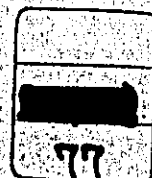


THE REPUBLIC OF INDONESIA
FEASIBILITY STUDY
FOR
INDUSTRIAL ESTATE PROJECT IN UJUNG PANDANG
APPENDIX

MARCH 1977

Japan International Cooperation Agency



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FEASIBILITY STUDY

FOR

INDUSTRIAL ESTATE PROJECT IN UJUNG PANDANG

APPENDIX

MARCH 1977

Japan International Cooperation Agency

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APPENDIX 1

DISTRIBUTION SURVEY

1. Scope of the Survey

The scope of the survey is as follows.

- 1) Disbributions
 - o Number of employees
 - o Name of major commodities
 - o Annual sales volumes and values by commodities
- 2) Distribution System
 - o Production areas where each commodity is produced.
 - o Distribution channels
 - o Market territories
 - o Payment conditions
 - o Margins
 - o Seasonal fluctuations
- 3) Storage and Transportation

2. The Method of the Survey

An interview survey was carried out for forty wholesalers and one hundred retailers in Ujung Pandang City, by the students of the Hasanuddin University from October 14 to October 27, 1976.

Retailers selected for this interview were chosen from those dealing with one or more of the following items: food, textile, electrical apparatus, motorcycles, furniture, galvanized iron sheets, paper products, cement, machinery parts.

3. Steps of the Survey

This survey consisted of the following five steps.

- 1) Preparation of a list of distributors
- 2) Selection of sample respondants
- 3) Actual interview
- 4) Summation and tabulation of the results of the interview

5) Final analysis.

4. Questionnaires

Two kind of questionnaires were prepared. One is for wholesalers and the other for retailers. They are as follows:

DAFTAR PERTANYAAN UNTUK PENGECEK (RETAILERS).

R E S P O N D E N T :

1. Nama Perusahaan :
2. Nama Penanggung Jawab :
3. A l i a m a t :
4. Nomor Telcpom :
5. Jumlah Karyawan :
6. Barang yang diperdagangkan :
7. Apakah berusaha dibidang : 1. Export
2. Import
3. Lain-2

I N T E R V I E W E R :

1. N a m a :
2. Tanggal Interviewer :
3. Nomor Questionnaire :

Survey ini bertujuan untuk memperoleh informasi2 yang dibutuhkan untuk pertumbuhan ekonomi di Ujung Pandang pada khususnya dan Sulawesi Selatan pada umumnya.

Interviewer akan mengunjungi saudara dan mengajukan pertanyaan yang di - butuhkan, mungkin dijumpai pertanyaan yang mendetail, tetapi hal ini digunakan untuk tujuan analisa secara umum, dan informasi2 saudara tidak digunakan untuk tujuan2 yang lain.

Kami harapkan kerja sama yang baik dari saudara.

DEPARTEMEN PERINDUSTRIAN
Kantor Wilayah Departemen Perindustrian
Propinsi Sulawesi Selatan,

1. Kira2 berapa jumlah volume penjualan tahunan dari perusahaan saudara ?
 - Jumlah : ton
 - Nilai : Rp.
2. Barang2 apa saja yang saudara perdagangkan ?
Sebutkan 2 atau 3 jenis product yang penting.
3. Tunjukkan volume penjualan masing2 jenis barang setiap tahun, jumlah dan nilainya.

Jenis Barang	Jumlah penjualan setiap tahun (ton)	Nilai Rp. 000,-

4. Apakah barang2 tersebut diimport atau dihasilkan dalam negeri ?
Jika dihasilkan dalam negeri sebutkan produsen serta daerah produksinya.

Jenis Barang	Import atau Produksi dalam negeri.	Nama Perusahaan produsen atau daerahnya.

5. Darimanakah saudara membeli barang2 tersebut ?
Tunjukkanlah dengan symbol dibawah ini :
 - A. Dari Pabrik
 - B. Dari Pabrik dan Pedagang besar
 - C. Dari pedagang2 besar
 - D. Dari yang lain. Sebutkan :

Jenis - Barang	S y m b o l

6. Tunjukkan jumlah Supplier dari jenis barang yang berasal dari A sampai C pada pertanyaan nomor 5.

Jenis - Barang	Jumlah - Suppliers

7. Didaerah manakah Suppliers barang2 tersebut berada ?

Jenis - Barang	Nama Daerah

Supplier dan daerah mana yang terjauh =

Jenis Barang	Nama Daerah (Kecamatan)

8. Apakah penjualan jenis2 barang tersebut berfluktuasi setiap bulan ?
 Pada bulan berapa jumlah penjualan yang tertinggi dan yang terendah.
 Berapa persen dari jumlah penjualan rata2.

