CAITOP TANZANIA LIMITED

BUSINESS PLAN

2023-2027

Administrator

EXECUTIVE SUMMARY

This report explores the possibility of establishing a transport fleet project in the Tanzania region. Recognizing what the market wants and needs will be a sign of the expected success in the company's business operations. The transportation business will be established by a private enterprise limited company, CAITOP TZ CO Limited is a transporting and active in Tanzania and East African communities, focusing on domestic and cross-border transporting, improving people's quality of life, and contributing to the sustainable development of society contribute.

The investment will be properly developed through the cooperation of efficiency management and edge technology, enabling CAITOP Enterprise Co., Ltd. to expand rapidly in all target markets. The company will develop good logistics linkages to source services and deploy real marketing techniques, as well as pricing strategies to suit its target market, relying primarily on transporting services for domestic industry.

The model of business will include

1. **Deliver cargo for Importation of product direct from wholesalers.**
2. **Deliver cargo for exportation direct from manufacturing industries.**

It is expected that the best service, quality safety control and strong management skills in a business process will earn the company's name an international reputation for excellence. The development of specialized technology is expected to contribute to positioning the company as a leader in the logistics business.

CAITOP TANZANIA LTD have enjoyed a proud history in Ghana branch and west Africa area and the future looks even brighter for the proposed project. The following are reasons why one should select the company's services.

A strict code of professionalism, quality and service will place the company at the top of other logistic business, and its reputation will be steadily extended through the obvious satisfaction of customers.

And the company will provide high quality service to manufacturing industries. The professional management will maintain high quality standards certified to universally recognized criteria.In this regard business opportunities exist for establishing logistic business to satisfy the market requirement. With this logistic business, the country will increase the tax base hence improve the revenue collection in year of income especially through value added tax.

The whole project will comprise about 25 permanent employees and several others may be employed on a temporary basis. Initially there will be a few technical expatriates who will give training to the local staff. Maximum employment will be given to the local workforce. The company will be organized into three major areas namely:

1. **Transportation**
2. **Marketing**
3. **Finance and administration**

The implementation is expected to be immediate and scheduled in two phases within 4 months.

The project is planned to undergo two phases:

Phase I

In this phase, there will be preparation activities for the business start. The phase will have 3 months of implementation. Major activities to be involved include registration of the project and approvals by the Tanzania Investment Centre (TIC). Other activities include registration to different government agencies and regulatory bodies for compliance; acquire the business premises through lease, renovation inside design of the building to suit the nature of the business, installation of computers and equipment's.

Phase II

This stage will involve commencement of business operations at the project site. This phase will take one month to accomplish and the business to start, this will include clearing vehicles from port and complete registration. assembling of imported and local purchases products, installation of gaps system, then after, commencing of business.

The major expenditure item is the purchase of various imported vehicles that will be used in logistic business. Project revenue will accrue from transport and deliver the local products from top manufacturing industries exporting. Based on projected revenue at sustainable levels of operation the project is quite profitable.

The study shows the proposed project is both technically and financially a feasible undertaking. Furthermore, it will create local employment for the national benefit. In view of the findings, the project is recommended for implementation.

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1 INTRODUCTION

The Study examines the possibility of establishing a transport fleet in Tanzania. Recognition of market needs and demands will be the hallmark of the anticipated success in the company's manufacturing operations.

- **Justification of the project:**
- **Market Analysis:**
  Currently there are large factories in Tanzania, however it is still difficult for available fleet to meet the total demand of transportation, hence there is a scope for new entrants.
- **Resources Required:**
  The investment in the transportation fleet includes but is not limited trucks, drivers, communication fees, dormitory rental, air tickets, visa fees, meal expenses, employee salaries, fuel costs, and possible other expenses.
- **Technology Required:**
  According to the government truck weight limitation of Tanzania, we have upgraded the vehicle configuration to develop vehicles with greater load capacity, greater safety, and adaptability to the road conditions in Tanzania.
- **Plant location:**
  considering the availability of raw materials and infrastructure, the proposed transport fleet is to set up a plant in the MIKIU village, Mkuranga the district of a Coastal Region and the United Republic of Tanzania. The investor has leased land in MIKIU village for a renewable term of one year while the conveyance of land processes being in progress.
- **Environmental Aspects:**
- **Transport activity may cause air and water pollution. However, the impact may be reduced to a greater extent by following the recommended measures.**

- **Implementation of a project:**
- **The implementation of a project will take more than 12 months, including pre-project activities.**
- **Cost Presentation and Financial Analysis**

2 Business Description

Logistic businesses enjoy the most consistent revenue stream of all business types because despite fluctuating prices and trends in various commodities, the demand for logistics is constant. Therefore, starting a delivery fleet will be a strong and profitable investment for some time to come. Whether you plan to start with one vehicle or multiple vehicles, location is key to the success of this type of venture.

The business plan seeks to obtain US$ 4,982,891.37 in debt equity financing, commence site preparation and modifications, purchase equipment, and cover operating expenses. The transport fleet will be operated under the leadership of CAITOP Tanzania co Ltd. This will protect the owner and all other investors from issues of personal liability. Investors will be considered shareholders and therefore will not be liable for more than their personal investment.

These financings, together with capital contributions and loan financing from owners and shareholders, will enable our delivery fleet to successfully open and maintain operations throughout the year. A substantial initial capital investment will enable our fleet to offer our customers more lines to their utmost satisfaction. A unique, upscale, innovative environment was required to provide customers with an atmosphere that would inspire repeat sales.

As shown in our plan, the transportation fleet has a good level of profitability and growth rate. Our Competitive Advantage We live in an era of enormous environmental demands on transportation services. The successful operation of year one will provide our business with customers that will allow it to be self-sufficient in year two.

By the end of 2021, the export volume of forged copper products will be 1,140,678.64 tons, and the export value will be about 110,881,513,400 US dollars; With the increased demand for transportation, People realize the importance of ensuring transportation safety and efficiency. This requires a higher demand for transportation vehicles.

The report presents in detail the justification of the project, market analysis of the service, resources required, technology used in the plant, plant location, environmental aspects and implementation of the project, cost presentation and financial analysis.

As a leading transport fleet, our commitment is to provide quality products and services in a cost-effective manner, enabling transport fleet branches to excel in serving their customers. If you're interested in being supplied by transport fleet the initial, minimum objectives are:

1. **An efficiency management to service**
2. **A safe vehicle uses for deliver**
3. **Value**
4. **Great, friendly service**
5. **Our company will be good Neighbours and will be involved in the community**

2.1PLANT LOCATION & INFRASTRUCTURE

The location of a plant is determined based on proximity to manufactory industry, availability of infrastructure and distance to market outlets. It is proposed that this plant will be in MKIU VILLAGE so that access to goods is easy. MKIU VILLAGE is a major commercial hub of glass and tiles factory making the logistics deliver easy.

