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UNITED NATIONS INDUSTRIAL DEVELOPMENT ORGANIZATION

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WOOD BASED INDUSTRIAL PROJECTS IN TURKEY :

- (1) Particle Board Factory at ARHAVI
- (2) Furniture Factories at BOLU and DÜZCE 1/

A Report to the

COVERNMENT OF TURKEY

to be presented at the Meeting to Promote Investment and Industrial Co-operation in Selected Wood-Processing Industries, Montreal, Canada, 2 to 6 May 1977

by

H. Mueller-Eckhardt UNIDO Consultant

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1. Introduction

On behalf of UNIDO a consultant was appointed to assist the Turkish Governmental Authorities compile the necessary data for the Industrial Project Information Forms for a plauned Particle Board Factory and two planned Furniture Factories which will be cubmitted by Turkey at a Meeting to Promote Investment and Industrial Co-operation in Selected Wood-processing Industries at Montreal in May 1977.

The consultant, Hr. H. Mueller-Eckhardt, arrived in Ankara/Furkey on 31.10.76 and left on 17.11.76. During this time available background papers already prepared for the mentioned projects have been evaluated and detailed discussions have taken place with governmental representatives dealing with them.

Eased upon these results the Industrial Project Information Worms have been completed and those problems been analysed where further investigations are necessary before implementation of the planned industries.

The projects are handled by the Hinistry of Forests through the Directorate of Planning and Coordination Dept. (Director : Mr. Adnan Kir). Within the Forest Region along the Black Sea Coast some 500.000 has are overgrown with Rhododendron holding approximately 100 Million m^3 (stacked) \mathcal{U} of wood raw material, which up to now is used as fuel wood only.

The roal of the project is two fold :

- to use for the first time in Turkey this wooden raw material for the production of particle board, i.e. for industrial purpose, and at the same time
- to regain valuable forestal areas for their re-afforestation with fast growing, multi-purpose wood species for future industrial usage.

A successful implementation of this project is of high interest for the forestry economy of the country.

It is planned to locate this first particle board factory - with Rhododendron as raw material basis - in the area of ARHAVI (see Annex I: Eap of Turkey). The capacity is planned to be 250 m^3/day or 67.500 $m^3/$ year.

In the following the main problems will be discussed which are connected with the setting up of the proposed industry, for which the optimum technical and economic solutions have to be developed in order to safeguard the economic feasibility of the factory.

A. Raw material supply;

In the area of Arhavi a forest inventory has been carried out, covering approximately 6000 ha of that Rhodedendron area which is planned to be the raw material basis for the factory. The total stock available there is estimated at 4,7 million m^3 (stacked), with an average of approx. 500 m^3 (stacked) per ha. One m^3 (stacked) holds approx. 0,5 m^3 solid wood

1/ Figures relate to Reference No in Annex IV (List of References).

material. \mathcal{U} Thus the stock available in this area is sufficient for 15 - 20 years of particle board production at the planned rate of 67.500 m³ annually. For further details see Annex II.

Due to climatic conditions, transportation of wood raw material from the forests to the factory can only take place from April/Nay to October/ November. Therefore, based on the factory's annual capacity, a maximum of approximately 120.000 m^3 (stacked) of wood raw material is to be stocked at factory site, and in total some 240.000 m^3 (stacked) are to be transported out of the forest areas within the above-mentioned period of time.

For this, different systems can be chosen :

- hogging of the raw material in the forest, transportation of hogged chips to the factory by lorries or ropeway;
- transport of the round wood to the factory with lorries;
- a combination of the above systems.

In this connection consideration should also be given to eventually occuring wood-technological problems, such as decay of the material through insects and/or fungi, miscolouring, impact on chipping/refining process, etc. If possible, large scale hogging and chipping tests should be carried out before a final decision is taken.

The technically and economically best solution is to be developed to solve all interlinked problems connected with this part of the planned industry, as it will decisively influence the economic feasibility of the project.

B. Location of the Factory

It has not yet been decided where exactly the site of the factory will be due to the size of the compound needed (estimated : 50.000 m^2).

Considering the great distance to the main consumption areas and the factory delivering adhesives - approx. 1500 km - a site with direct shipping facilities seems economically to be most advantageous. All different alternatives available should be investigated and their impact on the total cost-structure and profitablity of the factory when in operation be calculated.

C. <u>Nood Technological Aspects</u>

The Forest Research Institute, Ankara, has already carried out extensive tests to analyse the technological aspects of the production of particle board with Rhododendron as wood raw material. The results (see Annex III) are encouraging and indicate clearly that Rhododendron can be used as raw material for production of particle board with acceptable technological properties. However, the tests also indicated some possible problems connected with the chipping/refining operation if the raw material is very dry and hard after long-time storage (shape of chips, dust percentage, hmife edge life 1). Therefore it is recommended to carry out further ecomprehensive full scale chipping tests in the factories at Ayancik and Bolu. Based on these results it will be possible to determine the best technical and economic solution for the chipping operation in the planned factory.

D. Production of the board - Machinery equipment.

The limitation of the planned factory's capacity to $250 \text{ m}^3/\text{day} = 67.500 \text{ m}^3/\text{year}$, results from the already discussed problems connected with the supply and storage of wood raw material at site. As to size of panels and thicknesses to be produced, the market situation indicates a panel size of 180 x 360 cm and thicknesses of mainly 8, 16, and 19 mm to be planned for the new factory. As to the type of board, it is recommended to produce a 3 - layer board with fine surface , suitable for coating with resin-impregnated papers or thin high-quality veneer.

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Based on these data, quotations should be requested from potential bidders for complete production lines with both one-opening and multiopening press systems on a turn-key basis. For this purpose own Quotation Forms, specifying all technical and economic data relevant to a compartive analysis of offers should be developed and sent to them. A detailed evaluation of offers received should follow, which will then enable the decision for the best technical and economic solution.

E. Marketing

The total nominal annual production capacity installed end 1976 in Turkey is 360.000 m³. The total actual production in 1975 is estimated to have been 220.000 m³ G'. The average sales price per m³ is said to be 5000.- TL ex factory. The main consumption area is the Mest of Turkey (Intanbul, Izmir, Anhara). According to information recieved, the market is not yet saturated and selling of the planned annual production is not according to raise any problems.

However, it is recommended to carry out a detailed marketing survey in order to obtain exact figures for attainable sales prices, planning of an optimum production programme, (size of panals, quality of board, coating/vencering of board, etc), and possibilities for export.

F. Cost/Profit Calculation and Profitability Analysis

For the preparation of a profitability analysis for this project it is necessary to calculate all relevant cost factors, i.e.,

- investment costs (land, buildings, machinery, etc).

- capital costs, including depreciation, insurance, working capital, etc.

- direct production costs (raw materials, electric and thermal power, etc).

- fixed production costs (labour, administration, maintenance, etc), and calculate the anticipated annual revenues. For this the results of the investigations as mentioned before will provide all required data.

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3. The Furniture Factories Project. (See Annex VI)

According to available information, there is a distinct lack of low cost furniture on the market. In average the prices for furniture available are very high and hardly payable by low and middle income groups. The prices for school furniture produced today are also said to be extremely high.

Therefore the Turkish Government has planned to set up one furniture factory in Bolu for the production of low-cost house furniture, and one factory in Düzce for production of school furniture.

They are planned to be integrated with already existing government enterprises (one sawmill, one plywood factory, one particle board factory in Bolu; one sawmill in Ducce).

For this project detailed pre-investment studies and feasibility studies have already been prepared , covering all relevant aspects such as marketing, production programme (styling and quantities), production capacity, production costs, necessary machinery equipment, investment costs for machinery and buildings, capital costs, total production costs for all furniture to be produced, etc.

In order to complete necessary investigations before implementation of the project, it is recommended to request detailed quotations for the complete production system from potential machinery manufacturers on a turn-key basis . An evaluation of offers received should follow for selection of the best technical and economic solution.

Based on these figures and all data already available, the preparation of a cost/profit calculation and a profitability analysis for each factory is recommended.

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4. Summary and Recommendations

In order to start making industrial use of some 100 million m^3 (stacked) wood raw material from Rhododendron it is planned to set up a particle board factory in the area of Arhavi with a capacity of 250 m^3 per day = 67.500 m^3 per year.

For this purpose detailled forestry inventories of the Rhododendron area around Arhavi have been carried out in 1976 by the General Directorate of Forests, showing a stock of wood raw material sufficient for 15 - 20years of particle board production at the planned annual rate.

In 1976 the Forest Research Institute in Ankara has carried out large scale tests of the technological properties of both Rhododendron wood material and particle board produced with it. The results indicate clearly that Rhododendron can be used as raw material for production of particle board with appeptable technological properties. The tests indicate also possible problems connected with the chipping operation.

In order to enable a successful implementation of this project, the following recommendations are given :

- to carry out detailed investigations concerning
 - (a) the handling and storage of wood raw material in the forests and at factory site
 - (b) the chipping process
 - (c) alternatives for location of the factory
- to carry out a market survey
- to ask for quotations from potential bidders for complete production lines on a turn-key basis,
- to investigate the exact costs for land and buildings,

and based upon the figures and results of the above-mentioned investigations

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- to prepare a detailed feasibility study, covering all technical and economical aspects of the project
- to carry out a comprehensive evaluation of offers, for selection of the best production system both technically and economically and its machinery equipment.

The Government of Turkey has planned to set up one furniture factory for low-cost house furniture in Bolu and one factory for school furniture in Düzcc.