Jenis - Barang	Jumlah penjualan yg tertinggi		Jumlah penjualan yang terendah	
	Bulan	%	Bulan	%

9. Bagaimanakah kebiasaan cara pembayaran dari barang2 yang daudara-
 jual ?

1. Cara pembayaran :

- a. Pembayaran kontan
- b. Pembayaran dengan kredit

2. Jika dengan kredit, berapa lama jangka waktunya.

..... bulan.

10. Apakah saudara memberi potongan harga pada pembeli yang membeli
 dalam jumlah yang besar ?

- Ya - Tidak

Jika Ya, berapa % potongan tersebut ?

..... %

11. Apakah saudara menerima potongan harga atau menerima kembali se-
 jumlah tertentu dari pembayaran harga barang jika saudara membe-
 li dalam jumlah yang besar.

- Ya
 - Tidak

Jika Ya, berapa persen potongan harga atau jumlah pengembalian
 pembayaran tersebut.

..... %.

12. Apakah saudara menggunakan gudang sendiri untuk menyimpan barang2
jualan ?
- Ya
 - Tidak
13. Jika Ya, berapa jumlah maximum yang dapat disimpan ?
Berapa bulan barang tersebut disimpan sesuai dengan jumlah penjualan
rata2.
..... bulan.
14. Jika tidak, apakah saudara menyewa gudang
- Ya
 - Tidak
15. Jika Ya berapa sowanya per M2 dalam Rp.
16. Jika tidak, dimana saudara menyimpan barang2 tsb ?
17. Apakah barang2 tsb, diantar ketempat pembeli atau pembeli yang datang
mengambil sendiri ?
- 1) Diantar ketempat pembeli
 - 2) Pembeli yang mengambil sendiri
18. Apakah saudara memiliki alat pengangkutan sendiri seperti Truck,
Pick-Up, dll.
- 1) Ya
 - 2) Tidak
19. Jika Ya, alat pengangkutan apakah yang saudara miliki :
- 1) Truck
 - 2) Pick-Up
 - 3) Lain2, sebutkan

TERIMA KASIH ATAS KERJA SAMA SAUDARA

DAFTAR PERTANYAAN UNTUK PEDAGANG BESAR
(WHOLE SALER)

R E S P O N D E N T .

1. Nama Perusahaan :
2. Nama Penanggung Jawab :
3. A l a m a t :
4. Nomor Telepon :
5. Jumlah Karyawan :
6. Barang yang diperdagangkan :
7. Apakah berusaha dibidang : 1. Export
2. Import
3. Lain2.

I N T E R V I E W E R :

1. N a m a :
2. Tanggal Interview :
3. Nomor Questionnaire :

Survey ini bertujuan untuk memperoleh informasi2 yang dibutuhkan untuk pertumbuhan ekonomi di Ujung Pandang pada khususnya dan Sulawesi^{Selatan} pada umumnya.

Interviewer akan mengunjungi saudara dan mengajukan pertanyaan yang dibutuhkan, mungkin dijumpai pertanyaan yang mendetail, tetapi hal ini akan digunakan untuk tujuan analisa secara umum, dan informasi2 saudara tidak digunakan untuk tujuan2 yang lain.

Kami mengharap kerja sama yang baik dari saudara.

DEPARTEMEN PERINDUSTRIAN
Kantor Wilayah Departemen Perindustrian
Propinsi Sulawesi Selatan.

1. Kira2 berapa jumlah volume penjualan tahunan dari perusahaan tuan ?
- J u m l a h : ton.
- N i l a i : Rp.
2. Barang2 apa saja yang anda perdagangkan/jual ?
Sebutkan 5 jenis product yang penting !

Tunjukkan volume penjualan masing2 jenis barang setiap tahun, jumlah dan nilainya.