2.2 Hours of Operation

The transport fleet working schedule will be 7 days a week from 08:00 A.M. until 08:00 P.M. Mobile money for all telecommunication networks will be accepted (i.e. M Pesa, tiGo Pesa, Airtel Money and Easy Pesa) and Bank transfer.

2.3 Business Licenses and Permit

The following formalization has already followed up.

Business license

transport license

deliver Permit

3 Marketing Analysis and planning

From 2021 to 2022, due to the rise in commodity copper prices, cross-border transportation capacity from Tanzania to the Democratic Republic of Congo was severely insufficient.

By the end of 2021, the export volume of wrought copper was 1,140,678.64 tons, and the export amount of gold was about 11,088,1513,400 USD. 104,664,653.65 tons of sulfur were imported The amount is approximately 23,2,405,100 USD; (Trade map data)

At the end of the first 11 months of 2022, the amount of forged copper was 1,159,911.9 tons and the amount of gold was about 31,729,57883,900 USD. Sulfur imports in the first 11 months of 2022 were 102,651.81 tons, The export value is about 36,494,400 USD (Trade map data)

After 2023, the annual import and export volume of the Democratic Republic of Congo will increase by about 1 million tons.

3.1 Benefits of adding a new fleet

Currently there are large factories in Tanzania, however it is still difficult for available

fleet to meet the total demand of transportation, hence there is a scope for new entrants.

According to a report released by the International Cobalt Industry Association in May, cobalt demand in the next five years will increase from 175,000 tons in 2021 to 320,000 tons, while the global cobalt metal supply in 2021 will be 160,000 tons. In terms of projects under construction, there is still a large supply and demand gap.

On June 30, 2023, the domestic mining giant Luoyang Luan Chuan Molybdenum Industry Group Co., LTD. (Hereinafter referred to as "Luoyang Molybdenum Industry", 603993) announced that the board of directors of the company reviewed and approved the Proposal on the investment and construction of KFM development Project in the Democratic Republic of the Congo (DRC) and would invest in the construction of KFM development project phase I, with an investment of 1.826 billion dollars.* The project began preparation in March 2021 and is expected to be put into production in the first half of 2023. An annual average of 90,000 tons of copper and 10,000 tons of cobalt are expected to be added in the future, according to an announcement on the website of

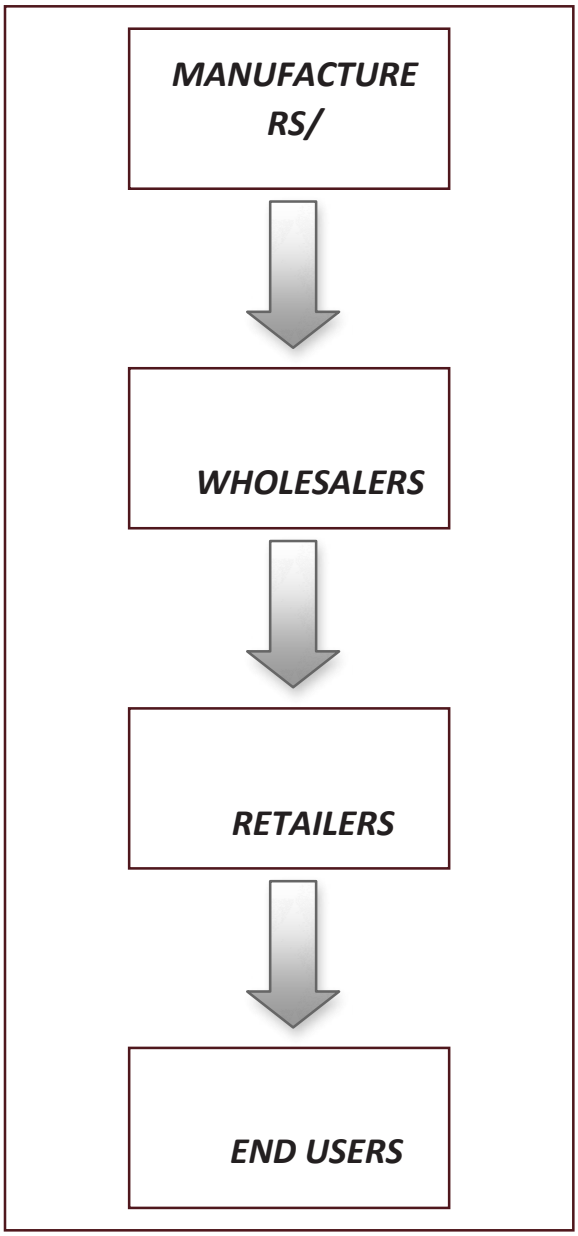
import and export statistics.

Currently there are large factories in Tanzania, however it is still difficult for available fleet to meet the total demand of transportation, hence there is a scope for new entrants.

3.2 COMPETITION ANALYSIS

Manchinchi marine movers ltd is one of the leading transport fleets in Tanzania. They have various agents in the coastal area, and the annual carrying capacity is about 283,341.00 tons.

According to the data, from 2021 to 2022, the cross-border transportation capacity from Tanzania to the Democratic Republic of the Congo will be seriously insufficient due to the increase in the price of copper. In 2022, Congolese gold mining companies offered a quote of $16000 per round trip to



Tanzania's transportation companies, resulting in considerable profits. Therefore, there is room for new entrants in this market.

3.3 MARKET ANALYSIS

Structure of the Industry

The key stakeholders

For Tanzania, the transport marketing systems can be said to comprise of the following stakeholders:

Manufacturers/ Importers:

Persons or firms that manufacture or import cattle products.

Wholesalers:

Intermediaries in the distribution channel buy large quantities of products from the manufacturers and resell them to retailers.

Retailers:

Persons or entities who buy the product from the wholesalers and sell it to the end users.

End Users:

End users are those who buy the product from retailers.

Segmenting:

Segmenting is the act of dividing the market into distinct groups of buyers who might require separate offerings in terms of product attributes, pricing, promotion, and distribution. Broadly speaking the transporting market in Tanzania is primarily a domestic and cross-board model. It can be classified into:

- **Import**
- **Industry export**

Targeting:

This is the act of choosing some of the segments identified from considerations of commercial attractiveness. The company will try to focus much more on service in the domestic industry to improve the country's exports.

But for the institutional side, the company must focus on meeting the demand all throughout the year. Accordingly, the Sales team should have clearly spelt out responsibilities for team members to address the above segment with a properly devised sales plan.

Positioning:

This is the act of providing a viable competitive positioning of the firm and its offer in each target market. It should ideally communicate uniqueness that adds value.

