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**UNITED NATIONS INDUSTRIAL DEVELOPMENT ORGANIZATION**

**A Report to UNIDO on the Mission to Sarajevo  
on the Wood and Wood product Industry**

by  
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Europe Programme  
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*Beckstep. Eff. Mr. Diodeman*

31 January 1996

## **Introduction**

*In response to a request by Mr Hadziomeragic, Deputy Minister to the State Committee for UN cooperation with Bosnia Herzegovina, UNIDO contracted the consultant to make a preliminary visit to that country to establish, based on discussions with the relevant Government officials and civilian agencies, the following:*

- The logistical problems involved in placing a civilian consultant into the region at this time;*
- The short term and long term needs of the timber processing and associated industries, and*
- The possible course of action to be taken by UNIDO in assisting Bosnia and Herzegovina in the reconstruction of its timber processing industry.*

*Due to the short time frame available, it was accepted by UNIDO that the mission could only be of an exploratory nature and therefore the approach to the meetings would be to obtain an overview of the current situation. The meetings would emphasize, also, the need for the industry to begin preparatory work on the identification of those companies which were considered a priority. It was hoped that there would be a second mission in early 1996 to review the preparatory work of the Government and Industry together with the identification and preparation of full project proposals for the selected companies.*

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3.0 State Committee for UN cooperation - paper on selected wood processing companies.

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**Attachments**

1.0 Sarajevo City Planning Institute - Complete document on reconstruction in Sarajevo.

2.0 AIC Red - Complete document on reconstruction in RBH [being sent under separate cover from Sarajevo to UNIDO Vienna.]

## **1.0 Recommendations**

- *The amount of timber which can be cut on a sustainable yield basis must be determined and agreed to by the Government and industry.*
- *The condition of the sawmills needs to be determined.*
- *The wood processing companies identified by the Government, industry, and UNIDO need to be visited and prioritised for assistance.*
- *The company reconstruction should be complete and not piecemeal in order that the reconstructed companies can be used as role models for attracting private investment for the reconstruction of other companies.*
- *The needs of the domestic and export market need to be identified and agreed to by the Government, the industry, and UNIDO.*
- *A training programme covering all aspects of the industry needs to be introduced.*
- *All necessary utilities must be available to the selected companies before reconstruction can begin.*
- *Foreign exchange must be available for the purchase of essential raw materials and consumables.*
- *A study of selected companies should be carried out to determine whether they could be reprofiled to service the wood processing industry and reduce imports.*
- *Civilian consultants travelling into Bosnia Herzegovina must have the necessary logistical support to enable them to carry out their mission in an effective manner.*
- *UNIDO should establish its own office in Sarajevo to assist in this task.*

## 2.0 Wood processing [excluding pulp and paper]

During the afternoon of Thursday 21st, Friday 22nd and the morning of Saturday 23rd of December the consultant met with the following Governmental and civilian institutions:

- *State committee for UN Cooperation* 444 537 / 444 538 fax  
*Mr. Hasan Muratovic, Minister*  
*Mr. Amir Hadziomeragic, Deputy Minister* 663 713  
*Mr. Haris Masinovic, Economist/Interpreter*  
*Miss Lejla Sabitovic, Economist/Interpreter*
- *Ministry for Energy and Industry*  
*Department of timber processing*  
*Mr. Jovo Jovanovic, Engineer* 531 847
- *Institute of City Planning*  
*Miss J. Osmankovic, Manager* 664 347 / 664 638 fax
- *Directorate for the Reconstruction and Development of Sarajevo* 472 324 / 470 887 fax  
*Miss Silvana Maric, Director of Operations*  
*Miss Amela Kurtovic, Secretary*
- *Agency for International Cooperation for Reconstruction and Development -AIC Red* 63 500 / 656 087 fax  
*Mr. Sead Kreso, Exec Dir. [not met]*  
*Mr. Sead Zivalj, Secretary*  
*Mr. Nino Steinbauer, Manager*
- *SIPAD Holdings* 473 094 / 473 094 fax  
*Prof. Murat Buckovic, Gen Director*
- *SIPAD Manufacturing* 619 171 / 616 744 fax  
*Mr. Stefo Sorn, Director*
- *Standard Furniture* 465 688 / 465 688 fax  
*Mr Adnan Causevic, Gen Director*
- *KRIVAJA of Zavidovici*  
*Mr. Hasan Muratovic, President of the Board*

Other contact numbers are:

- Ministry of Foreign Affairs Sarajevo Sat 871 144 6326 / 6327 fax
- UNPF, Zagreb
  - Mr. Bjornsson, Director, V Sat 2060
  - Secretariat 2426
  - Mr. Jones 2586
  - Mrs. Paris 2387
- IFOR, Sarajevo
  - Senior Officer Administration
  - Bob Grieves, Manager 5502
- Sarajevo Airport 5000

The following text seeks to highlight the the main points made by the individuals named above during their meeting with the consultant or contained in the documentation given to the consultant and attached to the report as appendices. In those areas where there are conflicting points of view, these will be shown. It should also be noted that due to the short time frame, it was not possible for the consultant to visit any of the factories and make observations first hand.

## 2.1 Raw Materials

The Republic of Bosnia and Herzegovina (RBH) has some 53% of its territory under forest. The growing stock has been calculated at 360 million m<sup>3</sup>, of which 316 million m<sup>3</sup> is harvestable. Estimates as to the percentage of forest which is hardwood or softwood range from 40 to 60% in both cases. Estimates as to the quantity of timber which can be harvested on a sustainable yield basis vary from 2,000,000 to 7,000,000 m<sup>3</sup> per annum. A Government paper on annual cutting is to be published before the end of 1995 and will be available to UNIDO after that date.

## 2.2 Harvesting

The forests are considered to have suffered relatively little damage. The road transportation is of greater concern. Both the rolling stock and road systems have been badly damaged by the war, as have the harvesting and sawmilling equipment [See appendix 1]. Before the war, this part of the industry employed some 22,000 persons, of whom some 16,000 could, reasonably, expect to be employed in RBH today.

## 2.3 Manufacturing

Previous to the conflict, the industry employed somewhere in the order of 100,000 persons. In RBH, it could be rationally expected to employ approximately 35,000 people in the future. At the present time, the industry is operating at 15% of its capacity, with a labour force composed of primarily women and children. However, the original workforces are beginning to return to their workplaces.

The industry has established itself in the forested regions of the country. Each centre of activity has developed a number of different processes within large timber processing complexes employing between 1,000 and 2,000 people. The majority of these are described in appendix 1, together with the estimated cost of reconstruction for each complex.

Before the war, some 80% of the industry was under the control of SIPAD, with 10% being controlled by KRIVAJA of Zavidovici. A law has been passed recently which states that within one year of the signing of the peace agreement, all companies must be privatised. It is the consultant's understanding that SIPAD would prefer to remain a monopolistic enterprise. Others believe, however, that its role will be reduced to that of a selling and marketing organisation.

Of the 46 projects contained in appendix 1, the 14 contained in appendix 2, and 20 plus contained in appendix 3, [some of which are common to all lists], the Government has provisionally identified 6 as being of the greatest importance, namely:

- Sana Sanski Most
- Janj Donji Vakuf
- Kljuc Kljuc

- Konjuh            Zivinice
- Neretva        Konjic
- Sokolina       Kladanj

The consultant has requested that SIPAD prepare its own list of priorities in readiness for the proposed follow up mission in early 1996 and asked both the Government and civilian agencies to ensure that those companies are aware of the study to be undertaken so as to be fully prepared. It is probable that many of the companies on the SIPAD list will be common to those mentioned above.

## 2.4 Sales and Marketing

As already stated, SIPAD controlled the sale and marketing aspects of the wood processing industry for the former Yugoslavia and is expected to continue this function in RBH after privatisation. Previously, SIPAD had achieved an annual turnover of some \$US 2 billion, of which \$200 million was generated by exports. In addition, there are a number of smaller, but highly significant, companies who had, also, exported a high proportion of their production. Using a conservative estimate, it should be possible for RBH to achieve export sales of \$100 million PA in the future. Nevertheless, it is the concern of both the Government and industry that the longer it takes to re-enter the market place, the more difficult it will be for RBH to regain its position as a market leader in wood processing.

## 2.5 Training and Technology

The education of operators, technologists, and managers for the wood processing industry has been at a minimal level for the last 4 years. This, combined with the lack of technological advancement and destruction of existing equipment (due to war damage, neglect, improper use, or lack of maintenance), during the same period has left the industry in a perilous state.

It has been accepted by both Government and Industry that the companies selected for reconstruction cannot be judged purely on their condition with regard to war damage and that all of the other factors mentioned above will need to be taken into consideration. So, too, will the question of location in relation to the new borders/relationships with neighbouring countries.