For these projects detailed pre-investment studies and feasibility studies have already been prepared.

In order to complete necessary investigations before implementation of the project the following recommendations are given :

- to request detailed quotations for necessary machinery equipment from potential machinery manufacturer on a turn-key basis.
- to prepare a cost/profit calculation and a profitability analysis for each factory
- to carry out the evaluation of offers for selection of the best equipment.

It is further recommended, that UNIDO may provide possible assistance for the following tasks :

- 1. Completion of necessary pre-investment studies and preparation of a feasibility study for the particle board factory project.
- 2. Preparation of a comprehensive evaluation of offers for selection of the technically and economically best production system and its machinery equipment for the particle board factory project.
- 3. Preparation of cost/profit calculations and profitability analysis for the furniture factories project.
- 4. Evaluation of offers for selection of the most appropriate machinery equipment for the furniture factories projects.

AINEX I Map of Turkey

Lerond :

A. Existing Particle Board Factories in 1976

<u>110.</u>	<u>Town/area</u>	<u>Nene</u>	<u>Omership</u>	<u>Caracity</u> (m ³ /year)	<u>Actual Prod</u> . <u>1975 (m³)</u>
(1)	Istanbul	Sunta	Privato	70.000	85.000
(2)	Isparta	Ovma	_ II_	60.000	45.450
(3)	Kastanonu	Y on ga pan	an 11 _{an}	60.000	27.460
(4)	Dünce	Dijzsan	an 11an	54.000	5.000
(5)	Gobae	Tever	an Han	30.000	18-235
(6)	Istanbul	Modia		26.000	17.860
(7)	Ino jöl	Istas	11	26.000	20.965
(3)	Ayancila	-	Public (OPUS) 23.000	-
(୨)	Bolu	-	-"- (ÖRUS)) 10.000	-
				359.000	212.970
					能송 변화법 분별

D. <u>Planned Particle Board Factories</u> (Public Sector only) <u>Status : Ind 107</u>

$\sqrt{1}$	Arbovi		Public	(CRUE)	68.000
2	Kautamonu	·	Public	(ປະບອ)	40.000

C. <u>Planned Furniture Factories</u> (Public Sector Culy) <u>Status : End 1976</u>

1

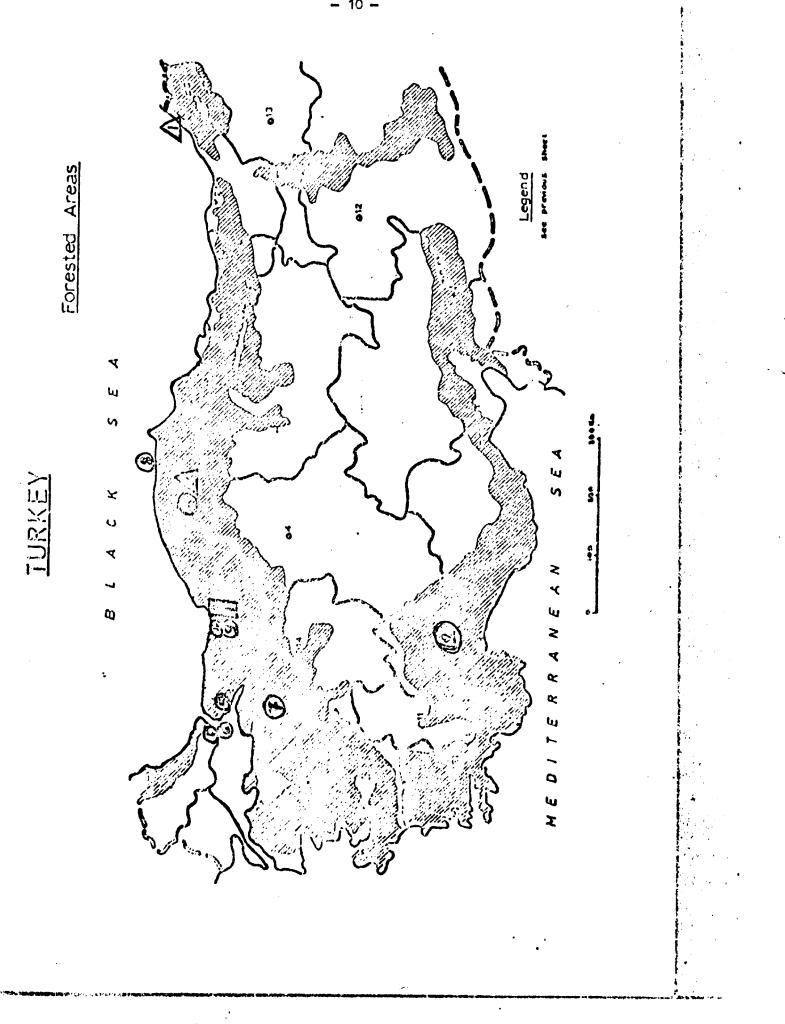
2

Bolu

Düzce

Public (URUS) Public (URUS)

* Source : Reference No 1



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ANNA II.

FOREET INVENTORY RESULTS

The inventory of Rhododendron areas around Arhavi has been carried out in 1976 by the General Directorate of Forestry $\frac{T}{2}$. Its results are summarized as follows :

District I.

Area in ha	Stock/ha <u>m³(stacked</u>)	Tytal stock <u>m (stacked</u>)
3.284	<u> 300</u>	2.627.200
1.827	500	913-500
561	100	56 • 100
5.672		3.596.800

Dictrict II.

A SALE SALES AND A SALES

1.020	800	816.000
669	500	344.000
155	100	15-500
1.8.°4		1.165.500

Diameter distribution: 50% with 10 cm and more 50% below 10 cm.

Average of diameters : 9 cm.

I. I.

THAT REFULTS OF TAMPTOLE BOARD FROM RHODODENIDRON

The Forestry Research Institute, Ankara, has carried out extensive tests of Particle Board produced from Rhododendron (Rhedodendron ponticum) during 1976.

The evaluation of all findings has not yet been finalized, but according to information from the Research Institute the following results can be valued as reliable interim results :

Prononties of Rhododendron material : 1. (a) Donuity : Material taken from 3 selected forest areas of 300 m² each. only selected material (thick diameters) tested : 0,690 g/cm³ $0,674 \text{ g/cm}^3$ 0,682 " 0,055 " 0,686 " 0,670 " 0.683 " 0.666 " 0,653 " 0,657 " (b) Mardness : Material to be classified as hard wood, chipping not

(E) <u>Haroness</u>: Laterial to be classified as hard wood, chipping not difficult directly after felling, difficult when dry.

(c) <u>Moisture</u>: Directly after felling approx. v = 70 %3 works after felling approx. u = 30 %

(d) Length of fibres : Approx. 0,82 mm (for comparison : Eucalyptus american 1,0 mm; Pinus 1,9 mm, Beech 1,3 mm).

(e) Contents of solid wood $/ m^3$ (stacked) : 246 kg to 342 kg at 17% moisture; 400 kg to 602 kg at 70% moisture.

2. Properties of Particle Board made from Rhododendron :

A full scale test has been carried out in one of the country's particle board factories under normal, unchanged production conditions, using $25m^3$ (stacked) selected Rhododendron raw material (thick diameter), UF-adhesive and paraffin . 26 panels 3-layered board of 19 mm thickness have been produced out of 4.450 kg raw material (ind. 17% moisture) = 13 m³ (stacked), at press temperature : 150 ° C, pressing time : 4 min., and spec. pressure : $35kg/cm^2$.

Testing of the panels has been carried out following the Turkish Testing Standards which equal the German DIN standards, giving the following results :

(a) <u>Density</u> of the board : average of 100 tests = $0,664 \text{ g/ cm}^3$.

- (b) <u>Bending strength</u> :148 156 kg/cm² (bad shape of chips !).
- (c) <u>Tensile strength</u> (perpendicular) : 9,04 kg/cm²

(d) Swollin: 8.49 % .

References :

- Bassili, A. : The Development Prospects of Turkey,
 Volume VI, Annex IV The Forest Industries.
 Report No EMA 30a. International Bank for Reconstruction
 and Development, December 1971.
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- (3) Chambon Engineering, Paris/Franco : Bolu ve Döce Mobilya Fubrikalari, Fizibilite Etüdü : (Feasibility Study for the Furniture Factories in Bolu and Döcce), Cummer 1976.
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- (5) Orman Urünleri Sanayii Uzel Intisas Komisyonu Dördüncü Beş Yillik Kalkinma Plani Raporu (Report of the Expert Committee for Mood Based Industries for the Fourth Five-Year-Plan), Ankara, September 1976.
- (6) FAO (prepared by Sandwell Management Consultants Limited): Project X 3885, North Turkey Industrial Studies. Project Memorandum X 3885/5 Preliminary Selection of Development Options; Rome, 27 August 1976.

References : (7) 0

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General Directorate of Forests (Internal Report): Orman Gülü servet Envanteri Hakkinda Yazi Okman Bakanligi, Orman Genel Müdürlügü Şb. Silvikültür Fen. H. Md. H. N.: 7130-20

U. No.: 1204

Tarih : 21 Eylül 1976

(Report on the Rhododendron - forest inventory) 21 September 1976.