Some viable positioning statements could be:

This is the act of providing a viable competitive positioning of the firm and its offer in each target market. It should ideally communicate uniqueness that adds value.

Some viable positioning statements could be:

- **professional transportation management**
- **Safety driving skill**
- **Affordably priced**
- **Efficiency and responsible team working**

Product:

By ensuring safety services, pricing strategy, insurance policy and maintenance support all carefully designed to ensure a high level of consumer satisfaction, the company can ensure that their services are better than prevalent standards in the market. The units can then even think of branding their products through an appropriate logo that communicates value.

Price:

To gain an entry into the market a competitive pricing strategy would be used. As there are several large transport companies the price will be compared with theirs and therefore the price cannot be very different. Similarly, there should be attractive margins for the trade – in keeping with or ahead of the market.

Plant location:

The plant will be in Mkiu Village, Mkuranga, Coast Region, Tanzania which nearby SAPPHIRE FLOAT GLASS FACTORY and GOODWILL tiles FACTORY, partner with these industries that will be the key to success in a geographical area where rural roads as well as transportation facilities are in a state of evolution so that the services can be easily start. The industries provide large quantity of exporting cargo to our business.The right place for the sales offices would be industry areas. The company will hire local people who can operate from their home offices.

Special Consideration byTarget Customers
In general customers would prefer:

- **High Quality Graded services**
- **They would prefer an affordable price: some may prefer to have a credit period**

- **Some would look forward to promotional offer**
- **Timely delivery in good condition**

According to the government truck weight limitation of Tanzania, we have upgraded the vehicle configuration to develop vehicles with greater load capacity, greater safety, and adaptability to the road conditions in Tanzania. It needs to satisfy the following objectives:

- **Protects the safety of the product.**
- **Timely delivery in good condition**

Assessment of Comparative Advantage

- **Abundance of Hydroelectric Power**

Tanzania still requires electricity power for future industrial development. Much of its energy is obtained from hydro power. Cattle manure will be a source of energy if utilized well.

- **Availability of Water**

Tanzania is endowed with rich perennial water resources, these include river sources and underground water, lakes.

- **Ready availability of large quantities of filling station.**

A complete fuel system is readily available in Tanzania.

Potential for Marketing Collaboration

There is a tremendous potential for marketing collaborations at the customer end of the supply chain. The unit can think of appointing independent sales agents or exclusive tie-ups with certain importers or industry exporters.

3.4 Main routes and key data in East Africa

- **Shipping containers from the Tanzanian Dar es Salaam port to the Brazilian Free Trade Zone in the Democratic Republic of Congo - freight rate of $1000 per trip.**
- **Loading copper ore from Congo's gold mining enterprise bonded zone back to Dar es Salaam port - freight rate of $6000 per trip.**
- **Payment terms: Tanzania Dar es Salaam Port to be shipped by container to the Brazilian Free Trade Zone in the Democratic Republic of Congo: 70% advance payment, fully paid before and after loading; 30% of the final payment shall be paid before unloading at the destination.**

- **The return payment terms are equivalent to the outbound payment terms.**
- **Sign transportation contracts with large freight forwarding companies such as IMPALA and manufacture industry, such as: GOOD WILL (TANZANIA) CERAMIC Co. LTD and SAPPHIRE FLOAT GLASS TANZANIA Co. LTD.**

4 RESOURCE

Sources of Inputs

Utilities required by the plant consist of electricity, water, and furnace oil.

4.1 Electricity.

The Tanzania Electric Supply Company Ltd. (TANESCO) will continue providing the required amount of electricity from the national grid. It may be possible to set up one's own generator set and produce electricity. Theoretically it may also be possible to set up one's own solar panels and be self-sufficient on electricity. But it would certainly be more cost effective to source power from the grid. Keeping a small generator as a part of redundancy may be considered to take care of the lighting load.

4.2 Water

Water is required for general purposes and for supply to the boiler, where steam is produced to be supplied to the molasses tank. Reservoir tank and underground water drilling is recommended despite the water supply from MKIU Water Supply Authority. The most cost-effective manner of catering to the requirements of water would be to locate the plant near a river. This is because deep tube wells may not be feasible owing to the mountainous terrain and from the point of view of cost. It is recommended however a hard water treatment plant be set up as the water is likely to be hard and unsuitable for boiler operation.

4.3 Fuel oil:

Fuel oil is used to support vehicle's transportation. This oil is available in most of filling station in Tanzania.

4.4 Man power requirement. and Business Organization

The proposed project will have three independent departments, namely:

i. **logistic; (dispatch and transport)**
ii. **maintenance ; (Auto repair and electrical)**
iii. **Administration HR and Finance**

4.4.1 Organization

The Board of Directors of CAITOP TANZANIA CO LTD shall manage the project at policy level. The topmost person in the day-to-day running of the company will be the Managing Director. Under the Managing Director's office will be the three Departments mentioned above. Each will be under a Manager and will comprise several Sections, each headed by a Section Head as follows.

LOGISTIC Department- Sections: cargo information confirms, Pricing, deliver Order and re-order

maintenance: checking condition of vehicles according to service plan

Administration and Finance Department- Sections: Human Resources & Administration, Finance & Accounts.

Each Department will be staffed by several personnel with varying education levels and work experience. The management team of CAITOP TANZANIA CO LTD will comprise the Managing Director, department manager and supervisor.

Responsibilities will be as follows:

4.4.2 Logistic Department

The Department Manager will be responsible for cargo dispatch and deliver planning, partner-company relationship and order confirmation activities being carried out. He will further be responsible for budget planning and research and development activities. The Department will comprise Sections, namely:

The logistic Section would be responsible for overseeing cargo dispatch and re-order activities.

4.4.3 Finance and Administration Department

An Administration and Finance Manager will head the Department. He will be responsible for the administration of the company as well as overseeing the financial aspects of the company. An Accountant will manage the finance function while a Human Resources Section Head will oversee company human resource issues. The following important units will be under the Department.

The personnel and administration unit which will be responsible for the general administrative matters of the company as well as personnel issues.

The finance unit, which will be responsible for financial issues, It will also be responsible for the proper maintenance of books of accounts and financial planning.

The purchasing unit which will be responsible for the purchase of stocks/ food products and non-food products. This section will also be responsible for the receipt, storage and issue of purchased materials.

4.4.4 Maintenance Department

This Department will be headed by the Maintenance Manager who will be responsible for the development of a vehicles services management. This will involve developing auto repair techniques and training of qualified and well-motivated mechanics and electrician personnel.

There will be two Section Heads under the Department. One Section will be responsible for auto repair, and another will handle electrical repair function.

4.4.5 Manpower requirement

The permanent workforce requirement for running the proposed project is 25. Several other employees may be contracted on a temporary basis.