## 2.6 Conclusions

- The amount of timber that can be cut on a sustainable yield basis needs to be independently assessed. Bosnia Herzegovina is a major timber producing country. It is probable that the information is available and merely requires interpretation.
- The condition of the harvesting equipment and sawmills needs to be assessed, together with that of the road and rail network. These elements need to be considered in relation to the borders and relationships with neighbouring countries.
- A prioritised list of companies needs to be established giving due consideration to the domestic and export needs of the country.
- In addition to considering the lists prepared by SIPAD and the Government, UNIDO will need to discuss with the relevant parties in Sarajevo the information contained in appendices 1, 2, and 3. This will need to be done before deciding upon the list of companies to be visited prior to making the final decision on the companies to be assisted.
- In terms of domestic needs, it is the consultant's view that due to the current situation, the large enterprises will be unable to cope, in the short term, with the requirements of doors, windows etc., needed for the reconstruction of traditional housing. Therefore, a system which would allow for production of smaller orders will have to be developed.
- With regards to exports, timber products represent the largest possible source of foreign income. As such, it is considered very important to revitalise part of this industry in the briefest possible time. The revitalised companies could then be used as role models for attracting foreign investment to other companies in the country.
- A training programme for all aspects of the industry should be considered a priority, in order for the time lost in design, manufacturing, and management skills to be minimised.



### 3.0 Associated and other Industries

Due to the brevity of the visit, it was not possible for the consultant to meet with representatives of any other industry. The following text is derived from personal observation and conversations in general.

#### 3.1 Associated Industries

In broad terms, the products required to allow timber processing to take place are as follows:

- Utilities comprising heat, light, water, electricity, gas/oil/coal, telephone/fax, compressed air, road and possibly rail transportation [plus equipment and fuel].
- Raw materials comprising glue, glass, nails/screws, hinges/handles, metal fixings, upholstery materials and fabrics, with additional items, such as polythene, waterproof paper, etc. .. for timber frame housing.
- Consumables, including sandpaper, tooling manufacturing and sharpening, preservatives, paint and lacquer, etc.

Those items within the direct control of the industry are raw materials and consumables. It is the claim of SIPAD, which control 80% of the industry, that a turnover of \$US 2 billion would require the company to import raw materials and consumables at the value of only \$US 4.3 million. What was not made clear was what percentage of the total associated raw materials and consumables \$US 4.3 million represented. Also not clear was what percentage of the balance would be made in RBH from imported raw materials.

Other comments made during the discussions or contained in appendices 2 and 4 would indicate that the country has a small manufacturing base dominated by the wood processing industry. Of those industries directly related to the wood processing industry, the consultant was able to determine the following:

- Glass is not manufactured in the country;
- Glue is not made in the country;
- Lacquer is not made in the country, but there is a paint manufacturing facility, the raw materials for which may be imported;
- There are few specialist furniture fitting manufacturers. There are, however, a number of metal fabrication companies capable of manufacturing such products as hinges, handles, locks, etc;
- Heavy engineering is limited, with no recognised furniture machinery manufacturing;
- The country has the facilities to produce tooling in the form of cutters and saws; and
- The country has a textile industry.

Many of the companies with the ability to supply raw materials and consumables to the wood processing industry are, themselves, in need of reconstruction.

#### 3.2 Other Industries

Such information as the consultant was able to collect concerning the present state of other industries is contained in the full publication "Sarajevo Reconstruction Projects" issued by the City Planning Institute and attached to this report [appendix 2]. A related publication for Bosnia Herzegovina has been issued by AIC Red [appendices 1 and 4]. A full copy of this report was not available to the consultant at the time of his visit, but arrangements were made for a copy to be sent directly to UNIDO, Vienna.

#### 3.3 Conclusions

- All the utilities must be in place or under repair before reconstruction of the enterprises can begin.
- Imported raw materials, consumables, and equipment play a major part in the wood processing industry. Foreign exchange must be available for the purchase of these items.
- Some of the existing manufacturing capacity could be reprofiled to serve the needs of the wood processing industry, thereby reducing the need for foreign exchange.

## **4.0 Logistics**

*The timing of the mission [18 to 24/12] coincided with the changeover in Bosnia Herzegovina from UNPROFOR to IFOR. It is possible, therefore, that many of the problems encountered by the consultant will diminish in the weeks/months to come.*

*It is, also, clear that most of the other problems resulted from UNIDO'S efforts to field a consultant very quickly [before the end of 1995], and from the willingness of the consultant to accept the assignment on such short notice, knowing that part of the brief was to identify and comment upon such issues. In the future, when more time is available to plan such missions, many of the problems will be resolved as a result of this experience.*

### **4.1 Documentation**

*The consultant travelled to Sarajevo with a faxed copy of a Security clearance issued by the Director of Administration, UNPF, Zagreb and a United Nations Certificate issued for March/April 1995 which was technically invalid. Both of these documents were viewed with suspicion at all of the military checkpoints through which the consultant passed [Zagreb, Split, Sarajevo].*

*It is the consultants belief that without the assistance of an accompanying military officer, progress through any of these checkpoints would have been very difficult.*

### **4.2 Foreign Travel**

*Travel to Zagreb [or Split] is by scheduled civilian airline. The journey from these cities to and from Sarajevo is, for the present time, by UN aircraft under military control. Consequently the passport and check-in procedures are, also, under military control. These procedures require access to restricted areas with the correct documentation. In addition, it is currently a prerequisite that all passengers, military or civilian, fly with a flak jacket and helmet. While the consultant observed that some passengers were allowed to fly without this equipment, it is his view that if there is any doubt about an individual's documentation, the lack of jacket and helmet would present the military with an excuse for excluding that person from the flight, irrespective of status.*

*At the present time, there are two UN flights per day, 6 days per week, Sunday being excluded. Transportation is by a Russian YAK 40 passenger jet accomodating some 24 persons or by ILLUYSHIN 76 transport plane with basic seating for some 60 persons. In the autumn and spring, flying conditions can be very bad due to fog, and cancellations/delays are regular. It must, also, be remembered that the military will normally take precedence over civilians, and being bumped off a flight is common practice.*

*At the time of writing, travel into and out of Bosnia Herzegovina by any other means was not considered possible by either the civilian or military contacts made by the consultant.*

### **4.3 Communications**

*Communications regarding the consultants movements were very poor. His arrival in both Zagreb and Sarajevo was unexpected. In both cases, faxes or telephone messages were given to his contacts after his arrival in that place. As a consequence, a great deal of time was lost, both by the consultant, in trying to reach his destination, and by the contact agencies, in trying to reschedule or arrange meetings for the consultant.*

### **4.4 Domestic travel and accomodation**

#### **4.4.1 Zagreb 19/20-12-95**

*After having made contact with representatives of UNPF, it was explained to the consultant that the only assistance requested of UNPF at that time was to arrange his security clearance for Sarajevo. It was, therefore, left to the consultant to make his own arrangements for transport, accomodation, and onward travel to Sarajevo. The consultant was only able to do this through personal contacts.*

*Following receipt of the official request for assistance from UNIDO - which arrived in UNPF some 6 hours after it was faxed from Vienna and 3 hours after the arrival of the consultant, assistance with accomodation was offered, but declined, as arrangements had already been made with regard to both accomodation and transportation to Sarajevo. At this time, UNPF was asked to ensure that the civilian contacts in Sarajevo were aware of the impending arrival of the consultant and to react accordingly.*

#### 4.4.2 Sarajevo 21/22/23-12-95

Following a diversion to and stopover in Split [20 to 21-12-95] - due in the first instance to bad weather and in the second to the requisitioning of the aircraft for military personnel, the consultant arrived in Sarajevo at 12.00 am on Thursday 21st December. The consultant was not met by any of the contact names he had been given and made his own way to the headquarters of UNPROFOR/IFOR in order to gain access to a telephone. The office of the Senior Officer Administration gave the consultant assistance in contacting the various agencies, after which meetings and accommodation were arranged. Neither IFOR nor any of the civilian agencies were able to assist with transport, and it was left to the consultant to make his own way around the city.

At a meeting [Friday 6.00 pm] with the Minister for the State Committee for UN Cooperation, the Minister assured the consultant that his department would be responsible for arranging transportation for subsequent visits of UNIDO specialists.

#### 4.5 Conclusions

- Civilian consultants under contract to UNIDO should be provided with documentation to a standard which will satisfy the civilian and military authorities [IFOR] controlling the movement of personnel to, from, and around Bosnia Herzegovina.
- Civilian consultants under contract to UNIDO should be provided with UN flak jackets and helmets in order to comply with the requirements of IFOR.
- It must be remembered that IFOR is a military organisation and bears no responsibility for civilians beyond their safety.
- UNIDO must establish its own contacts in Zagreb and Sarajevo to enable the civilian consultants to move quickly, both in bureaucratic and physical terms. These contacts should also be responsible for arranging accommodation, flights, transport, and meetings according to the requirements of the consultant and in advance of his/her arrival in the city. Such actions would reduce the time lost by the consultant when having to deal with these elements on arrival.

#### 5.0 Recommendations

- The amount of timber which can be cut on a sustainable yield basis must be determined and agreed with Government and Industry.
- The condition of the sawmills needs to be determined.
- The wood processing companies identified by Government, Industry and UNIDO need to be visited and prioritized for assistance.
- The company reconstruction should be complete and not piecemeal in order that the reconstructed companies can be used as role models for attracting private investment for the reconstruction of other companies.
- The needs of the domestic and export market need to be identified and agreed.
- A training programme for all aspects of the industry needs to be introduced.
- All necessary utilities must be available to the selected companies before reconstruction can begin.
- Foreign exchange must be available for the purchase of essential raw materials and consumables
- A study of selected companies should be carried out to determine whether they could be reprofiled to service the wood processing industry and reduce imports.
- Civilian consultants travelling into Bosnia Herzegovina must have the necessary logistical support to enable them to carry out their mission in an effective manner.
- UNIDO should establish its own office in Sarajevo to assist in this task.