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UNITED NATIONS INDUSTRIAL DEVELOPMENT ORGANIZATION

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LERCHENFELDER ST. LASSE 1, A-1070 VIENNA, AUSTRIA 9.O. BOX 707, A-1011 TELEPHONE: 43 500 TELEGRAPHIC ADDRESS: UNIDO TELEX: 75632

MEETING TO PROMOTE INVESTMENT AND INDUSTRIAL CO-OPERATION IN SELECTED WOOD-PROCESSING INDUSTRIES

Montreal, Canada, 2 to 6 May 1977

Jointly organized by the

UNITED NATIONS INDUSTRIAL DEVELOPMENT ORGANIZATION

and the

CANADIAN INTERNATIONAL DEVELOPMENT AGENCY

INDUSTRIAL PROJECT INFORMATION FORM

(to be submitted not later than 31 Cotober 1976)

Project Title: PARTICLE BOARD FACTORY in the ARHAVI Region.

Country: Turkey

Submitted by: Ministry of Forests, through Directorate of Planning and Coordination Dept.

Name:

Address: Paris Gadd. Ha.uz lu Sok 4, Ankara/Turkey

Date: 15 Novembor 1975

When completed please send this form to:

United Nations Industrial Development Organization Investment Co-operative Programme Office P.O. Box 707 A-1011 Vienna Austria

INTRODUCTORY NOTE

 A project proposal to be submitted through completion of this Form is restricted to the following branches of wood-processing industries:

vii. Packaging

viii. Waste utilization

- i. Logging
- ii. Sawmills

v. Furniture

- iii. Wood-based panels
- iv. Building components
- ix. Auxiliary material (including glue, foils. hardwars, etc.)
 x. Woodworking machinery and equipment.
- vi. Pulp and paper
- 2. After submission of this Form to UNIDO, your project proposal will be widely distributed in advance of the Montreal Meeting to individual firms, associations and federations which are all related to woodprocessing industries, financial institutions and aid agencies in almost all the industrialized countries. The distribution is intended that your project proposal will be examined and selected by a number of prospective foreign invectors for their personal meetings with you at the Montreal Meeting to enter into initial dispussions on your project in the direction of its possible implementation with their supplemental contributions. Thus, you would be able to negotiate with them in a bargaining position in favour of you. In order to strive for a successful promotion of your project at the Meeting, the following are to be particularly emphasized:
 - i. This Form should be filled with utmost available factual information of your project proposal.
 - ii. The closing date for submission of this Form to UNIDO, 31 October 1976 should be strictly observed.
 - iii. Physical attendance to the Meeting by a person who represents your project is indispensable. Moreover, he should be well prepared to respond on the spot to both technical and policyoriented questions on the project that are expected to be extensively raised by prospective foreign investors.
- 3. In order for you to adequately fill in this Form, assistance may be provided, upon your request, by the UNIDO Senior Industrial Development Field Adviser who can be contacted through the Regional or Resident Representative Office of the United Nations Development Programme (UNDP) in your country. Additional copies of this Form will also be obtainable from the UNDP office.

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	PART A
	I. PROPONENT
Ministr	name and address of company or person sponsoring the Project: y of Forests, through: Directorate of Planning and Coordination add. Haruz lu Sok. 4, ANKARA/Turkey
Telephon	e Number: <u>Ank</u> ara 17 62 14
Cable Ad	dress:
Telex Nu	mber:
	title of the chief executive officer: Adnan Kir, Director
	title of your representative who will attend the Meeting: Adnan Kir, Director
	legal status of your company (delete those not applicable): RETEXTSXSCATCE/Public sector/Privatexanixpubliconsizedxx Sole proprietorship/Partnership/Private limited company/ Public limited company
(a) i.	RETEXTSXSCATOR/Public sector/Private xanixpublic renexadixx Sole proprietorship/Partnership/Private limited company/ Public limited company If public sector owned, please state controlling Ministry or Authority:
(a) i. ii.	RETEXATEXEGRAGE/Public sector/Frivatexanixpublic maintaix Sole proprietorship/Partnership/Private limited company/ Public limited company If public sector owned, please state controlling Ministry or Authority:
(a) i. ii.	RETEXTSXSCATOR/Public sector/Private xanixpublic renexadixx Sole proprietorship/Partnership/Private limited company/ Public limited company If public sector owned, please state controlling Ministry or Authority:
(a) i. ii. (b)	RETEXATEXEGRAGE/Public sector/Frivatexanixpublic maintaix Sole proprietorship/Partnership/Private limited company/ Public limited company If public sector owned, please state controlling Ministry or Authority:
(a) i. ii. (b) How many	Privatexscates/Public sector/Privatexandroputries university Sole proprietorship/Partnership/Private limited company/ Public limited company If public sector owned, please state controlling Ministry or Authority:
(a) i. ii. (b) How many	Privatexeexee/Public sector/Privatexent/public/mixedxx Sole proprietorship/Partnership/Private limited company/ Public limited company If public sector owned, please state controlling Ministry or Authority:
(a) i. ii. (b) How many	Privatexscates/Public sector/Privatexandroputries university Sole proprietorship/Partnership/Private limited company/ Public limited company If public sector owned, please state controlling Ministry or Authority:
(a) i. ii. (b) How many	Privatexscates/Public sector/Privatexanixpublic xmixadixx Sole proprietorship/Partnership/Private limited company/ Public limited company If public sector owned, please state controlling Ministry or Authority:
(a) i. ii. (b) How many	Privatexscates/Public sector/Privatexanixpublic xmixadixx Sole proprietorship/Partnership/Private limited company/ Public limited company If public sector owned, please state controlling Ministry or Authority:

(.____

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1.7 Indicate precise names and addresses of your bankers for reference purposes:

- (a) <u>MERKEZ BANKASI, Ankara/Turkey</u> (Central Bank of Turkey)
- (b)

11. DESCRIPTION OF THE PROJECT

2.1 This project is for <u>x</u> new establishment, <u>r</u> expansion, <u>modernization or <u>r</u> diversification of an existing factory.</u>

(check whichever is applicable and if you are running a factory already, please also complete Part B.)

2.2 Specify precisely each product to be manufactured and respective annual production capacity.

Name of Product .	Capacity
(a) Particle board	250 m3/day = 67.500 m3 p.a.
(b)	p.a.
(c)	p.a.
(d)	p.a.

2.3 Specify size and other important specifications of each product.

- (a) Panels 180 x 360 cm. 660 680 ks/m3 for 19 mm bourd,
- (b) 3-layer board with fine surface for laminating/coating:
- (c) urea formaldehyde resin, thicknesses: mainly 8, 16, 19 mm
- (d)

2.4 Number of working days per annum and hours per day required to achieve the projected production capacity.

working day p.a.

24 hou

hours per day.

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III. MARKET

If the products are planned to be sold (check whichever is applicable below):

entirely to the domestic market, answer item (A) below. [7.] entirely to the foreign market, answer item (B) below. \square \square both to domestic and foreign markets, answer both items (A) and (B) below.

A. Domestic Market

3.1

1 If available from the Statistics Department of the Government or any other reliable sources, indicate the quantity of domestic consumption of individual items for the previous years up to the present:

		Name of product		Quant	ity ner a	<u>nnum</u> (1000) m3)
				<u>1973</u>	<u>1974</u>	<u>1975</u>	
	(a)	Particle board				_240	
	(b)	Plywood			30	45	
	(c)	Hardboard			67	68	
	(d)						
		The above mentioned const	-		torie s.		
		All supplied by (inse	ert number)		-		
		partly met by import factories. If so, a imports and domestic local factories:	state below	respecti	ve figure of existi	es of	
		Name of products	Quantity fo	r 1975		ctorics	
		<u>I</u>	mports	Domestic			
	(a)						
	(b)		andersåndalige i nættige verder det				
	(c)				• •••••••••••••••••••••••••••••••••••••		
	(d)	and and a state of the state of		*	<u></u>		
.2	Indic	cate current selling price	s of the pr	roposed pr	oducts:		
		Name of product			sales pr factory-1	US_	
	(a)	Particle Board		170,.	- to 193,	-/m3 **)	
	(b)						
	(c)			and and an other states in the state			
	(d)			anterfacture descentario des-			
		*) Exchange rate Nov. 1976	5: 1US\$ = 1	6,50 TL			

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B. Foreign Markets

3.3	Expected	annual	export	of	your	products	to	foreign	markets:
-----	----------	--------	--------	----	------	----------	----	---------	----------

•	Country	RUX PELT DY DESTY IS LIVED X	
	Iran	Export to this country considered	,
	والمراجع المراجع الم	as a possibility, no export quantities	
		planned.	

3.4 Have you ever explored the possibilities of exporting the products to these countries?

<u>x</u> y	e	ន
------------	---	---

No Γ7

If yes, check whichever is applicable among the following:

- You have foreign importers or local shippers who guarantee to take delivery of the above specified quantities of the products at currently competitive prices.
- [27] You have no such guarantee. However you know that the countries are importing substantial quantities of the products.
 - IV. AVAILABILITY OF WOOD AND OTHER AUXILIARY MATERIALS

A. Unprocessed Row Materials

- 4.1 Logs
 - (a) Names of species both in commercial and botanical names:

	Commercial Name	Botanical Name
Item i)	Rhododendron	Rhododendron ponticum
Item ii)	•• ¹¹ •••	-"- cafcacium
Item iii)		
Item iv)		ana ang sa ang sa
Item v)	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	and and the state of the state

(b) Size (diameter under bark at smaller end of $lo_{\mathcal{E}}$):

	Length	Diameter	
Item i)	<u> </u>	Minimum <u>3 cm</u> Maximum <u>20 cm</u>	*)
Item ii)	2 - 4 m	Minimum <u>3 cm</u> Maximum 20 cm	*)
Item iii)		Minimum Maximum	
Item iv)	6-1-12:0 :0:00 - 0:0:00 - 0:000	Minimum Maximum	~•
Item v)		Minimum Meximum	-
	*) Average	diameter approximately 9 cm.	

