Mr. David,

## We produce Terrazzo tiles for interior and outdoor use since 1962. Our terrazzo tiles, which we produce using distinguished natural stones, durable products. It is resistant to erosion. It’s bending and tensile strength is high. It is fire proof and not affected by seasonal changes. Our products has Turkish Standards Institution (TSE) – TS 213 Satndard for Terrazo Tiles. We test our products in our laboratory with in a period for best quality.

For quality, İn our laboratory we test;

* tolerances on shape and dimensions test
* water imbibition value with water absorbtion test.
* breaking strength of the aggregate
* fresh concrete consistency
* Drain size distrubition test
* visual characteristics test

We use different aggregate for production. We use 42,5 black or 52,5 white portland cement in our products. We use automatic press which can vacuum the more water from concrete. This process gives more durability to our tiles. The tiles can be colored with different natural soil pigments. With our 13 head polishing machihe, we can prepare the products as is customer needs. We can produce honed, polished products. With our aging machihe, we can produce aged products.

So, for production, we need ;

* a press
* a polishing machine
* an air compressor
* a mixer

For new machinery is about 250.000 USD (used about 100.000-150.000 usd) in Turkey. (Last year i told you about 400.000 usd, but we have inflation in our country). The mixer and air compressor, may be, buy from Georgia, but they don’t very expensive. The more cost is for press and polishing machine.

With this machinery, we need at least, four employee for production, 2 employee for transportation, loading and discharge, 2 employee for management.

We can produce tiles, which have 30x30, 33,33, 40x40 dimensions in centimeter. For example, we can produce 3500 units of 30x30 tiles / in a day / in 8 hours. This mean about 300 m2 per day and 6000 m2 per month.

For a daily production, we need a plant building with at least 300 m2 closed and 1500 m2 opened area. Approximately, 1.750 kg 52,5 white cement, 7 m3 aggregate in different sizes, pigments for coloring, and water. Also electricity (380 V with this machinery). And also we need a forklift, palettes, stacking equipment etc.

This production chain is for tiles. Also we use this line to product, in every dimension casting purposes. For example;

* steps
* splashboard
* wall coping
* baseboard
* washboard etc.

We can use polishing machine for marble.

Now, how about costs in Georgia.

The cost of electricity per KW, white cement cost per ton. The empleyee costs etc. Aggregate costs. Can ve procure all goods from Georgia. For example. İn our east side of Turkey, you can not procure aggregate. You have to buy it from east side. This affects the cost. We need aggregate in different sizes and different colors, specially white color of aggregate is must. Also these aggregates have to be in a quality for best production.

What about the company for production.

If you want to produce yourself we can help you every subject or if you want to decide for production in an associated company, what will be the conditions for cooperators, Also the organisation costs. We don’t know the conditions and laws in Georgia. Can we be partnership in Georgia with a Georgian company.

We have to talk about these subjects in detail.

Sincerely yours

Selanik Karo

H.Murat BALCI