## **B2. WOOD-PROCESSING INDUSTRY**

*Project No. B2. 1.*

1. Enterprise: "KONJUH"
2. Address: Živinice
3. Phone: 075/77 57 94
4. Fax: 075/77 55 20
5. Sector: Wood Processing
6. Project title: School Furniture Production
7. Required resources: Veneer, chip plate, beech wood elements, plywood, nitrolacquer, thinner, glue and other
8. Time for Realization of the Project: 7 months
9. Duration of Project: Continuously
10. Scope of production: 30,000 school chairs, 15,000 benches orms, 800 pcs chairs 800 pcs lecturing desks, 800 pcs black boards, 800 pcs bookcases
11. Required financial sources: 934,000 DEM

*Project No. B2. 2.*

1. Enterprise: ŠIPAD "NERETVA"
2. Address: Konjic
3. Phone: 088/72 62 97
4. Fax: 088/72 72 13
5. Sector: Wood processing
6. Project title: Initiation of Production
7. Required resources: Beech wood logs, pine wood logs, chip plate, veneer, colors, lacquers, thinner and other
8. Time for Realization of the Project: 3 months
9. Duration of Project: Continuously
10. Scope of production: 9,000 m3 wooden structure, 2,000 pcs cases, 30,000 pcs school furniture, 3,500 sets of office furniture, 3,000 pcs kitchen furniture
11. Required financial sources: 700,000 DEM

*Project No. B2. 3.*

1. Enterprise: ŠUMARSTVO
2. Address: Mostar
3. Phone:
4. Fax:
5. Sector: Processing of limber
6. Project title: Initiation of Production
7. Required resources: Vehicles, spare-parts, tires
8. Time for Realization of the Project: 6 months
9. Duration of Project: Continuously
10. Scope of production: 37,600 m3 of leaf forest; 16,900 m3 of conifer; 10,300 m3 fire-wood
11. Required financial sources: 1,868,000 DEM

*Project No. B2. 4.*

1. Enterprise: KOPRIVNICA
2. Address: Bugojno
3. Phone: 070/81 026
4. Fax: 070/81 227
5. Sector: wood Processing
6. Project title: Equipment for Sawmill
7. Required resources: Equipment
8. Time for Realization of the Project: 3 months
9. Duration of Project: Continuously
10. Scope of production: 5,250 m3 of building timber; 3,250 m3 of planking, 2,100 m3 of strip
11. Required financial sources: 522,000 DEM

*Project No. B2. 5.*

1. Enterprise: Tvoronica namještaja
2. Address: Bugojno
3. Phone: 070/81 076
4. Fax: 070/81 227
5. Sector: wood Processing
6. Project title: Production o Building Joinery
7. Required resources: Glass, planking, protection devices, hinges, veneer
8. Time for Realization of the Project:: 4 months
9. Duration of Project: Continuously
10. Scope of production: 12,000 of window-frames; 8,400 of doors; 12,000 m<sup>3</sup> of wall planking;  
18,000 m<sup>3</sup> of boat-floor
11. Required financial sources: 2,100,000 DEM

*Project No. B2. 6.*

1. Enterprise: NATRON
2. Address: Maglaj
3. Phone: 074/81 36 12
4. Fax: 074/81 23 11
5. Sector: Limber Processing
6. Project title: Revitalization of the Industrial Combine
7. Required resources: Cellulose, used (old) paper, carbonate, glue, colour, coal
8. Time for Realization of the Project:: 2 months
9. Duration of Project: Continuously
10. Scope of production: Natron and wrapping paper 28,000 tons; 80,000,000 pieces of natron bags;  
16,000,000 of small bags; 9,600 tons o corrugated card-board;  
9,600 tons of wrapping card-board per year
11. Required financial sources: 6,000,000 DEM

*Project No. B2. 7.*

1. Enterprise: ENTERIJER - private enterprise
2. Address: Žepče
3. Phone: 072/41 73 05
4. Fax: 072/41 52 70
5. Sector: Building material
6. Project title: Production o Building Joinery
7. Required resources: Veneer, locks, hinges, wood (limber)
8. Time for Realization of the Project:: 3 months
9. Duration of Project: Continuously
10. Scope of production: 1,100 pieces of doors; 1,100 pcs of doors-frames per year
11. Required financial sources: 150,000 DEM

*Project No. B2. 8.*

1. Enterprise: UKUS
2. Address: Tešanj
3. Phone: 072/41 73 05
4. Fax: 072/41 52 70
5. Sector: Furniture
6. Project title: Production of Furniture
7. Required resources: Tree-trunks, cut limber, boards, veneer, sponge, card-board, fabric,  
metal mechanisms and other
8. Time for Realization of the Project::3 months
9. Duration of Project: Continuously
10. Scope of production: 2,000 pieces of cupboards; 6,000 pcs of beds; 8,000 of sofas;  
9,000 of 3-seat sofas; 12,000 of arm-chairs
11. Required financial sources: 6,124,000 DEM

*Project No. B2. 9.*

1. Enterprise: STANDARD
2. Address: Sarajevo
3. Phone: 071/46 56 88
4. Fax:
5. Sector: Limber Processing
6. Project title: Production of Furniture
7. Required resources: Cut limber for building, lacquers, colors, fabric, leather, wire, mechanisms, veneer, textiles, absorbent cotton, chip board plates and other
8. Time for Realization of the Project: 9 months
9. Duration of Project: Continuously
10. Scope of production: 3,125 pcs of plaquards, 750 pcs of tables, 2,000 pcs of school benches, 1,000 pcs of shool tables; 2,000 pcs of school chairs, 9,000 m<sup>2</sup> of floor covering
11. Required financial sources: 500,000 DEM

*Project No. B2. 10.*

1. Enterprise: "FUNKCIJA DIZAJN" ATELJE - private enterprise
2. Address: Sarajevo
3. Phone: 071/53 31 21
4. Fax:
5. Sector: wood processing - Limber Processing
6. Project title: Wood Products
7. Required resources: Limber, plywood, glue, salonite, mineral wool, nails, screws
8. Time for Realization of the Project: 1 month
9. Duration of Project: Continuously
10. Scope of production: According to requirements and purposes
11. Required financial sources: 15,000 DEM

*Project No. B2. 11.*

1. Enterprise: P.P. "RUKOTVORINE"
2. Address: Konjic
3. Phone:
4. Fax:
5. Sector: Wood carving
6. Project title: Wood Carving Production
7. Required resources: Wood of walnut-, pear-, cheryy-, ash-, maple-and elm-tree and tools
8. Time for Realization of the Project: 3 months
9. Duration of Project: Continuously
10. Scope of production: 15,000 pieces of souvenirs, interiors
11. Required financial sources: 417,500 DEM

*Project No. B2. 12.*

1. Enterprise: "BJELAŠNICA"
2. Address: Hadžići
3. Phone: 071/89 86 23
4. Fax: 071/72 95 60
5. Sector: Wood processing
6. Project title: Wood Processing
7. Required resources: Logs of firewood, beech-tree, glue, colours and lacquers, studs, plates
8. Time for Realization of the Project: 6 months
9. Duration of Project: Continuously
10. Scope of production: Sawn timber 10,880 m<sup>3</sup>, joinery 960 pcs per year
11. Required financial sources: 1,050,000 DEM

*Project No. B2. 13.*

1. Enterprise: "ŠIPAD" - Enterijer
2. Address: Sarajevo
3. Phone: 071/54 13 87
4. Fax:
5. Sector: Wood processing
6. Project title: Start-up of Production
7. Required resources: Sawn timber of pine, beech, oak, medium-density fibreboard, veneer etc.
8. Time for Realization of the Project: 6 months
9. Duration of Project: Continuously
10. Scope of production: 9,200 m<sup>2</sup> of wall panelling, 4,000 m<sup>2</sup> of sitted cupboards, 4,400 pcs of doors, 3,100 windows, 1,400 pcs of furniture
11. Required financial sources: 560,700 DEM

*Project No. B2. 14.*

1. Enterprise: ŠIP "KONJUH"
2. Address: Živinice
3. Phone: 075/77 41 14
4. Fax: 075/77 55 20
5. Sector: Wood Processing
6. Project title: Project for Production of Furniture for Dining Rooms
7. Required resources: wood, veneer, ply-board, glue, chipboard plates
8. Time for Realization of the Project: immediately after funds are obtained
9. Duration of Project: 5 years
10. Scope of production: 154,600 chairs, 26,200 tables, 3,600 of cupboards, 2,400 dishwashes, 4,800 upper elements, 2,400 work tables per year
11. Required financial sources: 4,288,000 DEM