Availability of Manpower and Skills

The Labor Department Survey Report 2015 finds that the agriculture sector employs over 70 percent of total employed persons, while rest percent are employed in public administration & defense, education, electricity, gas & water supply sectors, real estate, construction, hotels & restaurants, and mining & quarrying sectors.

Need for Skill Development

As the workforce is mostly unskilled, there is a need to develop their skills according to the needs of the industry. Workshops or on-site short-term training may be organized by the suppliers of machinery on how to control the temperature, operate machinery etc. The training should be a combination of theory sessions, on-the-job coaching sessions and on-the-job supervision. For people joining with no relevant experience training in their respective functional area would be mandatory. There should be a periodic skill assessment done by the management based on observation of on-the-job performance. Based on the findings, a training calendar needs to be drawn up.

4.4.6 Source of manpower

The workforce for the proposed project will be employed from local sources, except for a few expatriates who would be engaged in the training of local staff. The workers will be given on-the-job training to familiarize them with the proposed logistic business.

Below is a list of manpower requirement

CAITOP TANZANIA CO.LTD.		
MANPOWER REQUIREMENT LIST		
NO	**DEPARTMENTS/DESIGNATION**	**NO.**
1	**Managing Director**	**1**
2	**supervisor**	**1**
3	**Secretary**	**1**
4	**driver**	**20**

5	**Maintenance Engineer**	**1**
6	**Accountant**	**1**
7	**Cashier**	**1**
8	**HR officer**	**2**
9	**chef**	**1**
10	**Cleaner**	**1**
TOTAL		**30**

4.5 Vehicles Required in plant

According to the government truck weight limitation of Tanzania, we have upgraded the vehicle configuration to develop vehicles with greater load capacity, greater safety, and adaptability to the road conditions in Tanzania. Within our plant, there will be a 50 Chinese heavy trucks and semi-trailer team standby. The main purpose is ensuring timely delivery of industry demands loading capacity is estimated to transport ton per year.

Below is a list of Main Parameter SELECTION OF GHANA AND DAR model tractor truck

MODEL	**ZZ4257V3247B1R HOWO GHANA**	**ZZ4257V344JB1R HOWO DAR~**	**SAME**
ENGINE	**WP12.400E201,400 HORSEPOWER**	**WP12.400E201,400 HORSEPOWER**	**SAME**
GEARBOX	**HW19710 10 FORWARD，2 BACKWARD**	**HW19710 10 FORWARD，2 BACKWARD**	**SAME**
FRONT AXLE	**VGD71，7.1 TON FRONT BRIDGE DRUM BRAKE**	**VGD71，7.1 TON FRONT BRIDGE DRUM BRAKE**	**SAME**
FUEL TANK	**600L ALUMINIUM ALLOY FUEL TANK**	**600L ALUMINIUM ALLOY FUEL TANK**	**SAME**
FRAME	**TGA FRAME**	**TGA FRAME**	**SAME**
SUSPENSION SYSTEM	**3PIECE FRONT AXLE,5PIECE REAR AXLE**	**3PIECE FRONT AXLE,5PIECE REAR AXLE**	**SAME**
TRANSMISSION SHAFT	**BOSCH 8198,GERMANY**	**BOSCH 8198,GERMANY**	**SAME**
SADDLE	**50# 2.0”**	**50# 2.0”**	**SAME**
TIRES	**12R22.5 10+1 TUBELESS**	**12R22.5 10+1 TUBELESS**	**SAME**
DESIGN CARGO WEIGHT	**60T**	**60T**	**SAME**

DRIVER'SCAB	**HW76 ， MANGANESE STEEL CAB,AIRBAG SEAT,FOUR POINT SUSPENSION CAB，RIGHT RUDDER,A/C，MP3**	**HW76 ， SEMI-MANGANESE STEEL CAB,AIRBAG SEAT,FOUR POINT SUSPENSION CAB，RIGHT RUDDER,A/C，MP3**	**CUSTOMIZED**
BACK AXLE	**MCY13BGS ,MAN GERMAN AXLE， 13 TON*2 SPEED RATIO 4.11 OR3.7**	**MCY12BGS ,MAN GERMAN AXLE， 12 TON*2 SPEED RATIO 4.11 OR3.7**	**CUSTOMIZED**
WHEELBASE	**3200mm+1325 mm**	**3400mm+1350mm**	**CUSTOMIZED**
VEHICLE MEASURE	**6950*2500*3317 mm**	**7050mm*2500mm*3317mm**	**CUSTOMIZED**
TOTAL BODY WEIGHT	**8800kgs**	**8300kgs**	**CUSTOMIZED**

5 COST OF PROJECT

PROJECT COST		
S.NO	**PARTICULARS**	**VALUE (USD)**
1	**Land (4 hectare)**	**180,000.00**
2	**buildings and civil construction investment**	**1,520,000.00**
3	**production line and machinery investment**	**1,000,000.00**
4	**Fixtures and infrastructure investment**	**920,000.00**
5	**working capital**	**1,900,000.00**
6	**motor vehicle**	**100,000.00**
7	**others**	**100,000.00**
TOTAL		**5,720,000.00**

US$ 1 = Tshs 2250

Expenditure on basic materials and Profitability

The major expenditure item is the purchase of vehicles. Project revenue will accrue from the transportation service. Based on projected revenue at sustainable levels of transportation the project is quite profitable.

5.1 Cargo Availability

Float glass & tiles are the major cargo for the transportation which is readily available in the region

5.2 Availability of Electricity

MKIU VILLAGE has a department responsible for the supply of a plant with electricity power Topography, Hydrology & Seismology Data Requirement

5.3 Topography, Hydrology & Seismology of the location must be checked before setting up the manufacturing plant.

Topography: Topography is a detailed map of the surface features of the land. It represents a particular area in detail, including everything natural and manufactured - hills, valleys, roads, or lakes.

The objective of topography is to determine the position of any feature or more generally any point in terms of both a horizontal coordinate system such as latitude, longitude, and altitude. Identifying (naming) features and recognizing typical landform patterns are also part of the field.A topographic study may be made for detailed information about terrain (vertical & horizontal dimension of land surface) and surface features is essential for the planning and construction of any major civil engineering, public works, or reclamation projects.

5.4 Hydrology: Hydrology is the scientific study of the movement, distribution, and quality of water on Earth including hydrologic science, water resources and environmental watershed sustainability. Hydrology is subdivided into surface water hydrology, groundwater hydrology (hydrogeology), and marine hydrology.