Lors (cont'd.)

(c) Price (check and fill in below whichever is applicable):

Item i)at US\$ _____ per ____ delivered at factoryItem ii)at US\$ _____ per ____ delivered at factoryItem iii)at US\$ _____ per ____ delivered at factoryItem iv)at US\$ _____ per ____ delivered at factoryItem v)at US\$ _____ per ____ delivered at factory

Importing logs directly from foreign shippers. if so state their current prices and terms such as FOB, CIF, C and F and particulars of charter party.

Item i)	at USJ	per	on
ltem ii)	at US3	per	on
Item iii)	at US.j	per	on
ltem iv)	at US3	per	on
Item v)	nt USà	per	on

[x] Receiving logs from own concession or reserve. If so, please answer the questions in paragraphs 4.2 Details about timber concessions and Part V. Logging Operation.

4.2 Details about timber concession (lease)

(a)	Area available: 6.000	hectarcs/2054166
	Probable duration of same utils	ion 15 - 20 years
	Physical location Artvin	state/province
	Has an inventory of the concess \sqrt{x} Yes	sion been carried out?
	If yes, please give brief part:	iculars on type of the inventory
	<u>Inventory of the whole area</u> available stock approx. 4,7	has been carried out, total million m3 (stacked), average
	stock per ha approx. 500 m3	(stacked), average diameter 9 cm.

(b) Royalty or stampage fees

Please check and complete whichever is applicable:

Do you have to pay // royalty fee fixed at US\$ _____

Buying logs from local traders. If so, state their current prices delivered at factory.

Details about timber concession (cont.d.)

per heata	re/acre	a year	and/or	L	stampage	fees	per	unit
muntity	extracte	ed?						

If you have to pay the stampage fees, please indicate their rates for each species:

Item i)	at US\$	per	(spe	cify u	nit)
Item ii)	at "\$3	per	(11)
Item iii)	at US\$	per	(")
Item iv)	at US\$	per	(11)
]tem v)	at US3	pe r	(11)

If you have to pay fees other than royalty and stampage fees, please briefly specify:

(c) Logging costs: (state in US3)

	and an Anna Andreas and a star and a st	فتحلبا مؤد متبريتين لاستسراحهم بعربي	Species	تعد حدوا ها، بروستها من ، جو جو موسو برو	
	<u>Item i</u>	Item ii	<u>Item iii</u>	<u>ltem iv</u>	<u>ltem v</u>
Fixed fee			and a characteristicate device supe		
Stampage		190 		an air an an air an air air air air air air air air an an an air an a	a a gaga wangania inggrija a Ter T
Felling costs	5,00	_5.00	aralysian adda burnetynarfyndiad		
Replanting costs	1,50	1.50	a na fair d'an ta anna a 1990 Main An Ainm T		
Transporting costs	4.50	4.50	and the support of the support	والمتحديدة فتتن فتراد بترج عراق	
TOTAL COSTS ex- factory	\$11.00	<u>811.00</u>		\$ 	\$

(d) Logging methods:

Please briefly specify your proposed methods of felling (such as use of ax, chain saw or rooting etc.)

Complete cleaning of the area, using ax and chain saw.

Please also specify your proposed methods of log extraction from a felling point to a loading point (such as use of cable, tractor, animal or slope rolling etc.)

cable and tractor

B. <u>Semi-processed Materials</u>

4.3 Sawn wood

Spec	Specification			Price delivered at factory	
Species	<u>Cross Section</u> Len (Indicate Unit)	ngth	Propor- tion	Price	<u>Unit</u>
Item i)	<u>X</u>	m	% at	US\$	per
Item ii)	<u> </u>	m	% at	US ≩	
Item iii)	<u> </u>	m	<i>j</i> o at	US\$	per
Item iv)	X	m	⁵ at	US3	per
Item v)	<u> </u>	m	% at	US3	

4.4 Wood-based panels

				at_factory				
		Name 1/	<u>Type</u> 2/	(Indica	ication te Unit; <u>Thickness</u>			<u>Unit</u>
Item	i)			<u> </u>		at l	JS\$	per
Item	ii)			X		at l	JS.à	per
Item	iii)			<u> </u>		at l	JS\$	per
Item	iv)			<u>x</u>		at l	JS\$	per
Item	v)			<u> </u>		at l	JS	per

<u>1</u>/ Specify either of veneer, plywood, particle board or fibre board.
 <u>2</u>/ Specify kind of bonding agent mlus surface condition whether sanded or unsanded.

4.5 Other manufacturing materials (such as glue, laminating foils, hardware, etc.)

Specify exact names of necessary manufacturing materials other than logs, sawn wood and wood-based panels and state their annual quantities required and current unit prices in US3 delivered at factory.

N	ame of Materials	Quantity	Price	Unit	Imported or local
	UF adhesive	<u>5.000</u> p.a.	at US# <u>_333.</u> -per		local
-	An. ohlor. (NH4C1)	<u>10</u> p.a.	at US\$ <u>364.</u> -per	<u>m.ton</u>	local
.1		-	November 1976: 1 ontents: approx.		TL
4					

Other manufacturing materials (contid.)

Name of Materials	Quantity	Price Unit	Imported or local
Am. bydrox.(NU,OH)	<u> </u>	at US\$ <u>364</u> ,-per <u>m.ton</u>	local
Paraffine	p.a.	at US\$ <u>606,-</u> per <u>m.ton</u>	local

V. LOGGING OPERATION

If you have own timber concession or reserve to supply logs to the proposed factory, please answer the following:

- 5.1 <u>Location and facilities</u>
 - i. Indicate the distance between the concession and the proposed factory:

distance: <u>30</u> km/miles

- ii. Proposed means of transporting logs to the factory. (check whichever is applicable)
 - by log rafting or barges through a nearby river or lake. If so, indicate the distance between the water and the operation site.

km/miles

- by railway. If so, \angle 7 the rails have already been laid and wagons have already been acquired or \angle 7 both have to be purchased.
- by lorries. If so, state whether:
 - a road passable by lorry has already been constructed between the concession and the proposed factory.
 - (x) a road passable by lorry for a distance of <u>10</u> km/ miles is to be constructed. Please state the maximum load limit on the road: <u>12</u> tons.
 - / by other means such as the use of horses, elephants, etc. If so, please specify.

iii. Are you already logging under a leased concession or own reserve?

🛛 Yes

If yes, state:

a) Current quantity logged 3.000 m3 per month. (stacked).

[7 No

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Location and facilities (cont.d.)

b) Specify respectively types and numbers of heavy duty vehicles; such as tractors and timber loaders used for logging:

5.2 Rain and Snow Fall

Indicate the period during which the logging operation is discontinued because of rain or snow falls. (Only if applicable.)

From	November (month)	to	<u>April</u> (month)
From	(month)	to	(month)

VI. PROPOSED FACTORY

- 6.1 Site
 - (a) State name of town, city and province of the proposed factory site: <u>Arhavi, Artvin Province</u>
 - (b) Indicate space of factory building estimated to be necessary: 5000 square metres/frext.

Have you already bought or leased the factory land?

Yes X No
 (c) Indicate area of 7 log pond or X storage ground estimated to be necessary.

40.000 square metres/fust.

State whether an all weather is readily available between	road suitable for the two places (or a heavy vehicle (b) and (c) above.
Ye∎	x No	
Almo indiante din distante	74	

Also indicate its distance: _______ Xm/miles.

6.2 Availability and costs of utilities

. . .

Fuel to be used (check whichever is applicable).

	timber wa	aste						
ß	oil. Pri	ice at	US\$ 94	per	ton	delivered	at	factory.
\square	others.	Рісаве	s specify:	-				
	Priceat	USB	و پر اور د د د د بار و است.	per		delivered	at	factory.

Electricity

Check whichever is applicable among the following:

- Power supply is readily available at the site. /x/ If so, state price in US\$ 0.04 per KWH.
 - Power supply is presently unovailable at the site, therefore extension of a power cable for a distance of about km is necessary and its cost will be borne by:

Power company or local authority.

The company to be formed. Please indicate

an estimated extension cost: US\$

Power generators must be installed due to permanent unavailability of power supply.

Water

Check whichever is applicable among the following:

 \sqrt{x} Public water supply is readily available at the site.

Public water supply is presently unavailable at the site, therefore extension of a municipal water line for a distance of about _____ metres is necessary and its cost will be borne by:

// Local authority

The company to be formed

A public water supply is permanently unavailable at the site, therefore:

 \Box Water must be pumped from the nearest water supply at a distance of _____ metres from the site.

A well must be dug by the proposed company within the site.

Effluent disposal

If the projected factory needs drainage facilities for effluent disposal, check and complete whichever is applicable among the following:

The facility is readily available at the site.

Yes

The facility is presently unavailable at the site.

A drainage facility of metres must be completed at the expense of:

Local authority

The company to be formed

Is there any local regulation which induces the proposed factory to install a water treatment facility?

ST No

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6.3 Infrastructure

Check whichever is applicable among the following:

- (a) A road suitable for a lorry is readily available from a trunk road to the site. If so, how much maximum gross load is allowed? ______ tons.
 - \checkmark A road suitably for a lorry is presently unavailable.