*Project No. B2. 15.*

1. Enterprise: ŠIP "KONJUH"
2. Address: Živinice
3. Phone: 075/77 41 14
4. Fax: 075/77 55 20
5. Sector: Wood Processing
6. Project title: Project for Production of Office Furniture
7. Required resources: wood, veneer, chipboard plates, ply-wood etc.
8. Time for Realization of the Project: immediately after funds are obtained
9. Duration of Project: 5 years
10. Scope of production: work tables 2,500 pcs, club tables 600 pcs, cupboard and cubboards with glass 360 pcs, arm-chair 4,320 pcs, ther 2,640 pcs
11. Required financial sources: 632,000 DEM

*Project No. B2. 16.*

1. Enterprise: PP "DASKAS"
2. Address: Kiseljak
3. Phone:
4. Fax:
5. Sector: Wood Processing
6. Project title: Program for Reconstruction and Modernization of Carpentry for Production of Entrance Doors Out of Solid Wood
7. Required resources: recovery of facilities and supply of equipment
8. Time for Realization of the Project: 8 months
9. Duration of Project: continuously
10. Scope of production: 3,600 pcs of entrance doors
11. Required financial sources: 121,700 DEM



*Project No. B2. 17.*

1. Enterprise: JP "ŠUME B-H"
2. Address: Mostar
3. Phone:
4. Fax:
5. Sector: Wood Processing - Forestry
6. Project title: Sanation of Consequences of War Activities and Revitalization of Production in Forestry
7. Required resources: energetic sources
8. Time for Realization of the Project:: 6 months
9. Duration of Project: continuously
10. Scope of production: 130,000 m<sup>3</sup> of trunk wood, 70,000 m<sup>3</sup> of fire-wood
11. Required financial sources: 1,545,000 DEM

*Project No. B2. 18.*

1. Enterprise: PP "DŽAMBO-KOMERC" - private enterprise
2. Address: Pribava - Gračanica
3. Phone: 075/78 79 96
4. Fax: 075/78 65 73
5. Sector: Wood Processing
6. Project title: Production of Wood-Planking for Walls and Floor
7. Required resources: tree trimls 3.286 m<sup>3</sup>, el.power 175,000 kw
8. Time for Realization of the Project:: up to 1 year
9. Duration of Project: Continuously
10. Scope of production: wall-planking 50,000 m, floor-plankng 40,000 m<sup>2</sup>
11. Required financial sources: 80,500 DEM

*Project No. B2. 19.*

1. Enterprise: PP "AHMEDBEGOVIĆ-KOMERC" - private enterprise
2. Address: Gračanica
3. Phone:
4. Fax:
5. Sector: Wood Processing
6. Project title: Program for Production of Cut Limber
7. Required resources: tree trunks 2,000 m<sup>3</sup> per year, el.power 90,000 kw per year
8. Time for Realization of the Project:: up to one year
9. Duration of Project: Continuously
10. Scope of production: 1,230 m<sup>3</sup> of cut limber
11. Required financial sources: 60,000 DEM

*Project No. B2. 20.*

1. Enterprise: PP "MLAKIĆ"
2. Address: Vitez
3. Phone: 71 13 39
4. Fax: 71 02 12
5. Sector: Wood Processing
6. Project title: Investment Program for Expansion of Capacities with Modernization of Plant and Equipment
7. Required resources: limber, plywood, glue etc.
8. Time for Realization of the Project:: after sources are obtained
9. Duration of Project: 10 years
10. Scope of production: 35,000 doores, 30,000 m<sup>3</sup> of floor-planking, 1,200 m of moulding
11. Required financial sources: 1,030,000 DEM

*Project No. B2. 21.*

1. Enterprise: GP "BOSNA" SARAJEVO, SBP VITEZ
2. Address: Stara Bila - Vitez
3. Phone: 072/71 50 9
4. Fax: 072/43 26 7
5. Sector: Wood Processing
6. Project title: Manufacture of Construction Carpentry and Locksmith Items Sanation of Facilities and Expansion of Production
7. Required resources: fir limber, repro-material
8. Time for Realization of the Project:: after sources are obtained
9. Duration of Project: continuously
10. Scope of production: 11,000 pcs of carpentry items, 85 tons of locksmith items,  
18 tons of tinsmith items per year
11. Required financial sources: 860,000 DEM

*Project No. B2. 22.*

1. Enterprise: TVORNICA NAMJEŠTAJA "GV - MEBL"
2. Address: Gornji Vakuf
3. Phone: 070/61 22 0
4. Fax: 070/61 14 9
5. Sector: Wood Processing
6. Project title: Program for Revival of Production and Services
7. Required resources: tree trunks 2,400 m<sup>3</sup>, board 2,000 m<sup>3</sup>, paints, lacquers
8. Time for Realization of the Project:: after funds are obtained
9. Duration of Project: continuously
10. Scope of production: plywood 500 m<sup>3</sup>, latoflex moulding 1,000 m<sup>3</sup>, furniture elements  
5,500 pcs per year
11. Required financial sources: 843,000 DEM

*Project No. B2. 23.*

1. Enterprise: SZSR "KOZUL P."
2. Address: Komari - Kreševo
3. Phone:
4. Fax:
5. Sector: Wood Processing
6. Project title: Program for Initiation of Period Furniture
7. Required resources: wood (oak, fir, beech), lacquers and paints
8. Time for Realization of the Project:: immediately after funds are provided
9. Duration of Project: according to market demand
10. Scope of production:
11. Required financial sources: 16,000 DEM

*Project No. B2. 24.*

1. Enterprise: DD "MEDIAPAN"
2. Address: Kaonik - Busovača
3. Phone: 072/73 00 44
4. Fax: 072/73 00 12
5. Sector: Wood Processing
6. Project title: Program for Initiation of Production
7. Required resources: wood 120,000 m<sup>3</sup>, repromaterials
8. Time for Realization of the Project:: 3-6 months
9. Duration of Project: continuously
10. Scope of production: 72,000 m<sup>3</sup> of mediapan boards
11. Required financial sources: 2,000,000 DEM

*Project No. B2. 25.*

1. Enterprise: SSR "F.VUKADIN"
2. Address: Zdrioci - Uskopje
3. Phone:
4. Fax:
5. Sector: Wood Processing
6. Project title: Program for Manufacture of Construction Carpentry and Decorative Items
7. Required resources: wood of noble deciduous trees 500 m<sup>3</sup>, equipment
8. Time for Realization of the Project: 9 months
9. Duration of Project: continuously
10. Scope of production: 200,000 m<sup>3</sup> of wall-planking, 1,200 pcs of garden furniture-sets, 2,000 mo fence, 100,000 pcs of construction carpentry
11. Required financial sources: 4,042,567 DEM

*Project No. B2. 26.*

1. Enterprise: SZR "BRIJEST"
2. Address: Kreševo
3. Phone: 80 65 66
4. Fax:
5. Sector: Wood Processing
6. Project title: Manufacture of small-series furniture and unique items furniture and souvenirs out of noble wood
7. Required resources: various types of wood
8. Time for Realization of the Project: 3-6 months
9. Duration of Project: continuously
10. Scope of production: 550 pcs of furniture, souvenirs 1,400 pcs
11. Required financial sources: 31,200 DEM

*Project No. B2. 27.*

1. Enterprise: "ŠIPAD" SARAJEVO - DIP "ŠUJICA"
2. Address: Šujica
3. Phone:
4. Fax:
5. Sector: Wood Processing
6. Project title: Rehabilitation of Production of Cut Limber and Cakle Packing Materials
7. Required resources: fixed assets (excavator, combi-bus, terrain vehicle, tractor), instalation material etc.
8. Time for Realization of the Project:
9. Duration of Project:
10. Scope of production:
11. Required financial sources: 56,700 DEM

*Project No. B2. 28.*

1. Enterprise: ŠPP "LAŠVANSKO"
2. Address: Travnik
3. Phone:
4. Fax:
5. Sector: Wood Processing - Forestry
6. Project title: Rehabilitation o Forest Exploitation
7. Required resources: overhauling of existing and supply of neq equipment
8. Time for Realization of the Project:
9. Duration of Project:
10. Scope of production: 41,160 m<sup>3</sup> of Conifer Trees, 98,100 m<sup>3</sup> of Deciduous Trees
11. Required financial sources: 2,365,600 DEM

*Project No. B2. 29.*

1. Enterprise: STR "S.ZELENIKA"
2. Address: Krcševo
3. Phone:
4. Fax:
5. Sector: Wood Processing
6. Project title: Production of Machine Elements for Furniture
7. Required resources: machine for decopying, limber, el.power
8. Time for Realization of the Project: immediately after sources are obtained
9. Duration of Project: continuously
10. Scope of production:
11. Required financial sources: 10,000 DEM

*Project No. B2. 30.*

1. Enterprise: DPP "KRIVAJA"
2. Address: Žepče
3. Phone:
4. Fax:
5. Sector: Wood Processing
6. Project title: Enterprise Recovery
7. Required resources: material and appliances for recovery of boiler-house and dryer
8. Time for Realization of the Project: 120 days
9. Duration of Project: 10-12 years
10. Scope of production:
11. Required financial sources: 1,294,500 DEM