Application of Hydrology

- **Determining the water balance of a region.**
- **Determining the agricultural water balance.**
- **Mitigating and predicting flood, landslide, and drought risk.**
- **Real-time flood forecasting and flood warning.**

- **Assessing the impacts of natural and anthropogenic environmental change on water resources.**
- **Assessing contaminant transport risk and establishing environmental policy guidelines.**

5.5 Seismology:

Seismology is the scientific study of earthquakes and the propagation of elastic waves through the Earth or through other planet-like bodies. The field also includes studies of earthquake environmental effects, such as tsunamis as well as diverse seismic sources such as volcanic, tectonic, oceanic, atmospheric, and artificial processes (such as explosions).

Seismic waves are elastic waves that propagate in solid or fluid materials.

They can be divided into body waves that travel through the interior of the materials; surface waves that travel along surfaces or interfaces between materials; and normal modes, a form of standing wave.

Seismological instruments can generate large amounts of data. Systems for processing such data include:

- **CUSP (Caltech-USGS Seismic Processing)**
- **RadExPro seismic software**
- **SeisCom**

5.6 Availability of Transportation Facilities

MKIU VILLAGE is located on the Mkuranga and therefore the plant will be of equal contributions due to its main logistics requirements in the targeted locality.

Availability of Ancillary Facilities

An industrial unit which manufactures parts or intermediaries, or provides services is ancillary unit. A large chunk of its production or services is used by another industrial taking. An ancillary unit is typically small whose investment in fixed assets in plant and machinery, so a farmer's cooperative growing maize could be an ancillary unit for animal feed.

5.7 Availability of Housing, Schooling and Hospital

- **Housing facility**

  The amount of land suitable and available for urban development is extremely for MKIU VILLAGE development and coastal region. This being a factory location, housing available will accommodate staff and workers.

- **Schooling availability**

  There are various and enough public and privately owned schools in MKIU VILLAGE. The school brings people all together in the sense of acquiring knowledge for future benefits.
- **Hospital facilities.**

  There are public and privately owned health care facilities, which are enough to accommodate plant workers and their families for better treatment.

- **Communication facilities**

  There are available cellular networks, internet networks and quality road connections which are good to connect a plant with other facilities needed.

6.0 ENVIRONMENT PROTECTION

- **With a conscious mind, CAITOP TANZANIA CO.LTD. expects to undertake eco-friendly logistic processes and make sure that less effluent and smoke are released. It will take the following three concerns seriously as defined by some of the well-known regulatory bodies.**
- **Reduction in hazardous environmental release**
- **Recycling of waste products**
- **Use of environmentally preferable products**

For this, it will source some of the latest and highest performing vehicles for its plant.

Other Effects

6.1 Property Values

Most landowners fear that when Motor vehicle emissions move into their community their property values will drop significantly. There is evidence that Motor vehicle emissions do affect property values. The reasons for this are many: the fear of loss of amenities, the risk of air or water pollution, and the increased possibility of nuisances related to odors or insects.

Environmental aspects are of high importance during setting up any plant. These aspects play a vital role in the ecological balance. This chapter covers the environmental management aspects for the project.

Elements considered for environmental impacts

NO	ELEMENT
1	Land Use
2	Subsidence and Landslide
3	Water Resources
4	Air Quality
5	Social economic conditions
6	Soil
7	Noise Quality and Ground Vibration
8	Hydrology
9	Solid Waste
10	Aesthetics
11	Ecology
12	Vehicular Movement
13	Water Quality
14	Human Settlement
15	Site of Cultural Heritage and Scenic Importance

Mitigation measures based on the systems & practices foreseen in plant design, for addressing each environmental component has been described.

It is to be understood that this report meets the requirements of initial Environmental Information (EI), as per the prevalent norms in Tanzania.

6.2 Environmental Impacts

Transport activity may cause air and water pollution. However, the impact may be reduced to a greater extent by following the recommended measures.

The environmental impacts that are likely to arise out of the proposed project, during their construction and operation phases, are summarized in the sub-sections that follow.

Environmental impacts during construction phase

S. No	Attributes	Problem Impacts due to Plant
1	Land Use	Degradation in land values due to construction waste & construction silt runoff.

2	Soil	Loss of soil due to clearing, excavation, soil removal, road construction, etc.
3	Ecology	Encroachment in ecology; loss of flora and fauna.
4	Water Resources	Depletion of ground water resources, if used.
5	Water Quality	A sewage treatment plant will be installed
6	Air Quality	Fugitive emission and dust impair air quality.
7	Noise Quality	Increase in noise levels.
8	Vehicular Movement	Traffic congestion/accidents and adverse effects on air quality & noise levels.
9	Solid waste	Increased excavated soil, debris, garbage, etc., at the construction site.
10	Aesthetics	Aesthetics marred by project structures.
11	Site of Cultural, Historical and scenic Importance	Impact on the site of Cultural, Historical and scenic importance if available

Environmental impacts during operation phase

S. No	Attributes	Problem Impacts due to Plant
1	Land Use	The area is industrial/agricultural land.
2	Soil	Positive impact due to horticulture and plantation.
3	Ecology	No major impact due to vegetation and plantation in the surrounding area.
4	Subsidence and Landslide Problems	No impact.
5	Water Resources	Depletion of water resources due to water Withdrawal.
6	Water Quality	Discharge of sewage and storm water run-off may cause deterioration of water quality.
7	Air Quality	Increase in TSPM and RPM levels and impairment of ambient air quality.
8	Noise Quality	Increase in noise level in the surrounding area.

9	**Vehicular Movement**	**Traffic congestion/accidents in conjunction with loss in air quality.**
10	**Solid Waste**	**Inappropriate disposal of garbage/ sewage could be hazardous.**
11	**Aesthetics**	**Loss in environmental aesthetics.**
12	**Site of Cultural, Historical and Scenic Importance**	**Impact on the site of Cultural, Historical and Scenic Importance, if available**
13	**Human Settlement**	**No impact as no relocation/resettlement required if industrial area.**
14	**Socio-Economic condition**	**Increased economic activities in the region resulting in new jobs and a better quality of life for people.**

6.3 Environmental Management

The mitigation measures including prevention and control for each environmental component have been delineated in the sub-sections that follow.

6.4 During Construction Phase

Mitigation measures during construction phase

S. No	Attributes	Problem Impacts due to Plant
1	**Land Use**	**Plantation and green belt development shall commence.**
2	**Ecology**	**Plantation and vegetation shall commence**
3	**Water Resources**	**Controlled use of water resources**
4	**Water Quality**	**Debris shall be isolated from wastewater and disposed of separately. All waste shall be treated in septic tanks and ETP.**
5	**Air Quality**	**Regular water sprinkling at the construction site. Construction materials shall be totally covered during transportation.**
6	**Noise Quality**	**Use of silencers, noise isolators etc. in machines. Use of equipment which keeps noise levels within limits prescribed by regulatory agencies.**

7	Solid Waste	Sewage treatment plants will be installed in the colony as well as at the plant.
8	Vehicular Movement	A proper metallic access road will be constructed up to the site.
9	Aesthetics	Construction activities commensurate with landscaping in the area.