Road construction for a distance of <u>150</u> km is necessary and the cost will be borne by:

 \frown local authority \frown The company to be formed

- (b) Indicate the distance between the nearest railway station and the site by road suitable for a lorry: 500 km.
- (c) If some of the necessary machinery and equipment and some of the materials are to be imported or some of the products are to be exported, state:

Name of port	Trabzon			
Distance from	site to port	150	km of which:	
'l' r ar	sportation by	rail	• - km.	
Tran	sportation by	rond	150 km.	

6.4 Staffing

(a) Indicate estimated personnel requirements and average monthly wages inclusive of all allowances and benefits.

.. .

	NUMBER		Per man/month
Management _	3	persons at	US: 825
Technical			US\$
Clerical	15	persons at	US3 <u>400</u>
Skilled labour			USø <u>360</u> ,-
Semi-skilled labour			US3
Unskilled lab	our <u>60</u>	persons at	US\$
			USJ
lf any are un	available local	ly, state only	"unavailable".

(b) If the above monthly wages are including some form of allowances or benefits such as free rice, sugar, cooking oil, housing etc., please specify briefly: Staffing (contid.)

Check whichever is applicable among the following:

- $\frac{x}{x}$ Labour specified in item (6.4) is readily available within commuting distance.
- The specified labour is available but beyond the commuting distance.

X Housing facilities will need to be provided.

6.5 Machinery and Equipment

If this project is for the expansion, modernization or diversification of an existing factory, attach a list indicating maximum details of the machinery and equipment already installed in the factory, giving age, condition, rated capacity, costs and manufacturer's names.

VII. FINANCING OF PROJECT COSTS

If you have a roughly estimated project costs and financing plan for your project, complete 7.1 and 7.2 below:

7.1 <u>Composition of investment</u> (figures in US\$)

	•	Local currency	Forcign exchange	Total
		costs	costs	
*Pre-inve	stment costs:	4.9 Mar & and a Star Star Star Strategy and a star part of the st		Million - Million (), i i paño ator da por sen sen
Apsets:	Land			
	Buildings	Calculations und	er preparation and	figures not
	Housing for labour	yet available, w	ill be presented a	t Montreal.
	Machinery		8 million	
Other as	sets		Stallada saran siba taga - a kan yana sa tang ayan ka	an der Kangarente Schuttingter der sin some
Working	capital	see above	مور بر بین از این میزوند. این از این مورد این م	
	TOTAL	ə ə ə ə ə ə ə ə ə ə ə ə ə ə	専 魂하客用는 투상을 통한 방송을 간 내	끹솔 컱캩횰르멬鸿门扎놣

*Legal expenses, underwriting fees, etc.

7.2 Financing plan (figures in US\$)

	Local Contribution	Foreign Contribution	Total
Share capital			
Ioan capital	To be discussed	in Montreal	1786 - 1796 - 1797 - 1797 - 1797 - 1797 - 1797
Working capital	??		
TOTAL	혛괰횏르혘햳 홂솒ሆ깒낅굲냬놶		unaescistas.

Financing plan (contid.)

7.3 Have you submitted an application to or had discussions with any development banks or other institutions in your country in regard to your proposed venture?

Yes 18.7 No If yes, please state their response and attach copies of any relevant documents. If not, what are the names of credit and investment institutions in 7.4 your country which you propose to contact for financing of your project? Ministry of Finance Please state your company's or personal contribution to the capital 7.5 required: in cash US\$ _____, in kind US\$ _____. 7.6 If in kind, please specify: VIII. FOREIGN CONTRIBUTION DESIRED Check whichever is needed among the following: Equity participation (state maximum percentage 17 [7] Loan capital/supplier's credit Machinery and equipment Turnkey contract F Processing technology, [] Licensing, [] Patents, [] Trade marks Management: 🖾 technical, 💭 commercial ∠ export, ∠ domestic Marketing: Other, please specify

IX. INCENTIVES

9.1 Do your government's plans ascribe any special priority to your proposed project?

Þ	Yes	\square	No
<u>k</u>	Yes	\square	No

If yes, please explain briefly:

Priority is given to the industrial use of available

wood raw material, up to now only used for fuel wood,

especially in this non-industrialized area.

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9.2	For is	machinery and equipment imported, check and complete whichever applicable:
	Æ	There is no difficulty in obtaining import licence.
		Issue of import licence is restricted under particular conditions which are:
	<u>[x]</u>	Import duty is entirely exempted.
	\square	Import duty is charged and its rate is per cent ad valorem.
9.3	For	the proposed company: (check and complete whichever is applicable)
	\square	Tax on company's profit is entirely exempted for years.
	[X]	according to the initial investment. Partially exempted x kk/AARSAKMRARENEAKMXmxmxmxmxmxmxmxmxmxmxmxmxmxmxmxmxmxmxmx
		Tax on the company's profit is not exempted. If so, state rate of income tax on net profits per cent.
9.4	pera	the transfer of dividends, licence fee and salaries of foreign connel, and for the repatriation of capital, (check and complete hever is applicable among the following):
	□ or	Remittance of dividend is permitted without any restrictions,
		restricted under certain conditions. If so, specify:
	□ or	Remittance of licence fee is permitted without any restrictions
		restricted under certain conditions. If so, specify:
		Remittance of salary of foreign personnel is permitted without any restrictions
		restricted under certain conditions. If so, specify:

	Repatriation of foreign capital is permitted without any restrictions
or	
<u>×</u> /	repatriation of foreign capital is restricted under certain conditions If so, specify:
	Depending on financing agreements
	imports of raw or other manufacturing materials. Check and specify hever is applicable among the following:
7	Import duty is totally exempted.
7	Import duty is refunded if the products are re-exported.
7	Import duty is charged at an average of per cent ad valorem.
rop	se indicate briefly special protective measures, if any, on the osed products from competitive imports (such as import quotas, if barricades etc.)
	No import of wood based panel materials is allowed.
lea eli	se indicate special export incentives (such as bonus voucher, tax of, etc.) Tax relief
lea r f	se describe any special incentives for new industrial enterprises or expansions of existing industrial units given by your Government.
r f	se describe any special incentives for new industrial enterprises or expansions of existing industrial units given by your Government. . Partial tax exemption
r f	or expansions of existing industrial units given by your Government.
r f 	or expansions of existing industrial units given by your Government. . Partial tax exemption

🖉 Sole proprietorship

/ Partnership

Private limited company
Public limited company

10.2 Have you conducted any studies to ascertain the techno-economic viability of the project?

x7 Yes [7 No

If yes, please attach a copy of the study.

10.3 Have you previously been in contact with potential foreign collaborators for your project?

/ Yes AT No

If yes, it would be useful if you provide names and dates of contacts and describe briefly the status of your negotiations,

10.4 Has your firm had or does it now have any collaboration agreement with foreign parties? If so, please state name of the collaborator, duration and brief nature of the collaboration.

10.5 Does your country require you to have an industrial licence to establish your enterprise? If yes, please attach a copy of the licence issued.

Yes

No

10.6 If you wish to stress certain matters concerning the project which would be interesting to foreign investors, please state briefly below.

UNITED NATIONS



NATIONS UNIES

UNITED NATIONS INDUSTRIAL DEVELOPMENT ORGANIZATION

LERCHENFELDER STRASHE 1. A-1070 VIENNA, AUSTRIA P.O. BOX 707. A-1011 TELEPHONE: 43 500 TELEGRAPHIC ADDRESS: UNIDO TELEX: 76619

MEETING TO PROMOTE INVESTMENT AND INDUSTRIAL CO-OPERATION IN SELECTED WOOD-PROCESSING INDUSTRIES

Montreal, Canada, 2 to 6 May 1977

Jointly organized by the

UNITED WATIONS INDUSTRIAL DEVELOPMENT ORGANIZATION

and the

CANADIAN INTERNATIONAL DEVELOPMENT AGENCY

INDUSTRIAL PROJECT INFORMATION FORM

(to be submitted not later than 31 October 1976)

Project Title: Furniture Factorics at A) Bolu - B) Düzce or Dermirkoy

Country:

Submitted by:

Name: Ministry of Forests, through Directorate of Planning and Coordination Dept. Address: Peris Cadd. Hevus lu Sok 4, Ankara, Turkey

Date: 15 November 1976

TURKEY

When completed please send this form to:

United Nations Industrial Development Organization Investment Co-operative Programme Office P.O. Box 707 A-1011 Vienna Austria

INTRODUCTORY NOTE

- A project proposal to be submitted through completion of this Form is restricted to the following branches of wood-processing industries:
 - i. Logging
 - ii. Sawmills
 - iii. Wood-based panels
 - iv. Building components
 - v. Furniture

vi. Pulp and paper

- vii. Packaging
- viii. Waste utilization
 - ix. Auxiliary material (including glue, foils, hardware, etc.)