*Project No. B2. 31.*

1. Enterprise: DD "ENETERIJER"
2. Address: Stolac
3. Phone: 85 13 72
4. Fax:
5. Sector: Wood Processing
6. Project title: Program of Recovery and Initiation of Production
7. Required resources: refined boards, fir limber, canvas, sponge
8. Time for Realization of the Project: 3 months
9. Duration of Project: continuously
10. Scope of production: 9,500 pcs of furniture
11. Required financial sources: 1,000,000 DEM

*Project No. B2. 32*

1. Enterprise: "UNIVERSAL"
2. Address: Sarajevo
3. Phone: 071/434-364
4. Fax:
5. Sector: Wood processing
6. Project title: Joinery production
7. Required resources: sawnwood, adhesive, studs, protective agents, etc.
8. Time for realization of the project: 3 months
9. Duration of Project: Continuously
10. Scope of Production: 8.000 doors, 6 000 windows annually, interiors
11. Required financial sources: 2.300.000 DEM

*Project No. B2. 33.*

1. Enterprise: PP "BOSNA"
2. Address: Zenica
3. Phone: 072/414-353
4. Fax:
5. Sector: Wood processing
6. Project title: Sawwood production
7. Required resources: band saw for logs cutting with accessories, fork-truck 2,5 tons, carpenter's saw, spare saws and belts
8. Time for realization of the project: 30 days
9. Duration of Project: Continuously
10. Scope of Production: 3.600 m<sup>3</sup> annually
11. Required financial sources: 82.000 DEM

*Project No. B2. 34.*

1. Enterprise: "ŠUMARSTVO"
2. Address: Vitez - Krušćica
3. Phone:
4. Fax:
5. Sector: Wood processing - forestry
6. Project title: Starting production in forestry
7. Required resources: 100.000 plants
8. Time for realization of the project:
9. Duration of Project: Continuously
10. Scope of Production:
11. Required financial sources: 520.000 DEM

*Project No. B2. 35.*

1. Enterprise: ŠPP "KOPRIVNICA"
2. Address: Bugojno
3. Phone: 070//81-026
4. Fax:
5. Sector: Wood processing - forestry
6. Project title: Executive design for sawing and afforestation
7. Required resources: spruce and black pine trees
8. Time for realization of the project:
9. Duration of Project: Continuously
10. Scope of Production:
11. Required financial sources: 563.880 DEM

*Project No. B2. 36.*

1. Enterprise: PP "HAZNADAREVIĆ"
2. Address: Sarajevo
3. Phone:
4. Fax:
5. Sector: Wood processing
6. Project title: Development programme for Bosnia stylish furniture production intended for homes and business premises
7. Required resources: oak timber, beech timber, coniferous trees timber, veneer, plywood, glue, abrasive bands, varnishes, thinner, screws, upholstery fabric, sponge, upholstery cotton, springs etc.
8. Time for realization of the project: 2-3 months
9. Duration of Project: 10 years
10. Scope of Production: 420 sitting-rooms annually
11. Required financial sources: 29.700 DEM

*Project No. B2. 37.*

1. Enterprise: ŠPP "KOPRIVNICA"
2. Address: Bugojno
3. Phone: 070/81-026
4. Fax:
5. Sector: Wood processing - forestry
6. Project title: Provision of basic assets for forestry operations
7. Required resources: motor saws, hinged tractors, trucks, passenger cross-country vehicle etc.
8. Time for realization of the project: Immediately upon provision of assets
9. Duration of Project: Continuously
10. Scope of Production: 30.000 m<sup>3</sup> of round timber
11. Required financial sources: DEM 894.000

*Project No. B2. 38.*

1. Enterprise: Production and trade enterprise "Z AND Z - GO"
2. Address: Jablanica
3. Phone:
4. Fax:
5. Sector: Wood processing
6. Project title: Programme of starting and expanding of production and services rendering
7. Required resources: coniferous wood and hardwood in total value of DEM 91.220, hand saws  
DEM 5.000/handle, electric power 50 kw/h
8. Time for realization of the project: 120 days
9. Duration of Project: 20 years
10. Scope of Production: 7.110 m<sup>3</sup> of sawnwood
11. Required financial sources: DEM 306.000

*Project No. B2. 39.*

1. Enterprise: ŠIP "STUPČANICA" DD OLOVO
2. Address: Olovo, Husein Kapetana Gradašćevića bb
3. Phone:
4. Fax:
5. Sector: Wood processing
6. Project title: Recovery and starting production under war conditions in forests utilization
7. Required resources: Planting material 124.000 pcs, diesel fuel 40.000 l, motor gasoline 14.300 l,  
small inventory, tools, catile food
8. Time for realization of the project: about 2 months
9. Duration of Project: Continuously
10. Scope of Production: Coniferous logs 27.600 m<sup>3</sup>, mining coniferous wood 3.700 m<sup>3</sup>, coniferous  
pulp-wood 1.600 m<sup>3</sup>, hardwood logs 13.400 m<sup>3</sup>, hardwood-mining 2.500  
m<sup>3</sup>, leaf pulp-wood 5.100 m<sup>3</sup>, firewood 6.200 m<sup>3</sup>
11. Required financial sources: 510.000 DEM

*Project No. B2. 40.*

1. Enterprise: ŠIP "STUPČANICA" DD OLOVO
2. Address: Olovo, Husein Kapetana Gradašćevića bb
3. Phone:
4. Fax:
5. Sector: Wood processing
6. Project title: Sawwood production programme
7. Required resources: Logs J/S 23.600 m<sup>3</sup>, beech logs 5.000 m<sup>3</sup>, tools, spare parts, lubricants,  
electric power 596.700 kwh/y, diesel fuel 15.000 l, motor gasoline 1.000 l
8. Time for realization of the project: 6 months
9. Duration of Project: Continuously
10. Scope of Production: Logs J/S 14.300 m<sup>3</sup>, pine 1.200 m<sup>3</sup>, beech 4.300 m<sup>3</sup>,  
coniferous wood waste for reproduction 4.300 m<sup>3</sup>
11. Required financial sources: 1.015.000 DEM

*Project No. B2. 41.*

1. Enterprise: ŠIP "STUPČANICA" DD OLOVO
2. Address: Olovo, Huscin Kapetana Gradaševića bb
3. Phone:
4. Fax:
5. Sector: Wood processing
6. Project title: Programme of final products in wood production
7. Required resources: J/S 2.500 m<sup>3</sup>, glue 500 kg, sponge 1.000 kg, upholstery fabric 1.000 m<sup>2</sup>, additional reproducing material (nails, screws, linen etc.), machine tools, lubricating oil
8. Time for realization of the project: 3-4 months
9. Duration of Project: Continuously
10. Scope of Production: Ceilings, wall coverings, chipboard 1.000 m<sup>3</sup>/y, parts of furniture 460 mw, couches and beds 1.360 pcs pallets 60 m<sup>3</sup>
11. Required financial sources: 402.000 DEM

*Project No. B2. 42.*

1. Enterprise: PP "GEST" BUSOVAČA, KAČUNI
2. Address:
3. Phone:
4. Fax:
5. Sector: Wood processing
6. Project title: Factor construction for wood processing
7. Required resources: Buildings, equipment, logs, saws, oils and lubricants, electric power 226.432 kwh/y - total DEM 1.310.000
8. Time for realization of the project: 8,5 months
9. Duration of Project: Continuously
10. Scope of Production: Sawnwood 15.250 m<sup>3</sup>/year; st.el. 6.100 m<sup>3</sup>/year; wall panelling 915 m<sup>2</sup>/year; chipboard 915 m<sup>3</sup>/year; briquette 710 m<sup>3</sup>/year
11. Required financial sources: 1.200.000 DEM

*Project No. B2. 43.*

1. Enterprise: ŠIP "KONJUH" ŽIVINICE
2. Address: Pionirska No. B2. 10
3. Phone: 774-114, 775-521, 821-003
4. Fax: 775-520, 821-003
5. Sector: Wood processing
6. Project title: Furniture production for equipping the settlements for refugees and displaced persons
7. Required resources: beech and coniferous wood elements 2.538 m<sup>3</sup>, veneer 42.250 m<sup>2</sup>, blue, particle board, moltoprene, ultrapass, energy, equipment - abrasive band, plaster machine, roller grinder, fork-truck, corpuspress - total DEM 5.764.000
8. Time for realization of the project: Not given (probably immediately)
9. Duration of Project: Various parts of furniture 139.500 pcs/year
10. Scope of Production:
11. Required financial sources: 984.700 DEM

*Project No. B2. 44.*

1. Enterprise: PTP "MAESTRAL" OLOVO
2. Address:
3. Phone:
4. Fax:
5. Sector: Wood processing
6. Project title: Programm of constructing the plants for primary processing and making of furniture elements
7. Required resources: hant saw type "Brenta", two circular saws, constructive building, electric energy 60 kw/h, hardwood logs 3.500 m<sup>3</sup>, J/S 1.500 m<sup>3</sup> etc - total about 122.000 DEM
8. Time for realization of the project: Not given
9. Duration of Project: Not given
10. Scope of Production: 3.675 m<sup>3</sup>/year of timber, fire-wood 350 m<sup>3</sup>/year
11. Required financial sources: 47.000 DEM