Mitigation measures during operation phase

S. No	Attributes	Problem Impacts due to Plant
1.	Land Use	Development of green belt in and around the plant.
2.	Soil	Tree plantation all around the plant.
3.	Ecology	Development of green belt in and around the plant.
	Water Resources	There shall be a perpetual demand for water resources. The water requirement in the plant will have no adverse effect on the water source and the water required at the plant can be adequately met from the current allocation to the plant from the community.
5.	Hydrology	The plant shall take into consideration the local geological, geomorphologic, and hydro-geological settings.
6.	Water Quality	There will be substantive generation of wastewater at the plant premises besides the use at the staff quarters for sanitation purposes. This wastewater will be collected in septic tanks.
7.	Air Quality	Provision of suitable bag filters for dust control. Provision of leak proof and properly covered transport equipment to prevent dust from being airborne. Adequate dust suppression and extraction facilities at material handling and transfer points. Provision of green belt around the plant. Provision of a well-equipped workshop for regular maintenance of vehicles to control emissions.

8.	Noise Quality and Ground Vibration	Noise abatement at source by choosing machinery and equipment suitable. Proper mounting of equipment and ventilation systems. Provision of noise insulating enclosures or padding, wherever possible. Provision of personal protective equipment for workers. Dense belt of trees to act as acoustic barriers.
9.	Vehicular Movement	Provision of wide tar/concrete road. Provision of a well-equipped workshop for regular maintenance of vehicles to control emissions.
10.	Solid Waste	No solid waste will be generated besides from the staff quarters. Proper disposal of waste based on terrain, landscaping, drainage & aeration. Septic tanks will be constructed at the staff quarters.
11.	Aesthetics	Landscaping and use of vegetation.
12.	Human Settlement	Not applicable.
13.	Socio-Economic Conditions	Maintaining good communication with local communities before, during and after construction. Training of local personnel for specific (skilled) positions. Welfare measures for local populace.

6.5 Solutions Adopted in the Technical Concept

The guidelines for various industrial units, stipulate "limiting values" for water quality, air quality and noise quality.

For the project, adequate pollution control equipment has to be considered. The general requirement and measures to be considered for arresting the pollutants is tabulated in the following table.

Estimated release of pollutants

S/No.	General Requirement	Measure Considered
1	Water Quality for plant	
a		
	Treated Effluent discharges should have a pH in the range of 6-9.	Sewage treatment plant of adequate capacity to control the pH and TSS.
2	Air Quality for plant	

	The air quality should conform to the limiting values of SPM.		**Bag Filters & modern burners with precise fuel dosing systems should be considered for the air quality.**
3	**Noise Quality for plant**		
a			
	A maximum increase in background levels of 3 dB (A) or the following levels:		**The plant should be designed not to generate more than 60 dB (A) maximum. All high noise emitting machinery such as the roller mills will be enclosed in housing (lined with a 2-inch glass wool) to minimize sound emissions outside the plant. The walls of the structure housing the machinery will be made of mud bricks to absorb the sound.**
	Residential	**55/45 dB (A)**	
	Industrial	**75/70 dB (A)**	
	Commercial	**65/55 dB (A)**	

6.6 Occupational Health and Safety

All workers in the plant, crusher and mine locations will be provided with and shall be mandated to use protective gear and equipment to ensure their personal safety. Safety boots, gloves, eye goggles, helmets, nose masks (wherever necessary), ear plugs, reflective jackets and other protective equipment will be provided by the company. Training on safety for all new recruits as well as refresher courses on safety for the regular staff will be conducted regularly from time to time to ensure that safety procedures are always followed.

A safety inspector shall be appointed (plant manager) and an OHS committee comprising of employees shall be formed to monitor and ensure compliance with safety norms and procedures.

7.0 PROJECT IMPLEMENTATION & SCHEDULE

The key factors that would facilitate successful and timely project implementation are:

- **Proper choice of technology and machinery suppliers.**
- **Adequate diligence in formulating the technical concept and system design.**
- **Proper choice of contractors for civil construction and erection of equipment.**
- **Formulation of an effective project team led by an experienced Project Manager.**
- **Establishment of an efficient system for project planning & monitoring including reporting**

procedures for progress review & co-ordination.

7.1 Implementation Strategy

Typically, any project has four core dimensions which are as follows –

- **Engineering: this directly impacts the smooth operations of the plant over its entire life.**
- **Procurement: this is critical on account of the impact that it has on investment and performance benchmarks and in ensuring the choice of appropriate technology.**
- **Construction: is critical in terms of its impact on completion quality and the duration of the project phase.**
- **Project Management: other than its obvious impact on project timeliness it also contributes to risk minimization for the promoter.**

7.2 Implementation Schedule

Major activities to be involved include registration of the project and approvals by the Tanzania Investment Centre (TIC), and mobilization of funds from sponsors. Other activities include identification of appropriate technology, sourcing of machinery and equipment, construction and renovation of buildings, staff recruitment and training of core personnel.
It is suggested that the project implementation will not take more than 12 months out of which six months will be allocated for pre-project activities. And the rest should be done within the next six months from the date the project is approved by the Ministry of Trade and Industry. Pre-project activities include:

Hydrological investigations for ensuring the availability of the requisite quantum of water.

Receipt of requisite clearances from competent authorities with respect to:

- **Environmental clearance.**
- **San ction**
- **and supply of power.**
- **Tying up sources of funds for the project to achieve financial closure.**
- **Procurement of land.**
- **Topographic & Seismologic survey for plant area.**
- **Floating tender inquiries and evaluation of order.**
- **Site Preparation & Leveling of land.**

The table given below shows the project schedule:

Project Schedule

S/No.	Activity	4	5	6	7	8
1	company registration and tax account prepare					
2	purchase vehicle and deliver to site					
3	Site Preparation & Leveling of Land					
4	Hiring of People (Phase 1)					
5	Vehicle registration and maintenance					
6	Training & Commissioning of People					
7	Trial of trip					

8.0 INVESTMENT AND FINANCE

8.1 assumption

The financial projections to determine the viability of the project by CAITOP TANZANIA CO.LTD. are based on the following key assumptions:

- **Purchase of vehicles will start immediately. Thereafter the delivery service of cargo will commence.**
- **The company market will be local as well as cross-board export based on current operations**
- **Financial calculations are based on current market prices and costs are assumed constant throughout the operating period under view on the assumption that if operation costs change, selling prices will change proportionally to preserve the profit margins.**
- **The project has adopted the currency exchange rate of United States Dollar 1 = Tanzania Shilling 2,370.00 as prevailing during MAY 2023.**

8.2 summary of capital costs

On completion of project implementation, the total investment will reach to US$ 4,982,891.37 as shown in attached schedules.