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- x. Woodworking machinery and equipment.
- 2. After submission of this Form to UNIDO, your project proposal will be widely distributed in advance of the Montreal Meeting to individual firms, associations and federations which are all related to wood-processing industries, financial institutions and aid agencies in almost all the industrialized countries. The distribution is intended that your project proposal will be examined and selected by a number of prospective foreign investors for their personal meetings with you at the Montreal Meeting to enter into initial discussions on your project in the direction of its possible implementation with their supplemental contributions. Thus, you would be able to negotiate with them in a bargaining position in favour of you. In order to strive for a successful promotion of your project at the Meeting, the following are to be particularly emphasized:
 - i. This Form should be filled with utmost available factual information of your project proposal.
 - ii. The closing date for submission of this Form to UNIDO, 31 October1976 should be strictly observed.
 - iii. Physical attendance to the Meeting by a person who represents your project is indispensable. Moreover, he should be well prepared to respond on the spot to both technical and policyoriented questions on the project that are expected to be extensively raised by prospective foreign investors.
- 3. In order for you to adequately fill in this Form, assistance may be provided, upon your request, by the UNIDO Senior Industrial Development Field Adviser who can be contacted through the Regional or Resident Representative Office of the United Nations Development Programme (UNDP) in your country. Additional copies of this Form will also be obtainable from the UNDP office.

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PA	RT	٨

I. PROPONENT

.1.1 Precise name and address of company or person sponsoring the Project: <u>Hinistry of Forents, through Directorate of Flowing and</u>

Coordination Dert.

Forthe Cadd, Houselu Sok 4 Ankara/Turkey

Telephone Number: Ankara 17 62 14
Cable Address: ______
Telex Number: _____

1.2 Name and title of the chief executive officer:

IL. Adurn KIR, Director

1.3 Name and title of your representative who will attend the Meeting:

lire Admon KIR, Director

- 1.4 Present legal status of your company (delete those not applicable):
 - (a) i. Private costor/Public sector/Private end public mixed-

ii. Sole proprietorship/Partnership/Private limited company/
Public limited company

If public sector owned, please state controlling Ministry or Authority:

Ministry of Forests

(b) Date and place of registration/incorporation:

1.5 How many people are presently employed in your firm?

-

- 1.6 Describe briefly your current business activity:
 - Flenning on coordination of public wood industry projects

in Turkey on behalf of the Ministry of Forests.

	(a)	dicate precis rposes:) <u>IFRKE</u>	Z BANKASI, Ankara	L			
		(Cent	ral Bank of Turke	у)			
	(Ъ)						
		II.	DESCRIPTION OF TH	•			
2.1	Thi	s project is	for 📈 new estab	lishment, / expansion			
	\square	modernizatio	n or X diversif	The function of an existing f	1 factory		
	(ch	eck whichever	is applicable on	d if you are running a t	instory.		
	al	ready, please	also complete Pa	rt B.)	factory		
2.2	Spec	cify precisely al production	y each product to 1 capacity.	be manufactured and res	pective		
		Name of Proc	luct	Capacity			
(A)	(<u>a</u>)	BOLU : Hou:	sing furniture	92.000 units	_ p.a. in 1 shift		
(B)		DUZCE : Sel	<u>ool furniture</u>	102.000 units	_ p.a. in 1 shift		
	(c) (d)				_ p.a.		
	(u)				_ p.a.		
•3	Spec:	ify size and	other important s	pecifications of each p	roduct.		
A)	(🚌)			000 side boards, 8000			
	(k)	6000 tables,	6000 side boards	, 40.000 chairs.	510018		
١٩	()4)	50.000 double deaks + 50.000 double bonches, 2000 cupboards					
B)	(#)			Evente Ushones, 2000 eu	pooards		
9)							

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III. MARKET

If the products are planned to be sold (check whichever is applicable below):

- <u>3</u>8'-

entirely to the domestic market, answer item (A) below.
entirely to the foreign market, answer item (B) below.
both to domestic and foreign markets, answer both items
(A) and (B) below.

If available from the Statistics Department of the Government or

any other reliable sources, indicate the quantity of domestic

A. Domestic Market

3.1

i

	Name of product		Quan	tity per ar	num
(a)	•		<u>1973</u>	<u>1974</u>	<u>197</u>
•••	dining sots		<u>1</u>	100_000	
b)	bedrooms eats		R	66_463	
;)	living room sets		***	113.843	•
I	arn chair sets			252.033	-
	THUNDER WITH oned	consumption j	le: -	31.586	
	/ all met by impo				
	All supplied by		local fac er)	ctories.	
		(insert number mports and the so, state bel estic supply	er) ne rest supp low respecti	olied by lo	of
	all supplied by partly met by i factories. If imports and dom	(insert number mports and the so, state bel estic supply	er) he rest supp low respection and number	olied by lo ive figures of existin No. o	of g
	all supplied by partly met by i factories. If imports and dom local factories	(insert number mports and the so, state be) estic supply	er) he rest supp low respection and number	olied by lo ive figures of existin No. o	of g f loc
.)	all supplied by partly met by i factories. If imports and dom local factories	(insert number mports and the so, state be) estic supply : Quantity	er) he rest supp low respecti and number for 1975	olied by lo ive figures of existin No. o	of g f loc
•	all supplied by partly met by i factories. If imports and dom local factories	(insert number mports and the so, state be) estic supply : Quantity	er) he rest supp low respecti and number for 1975	olied by lo ive figures of existin No. o	of g f loc
a) b)	all supplied by partly met by i factories. If imports and dom local factories	(insert number mports and the so, state be) estic supply : Quantity	er) he rest supp low respecti and number for 1975	olied by lo ive figures of existin No. o	of g f loc

	Name of product	ex-factory-\$US *)
(a)	dining ; room sets	1000.=
(b)	bedroom sets	950
(c)	living room sets	600
(d)	eets	500
_		200

*) Based on market survey 1974 with exchange rate : 13 - 157L

в.	Foreign Markets	
----	-----------------	--

Expected annual export of your products to foreign markets: 3.3 Country Quantity per annum The possibilities for export will be investigated after implementation of the projects. Have you ever explored the possibilities of exporting the products 3.4 to these countries? [7] Yes X No If yes, check whichever is applicable among the following: 7 You have foreign importers or local shippers who guarantee to take delivery of the above specified quantities of the products at currently competitive prices. \prod You have no such guarantee. However you know that the countries are importing substantial quantities of the products. AVAILABILITY OF WOOD AND OTHER AUXILIARY MATERIALS IV. Unprocessed Row Materials A. 4.1 Logs (a) Names of species both in commercial and botanical names: Commercial Name Botanical Name Item i) Item ii) Item iii) Item iv) Item v) Size (diameter under bark at smaller end of log): (Ъ) Length Diameter Item Minimum Maximum Iten ii) Minimum Maximum Item iii) Minimum Maximum Item iv) Minimum Maximum Item v) Minimum Maximum

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Lora	(con	t'd.)
	(0)	Price (check and fill in below whichever is applicable):
		Buying logs from local traders. If so, state their current prices delivered at factory.
		Item i) at US\$ per delivered at factory
		Item ii) at US# per delivered at factory
		Item iii) at US\$ per delivered at factory
		Item iv) at US\$ per delivered at factory
		Item v) at US\$per
		Importing logs directly from foreign shippers. if so state their current prices and terms such as FOB, CIF, C and F and particulars of charter party.
		Item i) at US\$ per on
		Item ii) at US3 per on
		Item iii) at US# per on
		Item iv) at US3 on on
		Item v) at USS on
		Receiving logs from our concession or reserve. If so, please answer the questions in paragraphs 4.2 Details about timber concessions and Part V. Logging Operation.
4.2	Detra	ils about timber conception (lease)
	(a)	Area available: hectares/acres
		Probable duration of concession: years
		Physical locationstate/province
		Has an inventory of the concession been carried out?
		Yes / No
		If yes, please give brief particulars on type of the inventory
	(b)	Royalty or stumpage fees
		Please check and complete whichever is applicable:
		Do you have to pay // royalty fee fixed at US\$
	/	

/

- 41 -

Details about timber concession (contid.)

-	tracted?	atomnogo for-	- بد ـــه محمواه		
rates for e		stampage fees,	please indic	ate their	
		per	ца)	ecify unit))
		per		/"))
Item iii)	at US\$	per	(/	/)
Item iv)	at US\$	per	/	")	
]tem v)	at US3	per	/(")	
	ts: (state	in US\$)	/		
LUBEING COD	and (artaro	1. 0.007			
LUSCING CUB			Species		
Fixed fee		em i <u>liew i</u> :			Ī
					Ī
Fixed fee	<u>It</u>				Ī
Fixed fee Stampage	<u>It</u>			والمترجبين والبليل والمراجب	<u>I</u> 1
Fixed fee Stampage Felling cost	<u>It</u>			والمترجبين والبليل والمراجب	<u>I</u> 1
Fixed fee Stampage Felling cost Replanting c	<u>It</u> <u>It</u> sosts costs ex- <u>\$</u>			والمترجبين والبليل والمراجب	
Fixed fee Stampage Felling cost Replanting o Transporting TOTAL COSTS	It It Sosts costs ex- y	<u>em i <u>lien i</u>:</u>		والمترجبين والبليل والمراجب	<u>I</u> 1
Fixed fee Stampage Felling cost Replanting of Transporting TOTAL COSTS factor Logging meth Please brief	It. It. Sosts costs costs ex- y costs idds: ly specify	<u>em i <u>lien i</u>:</u>	i <u>Item jji</u>	Item iv	*

Please also specify your proposed methods of log extraction from a felling point to a loading point (such as use of cable, tractor, animal or slope rolling etc.)