*Project No. B2. 45.*

1. Enterprise: WORKSHOP "WOOD PROCESSING"
2. Address: Bakovići, Fojnica
3. Phone:
4. Fax:
5. Sector: Wood processing, production of final products in wood
6. Project title: Programme for revitalization of semiproducts and final products in wood production
7. Required resources: tools, nails, logs
8. Time for realization of the project: 5 months
9. Duration of Project: Continuously
10. Scope of Production: 600 m<sup>3</sup> of joists, 440 m<sup>3</sup> of pallet elements, 140 m<sup>3</sup> of shipboard,  
110 m<sup>3</sup> of parquet
11. Required financial sources: 89.000 DEM

*Project No. B2. 46.*

1. Enterprise: "COMERC - ČAVAR"
2. Address: Doljani 105, Jablanica
3. Phone:
4. Fax:
5. Sector: Wood processing - wholesalers
6. Project title: Programme for production and services revival
7. Required resources: Business premises, machines
8. Time for realization of the project: 4 months
9. Duration of Project: As necessary
10. Scope of Production:
11. Required financial sources: 40.000 DEM
12. Remark: Volume of production is not stated



**Appendix 2.0 Sarajevo City Council - Reconstruction of Industry**

**T**he life in Sarajevo dates back almost couple of thousand years ago. At the time of independent state of Bosnia there was a system of settlements here. Hodided fortress and Vrhbosna settlement having had a special significance. With construction of key municipal and urban projects, the existing settlement structure was, in mid 16th century, transformed into an urban-type settlement. The City's name is a Slavirized derivative of Turkish "Saraj ovasi" what means "Night-rest field", or "Konak polje" in Bosnian. Its name was first mentioned in 1507 in a letter by Bosnian, Dubrovnik-born, regent. Soon after having been founded the City became an important administrative, political, trade and handicraft center with all attributes of urban life. It got its water supply system in 1461. It had schools, hospitals, public baths. In mid 19th century all big European powers had their diplomatic and consular missions in Sarajevo. The City had a post office, telephone, telegraph, printing house, newspapers, places of worship and public buildings, business quarter - čaršija. In period from 1878 until the end of the World War One, Germans, Hungarians, Chechs, Slovaks, Slovenes, Romanians, Italians and others inhabited Sarajevo, attracted by its beauty. The first regulation plan was made in 1879. A unique sewer system was built in 1903. Modern urban transport was introduced in 1894, when the first electric tram started to operate. The City's electric plant started to operate in 1895. Sarajevo has had railway link to the Central Europe since 1882 and to the Adriatic sea since 1892. These facts testify to its urban development history. As the time went by, Sarajevo developed into a modern European and Olympic city, as it was just before the aggression.

Sarajevo is a city with a pressing need and wish for a continuous, dynamic and modern development, as well as comprehensive participation within modern European and world streams.

The City is constituted of 10 municipalities at an area of 2,095 sq.km., being 4.1% of the entire territory of Bosnia and Herzegovina. According to 1991 census, Sarajevo had 527,049 inhabitants, what comes to 12% of the total population of Bosnia and Herzegovina, out of which there were 259,470 Bosniaks-Moslems (49.2%), 157,143 Serbs (29.8%), 34,873 Croats (6.6%) and 75,563 (14.3%) other nationalities.

Official languages are Bosnian, Serbian and Croatian, two alphabets are equally used - Latin and Cyrillic. In terms of its structure, Sarajevo's economy proves to be of an urban, developed type.

About 200,000 inhabitants of Sarajevo used to work in over 2,600 various companies, organizations and institutions. The development level achieved, in terms of national income per capita was over 3,400 USD, and in terms of employment about 35%.

Early in 1992 Sarajevo became the capital of the internationally recognized sovereign state of Bosnia and Herzegovina. Since April 1992 the City has been constantly exposed to the aggression which has deeply affected its inhabitants and destroyed its urban, municipal and economic infrastructure. Over 10,000 people have been killed and 60,000 wounded, out of which almost 20,000 severely. 1,739 invalids have been registered. In mid 1995, 363,765 inhabitants lived in Sarajevo's municipalities, as follows: Novi Grad 126,493 (34.8%), Centar 89,165 (24.5%), Novo Sarajevo 58,301 (14.7%), Ilidža 31,545 (8.7%) and Vogošća 4,685 (1.3%). The development level achieved, in terms of employment was about 10%. It is impossible to find the right words to describe the experience of Sarajevans, that is why we shall not try to do it. Sarajevo and its inhabitants focus their attention and all potentials available on reconstruction and development of the city, now and without delay.

It is our primary goal to restore the essential municipal, urban and economic functions as a pre-requisite for "Restoring Life to Sarajevo", to recover the old glow, as a step in building a modern and rich city. Sarajevo invites all cities and their institutions to cooperate in the process of its reconstruction and development, not only as donors, but as business partners as well.

Sarajevo is facing a very complex task to organize the reconstruction of war-destroyed city under the conditions of social and economic system transition, development of democracy and full equality of citizens and nations who live in it, and in basically changed political and economic environment, with full respect to market laws. This is why Sarajevo needs professional, material, financial, technical and any other support. You are to find your own interest in this, assisting us with your experience, transfer of know-how, capital or in some other way, according to your capabilities.

Attached to this appeal for help and participation in the process of reconstruction and development of Sarajevo is a list of priority projects, projects which will initiate the reconstruction. They have all been presented in a unique form. The list is open to new proposals, suggestions, ideas. Please propose modalities of cooperation in implementation of the priority projects from the list. All relevant information on the projects proposed and on modalities of cooperation in their implementation is available at ZAVOD ZA PLANIRANJE RAZVOJA GRADA SARAJEVA (CITY PLANNING INSTITUTE) Branilaca Grada street No. 26  
Tel/Fax: +387-71-664-638

CITY MANAGEMENT

<b>SARAJEVO CITY COUNCIL</b> (92 MPs - 7 parties)			
<b>MAYOR</b> Dr Tarik Kupusovic		Address Reisa Dž. Čauševića street, No 3	
<b>VICE-MAYOR</b> Anto Zelic		phone: +387 71 664 773 fax: +387 71 648 016	
<b>EXECUTIVE BOARD PRESIDENT</b> Sevkija Okenc		Address: Reisa Dž. Čauševića street, No 3 phone: +387 71 663 845; 663 846 fax: +387 71 471 258	
VICE-PRESIDENT FOR RESTORATION Dr Muhamed Zlatar	VICE-PRESIDENT FOR UTILITIES Nermin Pecanac	VICE-PRESIDENT FOR ECONOMY AND FINANCES Zlatko Bakranin	VICE-PRESIDENT FOR REGULATIONS AND GOVERNMENT Esad Lučkin
SECRETARY FOR HEALTH Dr Zlatko Čardaklija	SECRETARY FOR URBANISM AND UTILITIES Said Jamaković	SECRETARY FOR ECONOMY AND FINANCES Nusret Prjuga	SECRETARY FOR REGULATIONS AND GOVERNMENT Miroslav Vlašković
SECRETARY FOR SOCIAL SECURITY Ramiz Kadić	SECRETARY FOR TRANSPORT & TRAFFIC Mirjana Starić	SECRETARY FOR INSPECTION Erduan Hemi Česir	SECRETARY FOR CULTURE, SCIENCE EDUCATION & HEALTH Fahrudin Isaković
SECRETARY FOR HOUSING Jusuf Zahragić	MEMBER Fikret Musić	MEMBER Ismet Ovcina	MEMBER Sujo Hadžić
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"SARAJEVOSTAN" HOUSING COMPANY Dževad Kadrićbegović +387 71 663 522	"VODOVOD" WATER SUPPLY AND SEWAGE Fahrudin Pilavdžić +387 71 664 062	"SARAJEVOGAS" GAS COMPANY Salih Selmanović +387 71 467 713	"TOPLANE" BOILER HOUSES Tank Balta +387 71 670 532
"ELEKTRODISTRIBUCIJA" POWER DISTRIBUTION COMPANY Irfan Durmić +387 71 472 462	"PARK" PARK MAINTENANCE Safet Harbinja +387 71 471 176	"RAO" WASTE MANAGEMENT Mirsad Kebo +387 71 472 707	"POKOP" UNDERTAKERS Vlado Raguz +387 71 535 164
	"GRAS" PUBLIC TRANSPORT COMPANY Dr Ibrahim Jusufrić +387 71 664 624	"PTT" POST/TELEGRAPH/ TELEPHONE Adnan Mujagić +387 71 664 613	

subject of expertise within the preparation of the Strategy of Reconstruction and Development of Sarajevo. However, the following sectors can be marked with a high degree of certainty as strategic ones:

- *financial, technical, business and other services*
- *civil engineering operations*
- *food production and food-processing industry*
- *service industry*
- *pharmaceutical industry*
- *highly profitable industrial programs which meet the requirements of an urban environment like Sarajevo*