8.3 Cost of vehicles

The total vehicles cos is based on a quotation received from major suppliers for Chinese truck and amount to US$ 4,092,900.00 approximately.

8.4 Building and Civil Work cost

The main civil works required involves Land leveling construction. Other civil works will be electrification and water supply, etc. Total investment on land and buildings is estimated at US$ 115,400.00.

8.5 Administration Cost

The admiration cost is estimated to be US$ 59,164.00

8.6 Motor Vehicles

For company work, the promoters intend to procure various vehicles at total cost of US$ 42,900.

8.7 Pre operation Capital Expenditure

These include project development cost for feasibility study and start-up expenses. A budget of US$ 920,000 is considered adequate for the initial stage.

8.8 Initial working capital

Initial net working capital requirement at maximum for the proposed project works out at about US$ US$ 4,982,891.37. This is for the procurement of semi-trailers. The rest of the requirements for working capital will be raised by commercial banks as and when the need arises. This will fluctuate as per stocks in hand.

9 COST OF OPERATION

The anticipated costs for operating the project are detailed in the following sections and summarized in the attached schedule. The summarized costs are based on the fifth year of operation.

9.1 UTILITIES

A total of US$ 6,000 will be required as water bills and for the purchase of electric power at a sustainable level.

9.2 VEHICLE RUNNING EXPENSES/COST OF SALES

Vehicle running expenses include fuel, maintenance, lubricants, road licenses, etc. The cost has been estimated at US$ 3231.57per truck/40days return.

9.3 SALARIES AND WAGES

The number of employees, along with their incomes, is shown in the attached schedules. The total annual wage package is estimated at US $ 165,600.00 including fringe benefits and related taxes.

9.4 allowance

The allowance costs are estimated at 150tsh/kl of operation.

9.5 DEPRECIATION

The depreciation rate is estimated at 10% of the major asset useful in manufacturing. The depreciation is estimated to be US$ 1,676,083.48

10 SOCIAL AND ECONOMIC ANALYSIS

10.1 ASSUMPTIONS AND CONSIDERATIONS

The basic assumptions underlying economic benefits and costs are:

- **Taxes on capital costs have not been considered.**
- **Conversion factors have been used to determine economic costs and benefits.**
- **The economic life of the project is assumed to be5 years.**

10.2 ECONOMIC AND SOCIAL BENEFITS

The successful operation of the project will contribute significant economic and social benefits to Tanzania. The summary of benefits is as follows.

- **Creation of new employment opportunities through direct employment of staff and boosting**

the informal and commercial sectors.

- **Improvement of infrastructures through construction of modern buildings and improving pass roads.**

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- **Joining the fight against the world food shortage and poverty reduction through incomes gained by workers.**

- **Proper land management and human development as well due to the improvement of living welfare.**

- **Paying government taxes and joining to the efforts of building a nations' economy.**

- **Growth of other related economic sectors of the economy such as banks, recycling factories and trading sector.**

- **The project will contribute to the growth of MKIU VILLAGE through trading and improving infrastructures and increase of population.**

- **Through recycling of plastic wastes, the project will contribute large in keeping environment clean by recycling plastic waste and keeping MKIU city clean and friendly living environment.**

11.0 RECOMENDATIONS

The project is technically feasible, financially, economically viable and environmentally friendly. A fast implementation of the project is highly recommended to avoid cost overruns and for the project to be able to realize the benefits outlined above; especially now when the Government is making effort to boost investment in various sectors in the economy.

In view of the above it is further strongly recommended that the project be approved by Tanzania Investment Centre and be granted the TIC Certificate of Incentives with its associated privileges and benefits as provided for under Tanzania Investment Act, 1997 to facilitate smooth implementation.

The study shows the proposed project is both technically and financially a feasible undertaking. Furthermore, it will create local employment for the national benefit. In view of the findings, the project is recommended for implementation.

APPENDIX

SCHEDULE 1

PROJECTED INCOME & EXPENDITURE STATEMENT					
	YEAR 1 (USD)	YEAR 2 (USD)	YEAR 3 (USD)	YEAR 4 (USD)	YEAR 5 (USD)
Sales Revenue	$ 3,200,000.00	$ 7,200,000.00	$ 7,200,000.00	$ 7,200,000.00	$ 7,200,000.00
Cost of Sales	$ 646,313.29	$ 1,454,204.91	$ 1,454,204.91	$ 1,454,204.91	$ 1,454,204.91
Gross Profit	$ 2,553,686.71	$ 5,745,795.09	$ 5,745,795.09	$ 5,745,795.09	$ 5,745,795.09
Operating Expenses:					
Administrative Expenses:	$ 29,582.00	$ 59,164.00	$ 59,164.00	$ 59,164.00	$ 59,164.00
other	$ 115,400.00	$ -	$ -	$ -	$ -
Salaries and wages	$ 82,800.00	$ 165,600.00	$ 165,600.00	$ 165,600.00	$ 165,600.00
SPARE PARTS	$ 83,333.33	$ 166,666.67	$ 187,500.00	$ 187,500.00	$ 187,500.00
Depreciation	$ 409,290.00	$ 368,361.00	$ 331,524.90	$ 298,372.41	$ 268,535.17
Insurance	$ 150,000.00	$ 150,000.00	$ 150,000.00	$ 150,000.00	$ 150,000.00
Total Expenses	$ 870,405.33	$ 909,791.67	$ 893,788.90	$ 860,636.41	$ 830,799.17
Profit before Tax	$ 1,683,281.37	$ 4,836,003.42	$ 4,852,006.19	$ 4,885,158.68	$ 4,914,995.92
Tax (30%)	$ 504,984.41	$ 1,450,801.03	$ 1,455,601.86	$ 1,465,547.60	$ 1,474,498.78
Profit After Tax	$ 1,178,296.96	$ 3,385,202.40	$ 3,396,404.33	$ 3,419,611.08	$ 3,440,497.14

SCHEDULE 2

PROJECTED BALANCE SHEET					
	YEAR 1 USD	YEAR 2 USD	YEAR 3 USD	YEAR 4 USD	YEAR 5 USD
Fixed Assets	4,092,900.00	3,683,610.00	3,315,249.00	2,983,724.10	2,685,351.69
Depreciation(10%)	409,290.00	368,361.00	331,524.90	298,372.41	268,535.17
Total fixed Assets	3,683,610.00	3,315,249.00	2,983,724.10	2,685,351.69	2,416,816.52
Current Assets					
Cash	1,299,281	4,831,204	8,374,328	11,940,660	15,527,877
Stock					
loan					
total current asset	1,299,281.37	4,831,203.90	8,374,328.36	11,940,659.56	15,527,876.83
total asset	4,982,891.37	8,146,452.90	11,358,052.46	14,626,011.25	17,944,693.35
Current Liabilities					
liability	-	-	-	-	-
total liability	-	-	-	-	-
Total Capital	4,982,891.37	8,146,452.90	11,358,052.46	14,626,011.25	17,944,693.35

