to be repaid in ten years, the repayment starting one year after the completion of the construction. In this way, after ten years of repayment new industrial estates can be put under construction.

By the end of 1978 there were 55 industrial estates completed and 13,279 workshops distributed to their owners. If we assume five workers per workshop, this makes up an employment capacity of 66,395 workers.

By May 1979, the number of industrial estates under construction was 59, that of the workshops 18,896 and the employment capacity 94,480.

The estimated cost of these industrial estates under construction is 8,881 billion TL, of which 4,097 TL had to be paid by May 1979. The amount to be paid from the budget of the Ministry of Industry and Technology is 5,020 TL.

Fund for the Establishment and Development  
of Industrial Estates and Shopping  
Centres

ANNUAL BUDGET

<u>YEAR</u>	<u>ALLOWANCE (in TL)</u>
1964	10,000,000
1965	15,000,000
1966	---
1967	33,755,720
1968	3,000,000
1969	24,143,352
1970	53,618,000
1971	60,000,000
1972	100,000,000
1973	127,852,000
1974	116,814,000
1975	187,167,000
1976	420,384,700
1977	1,200,000,000
1978	2,200,000,000*
1979	2,550,000,000*

\* Including Industrial Areas

INDUSTRIAL ESTATES IN TURKEY COMPLETED  
AND UNDER CONSTRUCTION

<u>Name of Town</u>	<u>Number of Estates</u>	<u>Number of Workshops</u>	<u>Employment</u>
1 - ADANA	4	1,170	5,850
2 - AFYON	2	538	2,690
3 - AMASYA	1	248	1,240
4 - ANKARA	6	1,815	9,075
5 - ANTALYA	3	1,050	2,250
6 - AYDIN	5	968	4,840
7 - BILECIK	1	38	190
8 - BOLU	3	653	3,265
9 - BURDUR	3	795	3,975
10 - BURSA	5	1,315	6,575
11 - DIYARBAKIR	1	331	1,665
12 - ÇANKIRI	1	120	600
13 - EDİRNE	2	656	3,280
14 - ELAZIĞ	2	597	2,985
15 - ERZINCAN	1	107	535
16 - ERZURUM	1	508	2,540
17 - ESKİŞEHİR	1	697	3,485
18 - GAZİANTEP	2	1,370	6,850
19 - GİRESUN	1	209	1,045
20 - ISPARTA	2	571	255
21 - İÇEL	1	544	2,720
22 - İSTANBUL	6	2,238	11,190
23 - İZMİR	6	3,071	15,355
24 - KARS	2	291	1,455
25 - KASTAMONU	3	525	2,625
26 - KAYSERİ	2	584	2,920
27 - KIRKLARELİ	1	224	1,120
28 - KIRŞEHİR	4	1,195	5,975
29 - KOCAELİ	1	468	2,340
30 - KONYA	7	2,695	13,475
31 - KÜTAHYA	4	372	1,860
32 - MALATYA	1	540	2,700
33 - MANİSA	3	500	2,500
34 - K.MARAŞ	1	589	2,945
35 - MARDİN	1	190	950
36 - NEVŞEHİR	3	106	3,530

37 - NIĞDE	3	695	3,475
38 - RIZE	1	214	1,070
39 - SAKARYA	2	240	1,200
40 - SAMSUN	2	592	2,960
41 - SIVAS	3	609	3,045
42 - TEKİRDAĞ	2	296	1,480
43 - TOKAT	3	618	3,090
44 - TRAPZON	1	262	1,310
45 - VAN	1	75	375
46 - YCZGAT	2	324	1,620
47 - ZONGULDAK	1	93	465
TOTAL	114	62,175	160,875



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**81.10.20**