TABLE OF "ECONOMY - REVITALIZATION OF PRODUCTION" PROJECTS

Ordinal number	Title	Estimated Cost DEM	Implementation period months	Priority
2.1.	<b>INDUSTRY</b>			
2.1.1.	<b>Metalworking industry</b>			
2.1.1.1.	Production of installation material "Uniment"	720.000	5/6	
2.1.1.2.	Production of industrial fittings "ETAS VALVES"	2.300.000	1	
2.1.1.3.	Production of household appliances "UNIS"	2.700.000	8	
2.1.1.4.	Production of drawn wire "ŽICA"	1.300.000	1	
2.1.1.5.	Production of structures for overhead transmission lines "ENERGOINVEST"	2.600.000	6	
2.1.1.6.	Production of elements for automatic welding "E-IZE"	917.000	12	
2.1.1.7.	Family - a production unit "MERKURJA"	1.700.000	6	
2.1.1.8.	Production of special tools	1.077.000	12	
2.1.1.9.	Production of components and vehicle assembling "CORTEX"	500.000	12	
2.1.1.10.	Production and upgrading of power transmission lines "ENERGOINVEST"	5.497.834	6	
2.1.1.11.	Production of reinforcement netting "ŽICA"	7.607.315	12	
2.1.1.12.	Production of drawn wire "ŽICA"	1.329.500	12	
2.1.1.13.	Production of steel ropes "ŽICA"	260.000	12	
2.1.1.14.	Production of parts "FAMOS"	900.000		
2.1.1.15.	Production of buses "FAMOS"	4.000.000		
2.1.1.16.	Production of concrete-railway sleepers	2.014.000	9	
2.1.2.	<b>Pharmaceutical</b>			
2.1.2.1.	Production program of DD "ASTRO"	2.000.000	12	
2.1.2.2.	Production of plastic packing material "SANOFARM"	387.495	3	
2.1.3.	<b>Agricultural food-processing and food production</b>			
2.1.3.1.	"Poljoprema" - Reconstruction and extension of capacities	4.845.977	6	
2.1.3.2.	"Klasi" - Production of bread and frozen food	5.059.679	6	

21.3.3	"Klas" - Production of baby food	3.800.000	
21.3.4	Restore cattle production - "Butmir UPT"	500.000	60
21.3.5	"Milkos" - Production of yogurt and sour cream	475.105	6
21.3.6	Urgent Aid to Sarajevo Dairy	514.893	7
21.3.7	Coffee-roasting plant	300.000	2
21.3.8	"Zora" - Damage repair and revitalization of production	6.074.425	6
21.3.9	Building of sheep house and purchase of sheep - Trnovo	710.000	6
21.3.10	Building of stables and purchase of cows - Trnovo	300.000	12
21.3.11	"Sarajevsko zeleno polje" - Production of vegetables	2.000.000	12
21.3.12	Peace and work in a family home - Food production	15.000.000	24
21.3.12.1	Purchase of agricultural machinery for 50 families	700.000	12
21.3.12.2	Production of milk in 80-120 family farms	2.000.000	24
21.3.12.3	Production of rabbit meat in 30 family farms	540.000	6
21.3.12.4	Production of eggs in 50 family farms	1.200.000	12
21.3.12.5	Production of chicken meat in 50 family farms	1.200.000	12
21.3.12.6	Production of vegetables in 250-300 family farms	2.000.000	12
21.3.12.7	Repair to business-administrative center ZZ "Sarajevsko polje"	1.080.000	12
21.3.13	Production of agricultural products - Iliđa	100.000	
21.3.14	Organization of purchase, processing and export of medicinal herbs	3.220.000	6-8
21.3.15	Supply of special vehicles for transport of bread - "Klas"	500.000	2
21.3.16	Building of sheep house in "Bijela rijeka" ecoarea	2.050.000	12
21.3.17	Building of mini-farms in "Bijela rijeka" ecoarea	2.850.000	12
21.3.18	Building of a mini-dairy in "Bijela rijeka" ecoarea	600.000	12
21.3.19	Initiation of bee-keeping production in "Bijela rijeka" ecoarea	355.540	6
21.3.20	Initiation of champignons production in "Bijela rijeka" ecoarea	295.500	6
21.3.21	Artificial raising of Greek partridges in "Bijela rijeka" ecoarea	25.560	6
21.3.22	Production of peppermint in "Bijela rijeka" ecoarea	17.040	6
21.3.23	Production of chamomile in "Bijela rijeka" ecoarea	10.540	6
21.3.24	Production of valerian (medicinal herb) in "Bijela rijeka" ecoarea	35.870	6
21.3.25	Production of queen cell in "Bijela rijeka" ecoarea	35.620	6
21.3.26	Production of raspberries in "Bijela rijeka" ecoarea	90.650	6
21.3.27	Production of black currants in "Bijela rijeka" ecoarea	100.650	6
21.4	Textile		
21.4.1	Production of stockings - "Ključ"	5.611.000	9
21.4.2	Revitalization of domestic production - "Bosna-stokci"	2.350.500	
21.4.3	Design and manufacture of new textile products - "Bosna-stokci"	1.400.000	10

2144	Revitalization of production and reconstruction of existing production capacities of "Alhos" Co. I stage II stage III stage	952,320 604,310 1,172,040	1 1 1	
2145	Production of women's wear - "Modna konfekcija"	1,322,670		
2146	Manufacture of hospital equipment - "Kras"	475,425	2	
2147	Revitalization of production - "Kras"	2,205,000	12	
2148	Production of clothes - lidža	700,000		
2149	Supply of equipment and intermediates for production of ready-made wear ("Bosanski stil") in privately-owned plant "B. Kunst"	288,000	3/4	
215	Wood-processing			
2151	Production of furniture - "Haznadarević"	74,300	2/3	
2152	"Standard" furniture factory - reconstruction of boiler house	280,000	3	
2153	Wood-processing capacities - Trnovo	255,000		
2154	Reconstruction and building of "Šipad Enterijer" factory	17,751,264	12	
216	Printing			
2161	Revitalization of production - "Polet"	250,000	2	
2162	Reconstruction of equipment - "Okolo"	2,855,085		
2162	Development of printing and editing - Centar	90,000		
217	Construction material			
2171	Purchase and placing of glass - "Interglas"	700,000		
2172	Production of concrete tiles - "Hidrogradnja"	819,000	6	
2173	Production of oil putty - "Denimex"	308,000	1/2	
2174	Production of rock and gravel - "Hidrogradnja"	1,024,200	4/5	
2175	Production of paints	65,000	5/6	
2176	Construction timber plant - Centar	154/264,000		
2177	Revitalization of production of concrete elements - "Sigma"	1,536,000	2/3	
2178	Production of rock aggregate, concrete and asphalt	550,000	6	
2179	Equipping Lapišnica quarry for long-term production process	2,915,000	6	
218	Footwear			
2181	Production of soles and heels - "Tesa"	813,453	2	
2182	Reconstruction of footwear factory	1,182,000	1	
219	Secondary raw materials			
2191	Building a center for collection and processing of secondary raw materials - "Trgosirovina"	83,250,000	36	
2110	Others			
21101	Production of microscopes - "Zrak"	5,241,000	11	
21102	Production of optical elements - "Zrak"	4,483,600	11	
21103	Production of heat insulating materials - "Bitumenka"	2,000,000	12	
21104	Revitalization of production - "Gumitehnika"	435,000		

**Appendix 3.0 State committee for UN Cooperation - selected wood processing companies**



## The situation of the wood processing industry in the territory of the BiH Federation

The most part of the wood processing industry in the territory of the Federation is organized within the Sipad Holding. "Krivaja" Zavidovici exists as a separate organization and together with Sipad Holding makes up more than 90% of the industrial capacities in the Federation.

The following industrial capacities which make up a part of Sipad Holding, are not damaged or only slightly damaged, and could be repaired by small investments: "Enterijer" Sarajevo, "Konjuh" Zivnice, Factory of furniture Bugojno, "Neretva" Konjic (incorporated under one company with "Drvorezbarstvo" Konjic), "Sana" Sanski Most, "Sokolina" Kladanj, Factory of furniture Srebrenik, "Zvijezda" Vares, "Bosna-furnir" Visoko, Factory of Matches Dolac, "Kljuc", "Standard" Sarajevo, "Janj" Donji Vakuf, "Partizan" Tuzla, wood processing Sanica.

Annual productive capacities of the above mentioned producers are the following:

- sawn wood .....	246.500 m <sup>3</sup>
- -- windows .....	103.500 pieces
- -- -- doors .....	110.300 pieces
- profiled wood .....	3.260 m <sup>3</sup>
- parket .....	5.100 m <sup>3</sup>
- panels.....	2.000 m <sup>3</sup>
- particle board .....	46.500 m <sup>3</sup>
- ply-wood .....	10.000 m <sup>3</sup>
- furniture .....	1,260.500.000 pieces
- mattresses (yogi) .....	2.000 pieces
- veneer .....	6.300 m <sup>3</sup>
- decorative veneer .....	800.000 m <sup>2</sup>
- prefab houses .....	60.000 m <sup>2</sup>
- packaging .....	7.000 m <sup>3</sup>
- matches .....	190,000.000 pieces.

To this should be added the productive capacities "Vranice" Fojnica and "Enterijer" Travnik, which were damaged, but have been reconstructed by Sipad from it's own financial sources. The productive capacities of these two producers are:

- parket .....	430 m <sup>3</sup>
- packaging .....	40.000 m <sup>3</sup>
- furniture .....	224.000 pieces
- windows .....	3.200 pieces
- profiled wood .....	260 m <sup>3</sup> .