B. Semi-processed Matori.	aln See	ettrohod	Lints of	naterial	
4.3 Seven wood	for	(A) TOIN	and (5)	<u> BUECH</u>	
	ification			Price deliv at factory	
Species	<u>Cross Section</u> (Indicate Unit) Length	Proper- tion	Price	Unit
Item i) <u>Beach</u>	different	diffør	ent_% at	US3_200_5	per 3
Item ii)Pine	<u> </u>	. <u></u>	% at	. USJ <u>200</u> -	per_m3
Item iii)			at	U33 <u>200</u> 7	per 3
Item iv)	<u> </u>	m	% at	: US3	oer
Item v)	X	. <u></u>	% at	. US\$I	per
4.4 <u>Wood-based panels</u>				Price deliv	
<u>Name</u> 1/	<u>Type</u> 2/	Size	<u>cation</u> e Unity Thickness	: <u>Price</u>	Unit
Item i) <u>Particle haard</u>	17. sended	A?_ffor	ent 10.mm	at USS 201	1_por_m3
Item ii) Fibra borrd	a an	<u> </u>	<u>3_</u> EN_	at US\$ 250)_per_m ³
Item iii) Plymoud	11P	1		at USJ 800	<u>per 11</u>
Item iv)		X		at USS	per
<pre>(tem v)</pre>		<u> </u>		at US.	per
1/ Specify either of 2/ Specify kind of be sanded or up	onding agent ol				pard.
4.5 Other manufacturing ma		as glue, are, etc.		ng foils,	
Specify exact names of	f necessary man	ufacturin	ng materia	ls other th	aan
logs, sawn wood end we					ntities
required and current water Name of Materials Quantity		<u>Price</u>	ered at f	actory. Impo or lo	
Cloths.	p.a. at USs	<u>10</u> pe	r <u>m</u>	1.oca	L
Unholstry material	p.a. at US;	<u>70</u> pe	r3		New-adjuar (Standarder

٠,

Other manufacturing materials (contid.)

Name of Materials	Quantity	Price	<u>Unit</u>	Imported or local
poliah	p.a.	at US\$ <u>3.</u> per	kg	local
glue	p.a.	at US\$ 0.50 per	<u>kg</u>	
venger		0.60	m 2	14

V. LOGGING OPERATION

If you have own timber concession or reserve to supply logs to the proposed factory, please answer the following:

- 5.1 Location and facilities
 - i. Indicate the distance between the concession and the proposed factory:

ii. Proposed means of transporting logs to the factory. (check whichever is applicable)

distance:

- by log rafting or barges through a nearby river or loke. If so, indicate the distance between the water and the operation site.
- by railway. If so, // the rails have already been laid and wagons have already been acquired or // both have to be purchased.
- \square by lorries. If so, state whether:
 - a road passable by lorry has already been constructed between the concession and the proposed factory.
 - a road passable by lorry for a distance of _____km/ miles is to be constructed. Please state the maximum load limit on the road: ______ tons.
 - by other means such as the use of horses, elephants, etc. If so, please specify.

ili. Ape you already logging under a leased concession or own reserve?

Yes

∠7 No

km/miles

km/miles

If yes, state:

a) Current quantity logged _____ per month.

- 43 -

Electricity

Check whichever is applicable among the following:

- Power supply is readily available at the site. If so, state price in USS $_____OO4____$ per KWN.
- Power sucply is presently unavailable at the site, therefore extension of a power cable for a distance of about _____ km is necessary and its cost will be borne by:

Power company or local authority.

- The company to be formed. Please indicate an estimated extension cost: US\$
- Power generators must be installed due to permanent unavailability of power supply.

Water

Check whichever is applicable among the following:

Y Public water supply is readily available at the site.

Public water supply is presently unavailable at the site, therefore extension of a municipal water line for a distance of about _____ metres is necessary and its cost will be borne by:

Local authority
The company to be formed

.

A public water supply is permanently unavailable at the site, therefore:

Water must be pumped from the nearest water supply at a distance of _____ metres from the site.

X A well must be dug by the proposed company within the site.

Effluent disposal

If the projected factory needs drainage facilities for effluent disposal, check and complete whichever is applicable among the following:

The facility is readily available at the site.

The facility is presently unavailable at the site.

A drainage facility of _____ metres must be completed at the expense of:

/ Local authority

The company to be formed

Is there any local regulation which induces the proposed factory to install a water treatment facility?

Yes

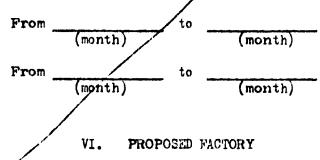


Location and facilities (cont'd.)

b) Specify respectively types and numbers of heavy daty vehicles; such as tractors and timber loaders used for logging:

5.2 Rain and Snow Fall

Indicate the period during which the logging operation is discontinued because of rain or snow falls. (Only if applicable.)



6.1 Site

> (a) State name of town, city and province of the proposed factory site: At DOLU (Bolu) : BS DUZCE (Bolu)

(b) Indicate space of factory building estimated to be necessary: At 20-000 : B: 4-400 _ square metres/2004.

Have you already bought or leased the factory land?

🔀 Yes Indicate area of // log pond or // storage ground estimated to (c) be necessary.

square metres/feet.

No

State whether an all weather road suitable for a heavy vehicle is readily available between the two places (b) and (c) above.

// Yes Also indicate its distance; __ km/miles.

6.2 Availability and costs of utilities

Fuel to be used (check whichever is applicable).

timber waste

oil. Price at US\$ 0.10 per 1tr delivered at factory.

others. Please specify:

Price at US\$ _____ per ____ delivered at factory.

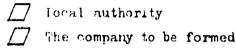
- 46 -

6.3 Infrastructure

Check whichever is applicable among the following:

(a) A road suitable for a lorry is readily available from a trunk road to the site. If so, how much maximum gross load is allowed? ______ tons.

Road construction for a distance of _____ km is necessary and the cost will be borne by:



- (b) Indicate the distance between the nearest railway station and the site by road suitable for a lorry: <u>A1 150</u> km.
- (c) If some of the necessary machinery and equipment and some of the materials are to be imported or some of the products are to be exported, state:

Name of port <u>A: Titrihul R: Tatanbul</u> A: 250 Km Distance from site to port <u>B: 150 Km</u> of which: Transperiation by rail _____km.

> Transportation by road ______ B: 250 km. B: 150 km

- 6.4 Staffing
 - (a) Indicate estimated personnel requirements and <u>average-menthing</u> wages inclusive of all allowances and benefits.

	Number	2			<u> Per</u>	mandaneveis	
Management	<u>_</u>	3	_ persons	at	US∋		B.000
Technical supervision	6	6				15.000	
Clerical		5	persons	at	US3	27.000	14.000
Skilled labour	f	•••••·	_ persons	at	us₅Ì	295.000	149.000
Semi-skilled labour	173		persons	nt	US\$		1
Unskilled 1	ibour		_ persons	at	US\$)	
Seasonal la) our <u>-</u>		_ persons	at	USJ		

If any are unavailable locally, state only "unavailable".

 (b) If the above monthly wages are including some form of allowances or benefits such as free rice, sugar, cooking oil, housing etc., please specify briefly:

 $[\]Box$ A road suitable for a forry is presently unavailable.

Staffing (conttd.)

Check whichever is applicable among the following:



Labour specified in item (6.4) is readily available within commuting distance.



The specified labour is available but beyond the commuting distance.

Γ

Housing facilities will need to be provided.

6.5 Machinery and Equipment

If this project is for the expansion, modernization or diversification of an existing factory, attach a list indicating maximum details of the machinery and equipment already installed in the factory, giving age, condition, rated capacity, costs and manufacturer's names. ,

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VII. FINANCING OF PROJECT COSTS

If you have a roughly estimated project costs and financing plan for your project, complete 7.1 and 7.2 below:

7.1 Composition of investment (figures in US\$) = 1000 :

		Local currency		Foreifn	exchange	Total		
*Pre-investment costs:		<u>.</u>	<u>S</u>	<u>.</u>	sts B	<u>.</u>		
Assets:	Land					1920-17-17-19-19-1-1-1-1-1-1-1-1-1-1-1-1-1-1		
	Buildings	2.424	550			2.424	550	
	Housing for labour		(1)	60				
	Machinery	_301	202	1.659	763	1.950	<u>9</u> 70	
Other as	sets				640	çina Lundha danışa stranıtara t	6 7	
Working	capital	760	460			760	450	
•	TOTAL	3.485	1.212	1.659	768	5•144	082.1	

*Legal expenses, underwriting fees, etc.

7.2 Financing plan (figures in US\$)

	<u>Local</u> <u>Contribution</u>			eign ibution	Total	
Share capital	<u> </u>	<u> </u>	A	<u> </u>		<u>B</u>
Loan capital		o diccuase	d <u>at Nont</u>	ral	• • • • • • • • • • • • • • • • • • •	
Working capital	760	460			760	460
TOTAL	3.485	1.212	1.659	768	5.144	1.980

Financing plan (contid.)

7.3 Have you submitted an application to or had discussions with any development banks or other institutions in your country in regard to your proposed venture?

/ Yes

No No

If yes, please state their response and attach copies of any relevant documents.