SCHEDULE 3

CASH FLOW STATEMENT					
	YEAR1	YEAR2	YEAR3	YEAR4	YEAR5
CASH INFLOW					
opening balance	-	1,299,281.37	4,831,203.90	8,374,328.36	11,940,659.56
investors finance					
sales	3,200,000.00	7,200,000.00	7,200,000.00	7,200,000.00	7,200,000.00
Total inflow	3,200,000.00	8,499,281.37	12,031,203.90	15,574,328.36	19,140,659.56
CASH OUTFLOW					
Pruchase	646,313.29	1,454,204.91	1,454,204.91	1,454,204.91	1,454,204.91
Administrative Expenses:	29,582.00	59,164.00	59,164.00	59,164.00	59,164.00
other	115,400.00				
Salaries and wages	82,800.00	165,600.00	165,600.00	165,600.00	165,600.00
SPARE PARTS	83,333.33	166,666.67	187,500.00	187,500.00	187,500.00
Depreciation	409,290.00	368,361.00	331,524.90	298,372.41	268,535.17
Insurance	150,000.00	150,000.00	150,000.00	150,000.00	150,000.00
VAT output	384,000.00	864,000.00	864,000.00	864,000.00	864,000.00
Other taxes	-	440,080.90	444,881.73	454,827.48	463,778.65
total cash outflow	1,900,718.63	3,668,077.48	3,656,875.54	3,633,668.80	3,612,782.73
Net CASH	1,299,281.37	3,531,922.52	3,543,124.46	3,566,331.20	3,587,217.27
Cash balance	1,299,281.37	4,831,203.90	8,374,328.36	11,940,659.56	15,527,876.83

SCHEDULE 4

REVENUE PROJECTION					
	YEAR 1 (USD)	YEAR 2 (USD)	YEAR 3 (USD)	YEAR 4 (USD)	YEAR 5 (USD)
	2023	2024	2025	2026	2027
QTY OF TRANSPORT	50	50	50	50	50
TURNOVER OF TRIPS	4	9	9	9	9
UNIT SALES PER TRIP	16,000	16,000	16,000	16,000	16,000
TOTAL REVENUE	3,200,000	7,200,000	7,200,000	7,200,000	7,200,000

SCHEDULE 5

ADMINISTRITION EXPENSE	ANNUAL AMOUNT (USD)	
AIR TICKET	$	10,000.00
VISA	$	4,000.00
FOOD	$	9,125.00
RENTAL	$	21,600.00
MOBIL	$	400.00
FUEL	$	1,314.00
WATER&ELECTRICITY	$	6,000.00
STATIONERY	$	3,600.00
GPS	$	3,125.00
TOTAL	$	59,164.00

SCHEDULE 6

PROJECT COST		
S.NO	**PARTICULARS**	**VALUE (USD)**
1	**Land rental (2000sqm)**	**12,000.00**
2	**container（3）**	**6,900.00**
3	**Land leveling construction**	**1,300.00**
4	**security**	**18,000.00**
5	**working capital(computer,table…)**	**4,700.00**
6	**motor vehicle**	**42,900.00**
7	**others**	**25,600.00**
8	COMPANY REGISTER	**4,000.00**
TOTAL		**115,400.00**

FIXED ASSET					
	YEAR 1 (USD)	YEAR 2 (USD)	YEAR 3 (USD)	YEAR 4 (USD)	YEAR 5 (USD)
TRASPORTATION VECHILE	$ 4,050,000.00	$ 3,645,000.00	$ 3,280,500.00	$ 2,952,450.00	$ 2,657,205.00
MOTOR VEHICLE	$ 42,900.00	$ 38,610.00	$ 34,749.00	$ 31,274.10	$ 28,146.69
TOTAL FIXED ASSET	$ 4,092,900.00	$ 3,683,610.00	$ 3,315,249.00	$ 2,983,724.10	$ 2,685,351.69
Depreciation	YEAR 1 (USD)	YEAR 2 (USD)	YEAR 3 (USD)	YEAR 4 (USD)	YEAR 5 (USD)
TRASPORTATION VECHILE	$ 405,000.00	$ 364,500.00	$ 328,050.00	$ 295,245.00	$ 265,720.50
MOTOR VEHICLE	$ 4,290.00	$ 3,861.00	$ 3,474.90	$ 3,127.41	$ 2,814.67
ANNUAL DEPRPECIATION	$ 409,290.00	$ 368,361.00	$ 331,524.90	$ 298,372.41	$ 268,535.17
CLOSING FIXED ASSET	$ 3,683,610.00	$ 3,315,249.00	$ 2,983,724.10	$ 2,685,351.69	$ 2,416,816.52

SCHEDULE 7

SALARIES & WAGES					
NO	**DEPARTMENTS/DESIGNATION**	**NO.**	**SALARY PER MONTH(USD)**	**SUBTOTAL MONTHLY SALARY (USD)**	**ANNUAL GROSS SALARY (USD)**
1	**Managing Director**	**1**	**$ 2,000.00**	**$ 2,000.00**	**$ 24,000.00**
2	**supervisor**	**1**	**$ 1,000.00**	**$ 1,000.00**	**$ 12,000.00**
3	**Secretary**	**1**	**$ 300.00**	**$ 300.00**	**$ 3,600.00**
4	**Accountant**	**1**	**$ 1,000.00**	**$ 1,000.00**	**$ 12,000.00**
5	**Cashier**	**1**	**$ 300.00**	**$ 300.00**	**$ 3,600.00**
6	**Hr officer**	**1**	**$ 250.00**	**$ 250.00**	**$ 3,000.00**
7	**Maintenance Engineer**	**1**	**$ 1,000.00**	**$ 1,000.00**	**$ 12,000.00**
8	**CHEF**	**1**	**$ 150.00**	**$ 150.00**	**$ 1,800.00**
9	**Driver**	**50**	**$ 150.00**	**$ 7,500.00**	**$ 90,000.00**
10	**Cleaner**	**2**	**$ 150.00**	**$ 300.00**	**$ 3,600.00**
11	**Guard**	**2**	**$ 150.00**	**$ 300.00**	**$ 3,600.00**
	TOTAL	**60.00**	**$ 6,300.00**	**$ 13,800.00**	**$ 165,600.00**