The productive capacities of the factory "Krivaje" Zavidovici are:

- sawn wood .....	116.000 m3
- veneer .....	1.400 m3
- parket .....	8.600 m3
- furniture .....	977.800 pieces (the amount is decreased for the capacity of one burned down factory).
- gluelamwood .....	1.500 m3
- blockboards .....	200 m3
- prefab buildings .....	60.000 m2

Factories that are not part of Sipad are the sawmill Kakanj with capacity of 15.000 m3 of sawn wood, the factory "Stolarija" in Zenica with capacity of 10.000 apertures (5.000 windows and 5.000 doors), the "Bosna" factory in Cazin with capacity of 2.500 m3 wooden items and 3,200.000 pieces of brush products. Concerning the above mentioned, the total annual undamaged productive capacities of the wood processing industry in the territory that is controlled by the BiH army are:

- sawn wood .....	377.000 m3
- veneer .....	7.700 m3
- decorative veneer .....	800.000 m2
- profiled wood .....	3.260 m3
- parket .....	13.700 m3
-gluelamwood .....	1.500 m3
- blockboards .....	200 m3
- plywood .....	10.000 m3
- particleboards .....	46.000 m3
- panels .....	2.000 m3
- windows .....	108.500 pieces
- doors .....	115.300 pieces
- furniture .....	2,240.000 pieces
- mattresses (jogy) .....	2.000 pieces
- prefab houses .....	120.000 m2
- packaging .....	47.000 m3
- matches .....	190,000.000 boxes
- wooden items .....	2.500 m3
- brush products .....	3.200.000 pieces.

Other Sipad factories underwent serious damages. The "Namjestaj" factory in Gradacac moved the main equipment in Srebrenik and saved it in that way. Also, the damages of the company's property are more than 5.000.000 DM or 40%. Approximately 68,5% of the tools in the "Bina" factory in Bihac has been damaged, with a total damage of approx. 7,000,000 DM. The "Stupcanica" factory in Olovo has damage around 40 % which is 2.000.000 DM. The factories "Ukus" in Tesanj, "Borik" in Maglaj and "Una"

in Bosanska Krupa are almost all damaged, while the degree of damage for the "Turbe" furniture factory is not known, while there is no data for the "Osterij" factory in Bosanski Petrovac.

In the so called Herceg Bosna, the following productive capacities which are the part of Sipad Holding have not been damaged: Factory "Mediapan" in Busovaca, builders-woodwork factory in Vitez, factory "Impregnacija" in Vitez, factory "Sebesic" in Nova Bila, factory "Ora" in Orasje, factory "Cincar" in Livno, factory "Jadovik" in Bosansko Grahovo, factory "Gu Mebi" in Gornji Vakuf, with annual productive possibilities:-

sawn wood .....	170.000 m3
- doors .....	10.200 pieces
- windows .....	80.000 pieces
- furniture .....	30.000 pieces
- parket .....	600 m3
- "mediapan" .....	66.000 m3 cca.

Additionally, the productive capacities of the factory "Stolarija" in Siroki Brijeg, the factory "Stolarija" in Capljina and the factory "Drvorada" in Citluk have an annual production capacity of 20,000 windows.

During the war, the Velez sawmill in Mostar was burned down and the production of plywood and door were badly damaged. To rebuild the sawmill and start production, 1.450,000 is needed.

The sawmill in Suica was also damaged, and the cost of starting just one line 60.000 DM is needed. There are no data regarding the preservation of the following productive capacities: Sipad in Kupres, "Sedinac" factory in Jajce, "Grmec" factory in Drvar, "Sator" factory in Glamoc and "Enterijer" factory in Stolac.

It's important to mention, that in the Sarajevo area, in the territory of the Federation, following factories have remained: "Bosanka" in Blazuj, "Bjelasnica" in Hadzici, "Bosna" in Ilijac, "Pilana" in Srednje and "Brijest" in Vogosce with productive capacities:

- sawn wood .....	75.000 m3
- veneer .....	5.450 m3
- packaging .....	8.400 m2
- windows .....	94.600 pieces
- doors .....	1.200 pieces
- prefab houses .....	90.000 m2
- plywood .....	24.000 m3
- "lasonit" panels .....	17.000 m3.

At the moment these productive capacities are undamaged.

It's difficult to say what the annual production is, at the moment. There is not a lot of uniformity in the amount of production, and many producers have changed their production programme, accordingly to the situation.

Many producers work in the field of applied production. Although, undergone serious damages some productive capacities continue with their production.

Taking all this in consideration, the present average production does not exceed 15% of the prewar production, taking into account the productive capacities which have not been damaged. The above mentioned percentage shows an average in relation to prewar production, and it varies from one product to another, i.e. this percentage is less in the furniture production and higher in the sawn wood production.

In order to increase the production it is necessary to provide the producers with the means, like credits.

Appendix 4.0 AIC Red - Associated industries

**B3. FERROUS AND NON-FERROUS  
METALLURGY**

*Project No. B3. 1.*

1. Enterprise: ŽELJEZARA ZENICA
2. Address: Zenica
3. Phone: 072/33 32 2
4. Fax: 072/41 30 88
5. Sector: Metallurgy
6. Project title: Program for Initiation of Partial Production of Steel
7. Required resources: crude iron, lime, ferro-alloys, fireproof materials, spare-parts and energetic media
8. Time for Realization of the Project: 12 months
9. Duration of Project: Continuously
10. Scope of production: 53,000 tons of steel
11. Required financial sources: 9,628,540 DEM

*Project No. B3. 2.*

1. Enterprise: PP "RITAM"
2. Address: Zenica
3. Phone: 072/38 65 1
4. Fax:
5. Sector: Metallurgy
6. Project title: Program for Production of Functional and Decorative Components for Furniture Industry, Textile Industry and Leather Fancy Goods
7. Required resources: metals and alloys of Zn, Cu, polyester, sylicon rubber, spray etc.
8. Time for Realization of the Project: 60 days after sources are obtained
9. Duration of Project: Continuously
10. Scope of production: 100,000 pcs
11. Required financial sources: 70,000 DEM

*Project No. B3. 3.*

1. Enterprise: METALURŠKI INSTITUT
2. Address: Zenica
3. Phone: 072/32 86 6
4. Fax: 072/37 66 6
5. Sector: Metallurgy
6. Project title: Program for Production of Materials for Medical Instruments and Other Instruments
7. Required resources: metals, alloys, fireproof materials, powders and soaps, technical gases, lubricants etc.
8. Time for Realization of the Project: 30 days after sources are obtained
9. Duration of Project: Continuously
10. Scope of production: semi-fabricates - 45 tons per year and fabricates 55,000 pcs per year
11. Required financial sources: 395,000 DEM

*Project No. B3. 4.*

1. Enterprise: "ENERGOINVEST" - VASO MISKIN CRNI
2. Address: Sarajevo
3. Phone: 071/64 04 93
4. Fax:
5. Sector: Metallurgy
6. Project title: Production of Syntetized Materials for Electrical and Machine Industry
7. Required resources: equipment, metal powders, energetic sources, manpower
8. Time for Realization of the Project: 22 months from the decision on realization
9. Duration of Project: Continuously
10. Scope of production: 216 tons per year
11. Required financial sources: 6,787,500 DEM

*Project No. B3. 5.*

1. Enterprise: "MERKURJA"
2. Address: Sarajevo
3. Phone: 071/53 39 03
4. Fax:
5. Sector: Metallurgy
6. Project title: Foundry for Light Metals and Non-Ferrous Metals for Production of Iron-Works for Doors and Windows (angle-bars) and Other Products
7. Required resources: el.power, equipment, raw-materials
8. Time for Realization of the Project: 10 months
9. Duration of Project: Continuously
10. Scope of production: value of 8,000,000 DEM
11. Required financial sources: 750,000 DEM

*Project No. B3. 6.*

1. Enterprise: "ENERGOINVEST - RUDNIK" D.D Olovo
2. Address: Bosanska bb, Olovo
3. Phone: 075/821-416
4. Fax: 075/821-416
5. Sector: Extractive metallurgy
6. Project title: Recovery and development programme for enterprise "ENERGOINVEST - RUDNIK" Olovo
7. Required resources: spare parts and reproducing material and some parts of manufacturing equipment
8. Time for realization of the project: 5 months
9. Duration of Project: 10-15 years
10. Scope of Production: 50.000 t/y of ore and 3.600 t/y of conc.
11. Required financial sources: 689.000 DEM
12. Remark: Investment refer to mine and separation - I phase

*Project No. B3. B3. 7*

1. Enterprise: "RUDNIK MANGANA" BUŽIM
2. Address:
3. Phone: 077/410-112
4. Fax:
5. Sector: Metallurgy
6. Project title: Production of manganese concentrate
7. Required resources: equipment and spare parts, oils and lubricants, energy generators
8. Time for realization of the project: 6 months upon assets provision
9. Duration of Project: Continuously
10. Scope of Production: 40.000 t/y of concentrate
11. Required financial sources: 2.000.000 DEM