7.4 If not, what are the names of credit and investment institutions in your country which you propose to contact for financing of your project?

linistry of Finance

7.5 Please state your company's or personal contribution to the capital required: in cash US3 _____, in kind US\$ _____.

7.6 If in kind, please specify:

VIII. FOREIGY CONTRIBUTION DESTRED

Check whichover is needed among the following:

Loan capital/supplier's credit

Machinery and equipment

Turnkey contract (Technology and technical responsibility)

Processing technology, // ficensing, // Patents, // Wrade marks Management: 🗶 technical, 🗾 commercial for a period Æ Marketing: *[*] export, <u>[</u>] domestic Other, please specify _____

/ No

IX. INCENTIVES

9.1	Do your	government's	plans	ascribe	any	special	priority	to yo	our
	proposed	i project?							

Yes

If yes, please explain briefly:

Q	There is no difficulty in obtaining import licence.
7	Issue of import licence is restricted under particular condition which are:
V	Import duty is entirely exempted.
7	Import duty is charged and its rate is per cent ad valorem
r	the proposed company: (check and complete whichever is applicabl
7	Tax on company's profit is entirely exempted for years.
7	Partially exempted (interpretent interpretent
7	Tax on the company's profit is not exempted. If so, state rate
	of income tax on net profits per cent.
B	the transfer of dividends, licence fee and salaries of foreign connel, and for the repatriation of capital, (check and complete hever is applicable among the following):
ß	the transfer of dividends, licence fee and salaries of foreign connel, and for the repatriation of capital, (check and complete
r s ic 7	the transfer of dividends, licence fee and salaries of foreign connel, and for the repatriation of capital, (check and complete hever is applicable among the following):
r B L c 7	the transfer of dividends, licence fee and salaries of foreign connel, and for the repatriation of capital, (check and complete hever is applicable among the following): Remittance of dividend is permitted without any restrictions, restricted under certain conditions. If so, specify:
гв іс 7 г 7	the transfer of dividends, licence fee and salaries of foreign connel, and for the repatriation of capital, (check and complete hever is applicable among the following): Remittance of dividend is permitted without any restrictions,
rB	the transfer of dividends, licence fee and salaries of foreign connel, and for the repatriation of capital, (check and complete hever is applicable among the following): Remittance of dividend is permitted without any restrictions, restricted under certain conditions. If so, specify:
r Bic 7 7 7 7	the transfer of dividends, licence fee and salaries of foreign connel, and for the repatriation of capital, (check and complete hever is applicable among the following): Remittance of dividend is permitted without any restrictions, restricted under certain conditions. If so, specify:
	the transfer of dividends, licence fee and salaries of foreign connel, and for the repatriation of capital, (check and complete hever is applicable among the following): Remittance of dividend is permitted without any restrictions, restricted under certain conditions. If so, specify:
	the transfer of dividends, licence fee and salaries of foreign onnel, and for the repatriation of capital, (check and complete hever is applicable among the following): Remittance of dividend is permitted without any restrictions, restricted under certain conditions. If so, specify:

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9.4 (cont'd.)

Repatriation of foreign capital is permitted without any restrictions or

repatriation of foreign capital is restricted under certain conditions. If so, specify:

Depending on financing percepts	nents
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9.5 For imports of raw or other manufacturing materials. Check and specify whichever is applicable among the following:

Import duty is totally exempted.

/7 Import duty is refunded if the products are re-exported.

Import duty is charged at an average of _____ per cent ad valorem.

9.6 Please indicate briefly special protective measures. if any, on the proposed products from competitive imports (such as import quotas, tarrif barricades etc.)

Ro import of Annaiture is ellowed

9.7 Please indicate special export incentives (such as bonus voucher, tax relief, etc.)

tor roline

9.8 Please describe any special incentives for new industrial enterprises or for expansions of existing industrial units given by your Government.

1. Partial tax exercition

2. Truest duty reduction on imported capital goods

X. OTHER INFORMATION

- 10.1 If you intend to form a new company for the project, what will be the proposed legal structure?
 - Sole proprietorship

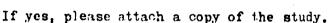
Partnership

7 Public limited company

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10.2 Have you conducted any studies to ascertain the techno-economic viability of the project?

X Yes



10.3 Have you previously been in contact with potential foreign collaborators for your project?

51

X No Yec

If yes, it would be useful if you provide names and dates of contacts and describe briefly the status of your negotiations.

7 No

10.4 Has your firm had or does it now have any collaboration agreement with foreign parties? If so, please state name of the collaborator, duration and brief nature of the collaboration.

10.5 Does your country require you to have an industrial licence to establish your enterprise? If yes, please attach a copy of the licence issued.





10.6 If you wish to stress certain matters concerning the project which would be interesting to foreign investors, please state briefly below.

• • •

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	Please briefly describe the reasons why the cusandonyredonnic diversification is management, planned.
	In both places covernmental wood industries are already
	operated (new milling, plywood, particle board production).
	Therefore the furniture fectories thall be added and
	integrated
	Is the fore-mentioned plan to be accomplished by the establishment of a separate unit of production or by modifying and/or adding to you existing production line? (Check whichever is applicable):
	🔀 establishing separate unit
	// modifying and/or adding to existing unit
	Is the existing capacity being fully utilized?
	If no, specify in percentage present operational capacity against
	full rated capacity:
	Approximately per cent.
]	Explain why you are unable to achieve full rated capacity.
-	
•	
•	
•	
	Specify precisely each product currently being manufactured and the respective annual production.
	Name of product Quantity Unit (board ft. etc.)
	(a)p.a.
((b)p.a.
4	(c)p.a.
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Name of product	Domestic quantity	Exp	orts
		country	quantity
(a)			
(b)			
(c)			
(d)			

6. Is space available in the existing factory building to accommodate required new lines or proposed modification?

Yes 11

X No

- 7. Please attach audited Statement of Accounts of your company for the past three years.
- 8. If the resources sought include share capital participation, please explain your proposals for the redistribution of the share holding.

-01 Tabless

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REUBLES REUBLASTS (suits)

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		I - TABLE IS L'E	Derrue (1) Ztackie (2)	Barre (:)	Traverant de 2. (); Traveras (5) Cernière (7)	3) N 1 1	1 2) 2)	a tant	Traverse 3(6)	Traverse B()	III - ANTINE DU Dessus (2) Dessors(2)	(1)	Porte (5)	Nortant P(7) Pio traverse (8)	Cie trawerse (9) Etagère (10)				

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N.T. STAN	No. of Street,	No Addressed	-ANHUN	GOT TIME	ettavare -	10.00 March 10	and the second s		.		
			D'ELEGENS	en a) (1 face)					RUTINGS	ZHONOCHARS	SCULAZ
<u>2:12</u> Planche de 14 cm envirce	Trais Sector	Lessue Etcydre 7.1 étagere Farn d'as.	159 - 60 195 - 60 50 - 50 176 - 50 176 - 50	2007-24 2007-24			135, acr 154, Ar 3 45, 500 35, 000	50 . 707 106.000			
	31.10 de 1 111112	Send Possier Farre	1.5.00 jõ.se 10.00	있었도 이	****	~•~~ ~	163-770 127-670 50-670 26-670	000 °C			
				<u>द्र</u> (ह)			200°0000000000000000000000000000000000	303 ° 690			
TISCUL 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	TATE do Tratero	Deseus 24.55.5 7.0164.2.35	898 898 898 898 898		22-500 14-040 5-265 40-305	154.200 111.000 116.000 116.000			50 •003		
	<u>ह</u> र्भ क 1'घा टाउ	Ford Dosa ia r	50 •000 50•000		15-mo 20-00 22-00	145.000 111.000 273.000			50.300 100.000		
					63.105	673 . 000					00
STATES	SAFTELT STEVE	Montant de p. Traverse de p. Cornêse de p. Traverse int.	200.000 200.000 200.000 200.000	`	15. 620 6. 436 3. 240 31. 260 31. 260		130.000 54.000 27.000 43.500 260.500	100,000 109,000		700,000 200,000 200,000 50,000	100-003 (5) 50-000 (2)
	SAND Salar Salar	Gd montant Pt montant Travere H. Travere A. Travere int.	103-000 100-000 100-000 100-000 00-000 00-000		24.08 24.08 26.05	~	20.50 20.50	100.000 160.000 400.000		100,000 100,000 100,000 100,000 100,000 1,000,000	100-000 (4) 50-000(2)
	ANCESSES	Montant de pe Traveres de pe 34 Traveres de pe	3, C30 4, 000 4, 000		192 192 192 192		1.000 1.400 7.320 7.320	A. 560 A. 560 B. 600		8, 500 4, 000 4, 000 16, 000	2.000 (4)
-					26° 300		463.320	408.000		1,016,000	

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XILLINX			ROOM	SETTOR	SURFACE	PICTURE	LONGUETIR	H O K		SHOILF HHHO	5 10 10
			P'SURGETS	(H 40	en ≡2 (1 face)	en F 1	•n 7 1	30V DATA	RAINTAGE	TROBCOMENCE	SCUDAGE
PATENT	AUNCINE	Desecute	2.000	17	934	6.200		4.000	2-000		
3	8	Cont	1 000	ନ୍ଦ	1.246	9°.60		4.000	4.000		
NELEZ		Cletteon	2-000 5-000	n	623	4-690		2.000	>	-	
		ti di	1.000	2	1.732	10.640		`	~		
		218 atia	4-00	16	853	7-480		-	-		
TOTAL				8	192, s	38.360		10.000	.000		
PASTEAUX		Deerus	2,000	11	У.	6.200		2,000	2.000		
SHOW	du								i		
TOTAL				11	¥f6	6.200	· · · · · · · · · · · · · · · · · · ·	2-000	2,000		
PATERIT R	APPCINE din	1	2°000	0	1.785	7.680		~	~		
TULOL				6	1.785	7.680					
STOL N	Alteroline	Paratons Coby	4-000 0000 0000	1	1.870 2.492						
TOTAL		,			24778						

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