17 July 2019, Tokat

Mr. David,

We are three brothers and we decide alltogether about our trade. I tell everything which we talk about, to them. Our opinion is that we will be in charge of production and also you will be in charge of sales. We attend to achieve the smallest owning cost, and you attend to achive the more sales price.

So, we want to investigate;

1- Cement

In Turkey, there are 2 types of white cement. We use 52.5 White Portland Cement. Also there is another type; 42,5 White Portland Cement. We don’t use 42,5 type. In Georgia, we have to learn the characteristics of the white and black cement.

Is there any white cement plant in Georgia, or import other countries ?

If there is, what is its brand and how we learn the spesifications of cement types ?

If import, which brand of cements import and also specifications.

2- Crushed Stone

We use crushed stone from 0,05 mm to 15 mm for tiles. The powder type is important for production. We use vacuum technology and the quality is depend on the size of powder of crushed stone. Also the color of the stone for powder is very important. It must be as white as possible.

Are there plants, which can sift crushed stones in micron level?

Is there white stone quarry, for the crushed stone powder?

Also the hardness of crushed stone is very important.

3- Plant Area and climate

Plant area and dimensions have to be suitable for production.

The most important thing is climate. Is winter hard in Georgia? In Tokat, winter season is very suitable for production. In Sivas, some years, we can not produce anything for about 3 months. The winter is very hard in Sivas. What about Georgia? Can we produce in winter season?

Tokat is suitable for PRODUCTION, but Sivas is suitable for SALE. We decided to transport plant to Sivas. For 6 years, we produce tiles in Sivas. If possible, we will transport to Tblisi :). The conditions is better than Sivas, as you mentioned recently.

4- Other plants

Is there any tiles production plant in Georgia?

If there is, what are their technology and production conditions? If there is not, what is the cheapest price for tiles to import?

5- Electricity, Industry state

I think electricity is suitable. But are there technicians who can fix industrial electricity problems? Contactors, relays, plc, speed control etc.

Are there technicians, who can prepare the parts of machines, in a malfunction condition. Lather, welder, electrician etc.

Also there is, I mean, the technicians who do a good job.

6- The capacity

Our plant, which we plan to bring Georgia, is not only for tiles production. We can produce other similar products in same plant. And also we use the machines for other purposes. For example we can use polishing machine to polish marble. İf there is marble quarries, we can bring a marble cutter.

7- Company Type

What will be the type of company?

We can incorporate a new company, we can use our present companies’ partnership, we open a branch in Georgia or another type. Which one is better for future? I think, you are more experienced from us in this subject.

8- Confidence

We trust you. İn our joint company the rate is not important. 50-50, 49-51, 30-70 etc. We only want to earn money, also pay back with interest, with quality with honour. Here, we engage in trade and production since 1958. All our customers are pleased our production quality, our work.

In this formation, we have to trust each other.

Can you learn and inform us on these subjects, as soon as possible?

After that, we plan to come to Georgia, again, and see the conditions on site. Then you may come and see on site the machines, products. We can talk about the conditions, again and again. How many problems do we solve at the beginning, we breathe easy later.

The last thing, with my English knowledge, may be, I can make mistakes and my speaking is not very well. Please feel free to speak up. I don’t want to be misunderstood. Specially, if we correspond to each other, this will be better. Also we can speak.

My father would say “writing does not forget”.

See you

Murat Balcı