"

No. :	Jenis barang	Jumlah penjualan se- tiap tahun (ton)	N i l a i Rp. 000,-
1. :			
2. :			
3. :			
4. :			
5. :			

4. Apakah ke-5 jenis barang2 tsb. diimport atau diproduksi dalam negeri ?
Bila diproduksi dalam negeri sebutkan nama produsen serta daerah produksinya !

No. :	Jenis barang	Import atau produksi dalam negeri	Nama Perusahaan Pro- dusen atau daerahnya
1. :			
2. :			
3. :			
4. :			
5. :			

5. Dimana jenis barang2 tsb. biasa dijual ? Tunjukkan dengan simbol di bawah ini.
 - A. Kepada pedagang besar yang lain
 - B. Kepada pedagang besar dan pengencer
 - C. Kepada pengencer
 - D. Kepada perorangan atau rumah tangga konsumen ?
 - E. Kepada konsumen barang2 lain.

No. †	Jenis barang	†	S i m b o l
1. †		†	
2. †		†	
3. †		†	
4. †		†	
5. †		†	

6. Tunjukkan jumlah pembeli dari masing2 jenis barang yang dijual ke - pada A sampai C pada pertanyaan nomor. 5 .

No. †	Jenis barang	†	Jumlah langganan/pembeli
1. †		†	
2. †		†	
3. †		†	
4. †		†	
5. †		†	

7. Langganan dari daerah2 Kecamatan mana saja yang terbanyak membeli di toko saudara ?

No. †	Jenis barang	†	Nama - daerah
1. †		†	
2. †		†	
3. †		†	
4. †		†	
5. †		†	

Langganan dari daerah Kecamatan mana yang terjauh :

No. †	Jenis Commodity	†	Nama Kecamatan yang jauh
1. †		†	
2. †		†	
3. †		†	
4. †		†	
5. †		†	

8. Apakah penjualan ke-5 jenis barang berfluktuasi setiap bulan ?
 Pada bulan berapa jumlah penjualan yang tertinggi dan yang terendah ?
 Berapa persen dari jumlah penjualan rata-rata.

No. Urut	Jenis Barang	Jumlah penjualan tertinggi		Jumlah penjualan terendah	
		Bulan	%	Bulan	%
1.					
2.					
3.					
4.					
5.					

9. Bagaimanakah kebiasaan praktek pembayaran dari barang2 yang tuan jual ?
 Tunjukkan hal tersebut sebagai berikut :

1. Praktek pembayaran :

a. Pembayaran kontan

b. Pembayaran credit (termasuk pembayaran dengan ^{KREDIT} ~~bill~~ perdagangan -
 atau cicilan ?

2. Jika dengan kredit, berapa lama jangka waktunya ?

..... bulan.

10. Apakah tuan memberi potongan harga kepada pembeli atau mengembalikan sejumlah tertentu dari pembayarannya jika ia membeli dalam jumlah yang besar.

- Ya

- Tidak

Jika ya, berapa persen penurunan harga tersebut atau berapa persen pengembalian pembayaran tersebut dari harga penjualannya.

11. Apakah tuan menerima potongan harga atau menerima kembali sejumlah tertentu dari pembayaran harga barang jika tuan membeli ^{dalam} jumlah yang besar.

- Ya

- Tidak

Jika Ya, berapa persen potongan harga atau jumlah pengembalian pembayaran tersebut.

..... %

12. Apakah tuan menggunakan gudang sendiri untuk menyimpan barang2
jualan ?
- Ya
 - Tidak
13. Jika Ya, berapa, jumlah maximun yang dapat disimpan ?
Berapa bulan barang tersebut disimpan sesuai dengan jumlah per-
jualan rata2.
..... bulan.
14. Jika tidak, apakah tuan menyewa gudang.
- Ya atau tidak
15. Jika Ya berapa sewanya per M2 dalam Rp.
16. Jika tidak, dimana tuan simpan barang tuan ?
17. Apakah barang2 tsb. diantar ketempat pembeli atau pembeliana yang
datang mengambil sendiri ?
- 1). Diantar ketempat pembeli
 - 2). Pembeliana yang mengambil sendiri
18. Apakah tuan memiliki alat pengangkutan sendiri seperti Truck,
Pick-Up, dll.
- 1). Ya
 - 2). Tidak
19. Jika Ya, alat pengangkutan apakah
- 1). Truck
 - 2). Pick-Up
 - 3). Lain-Lain, sebutkan

TERIMA KASIH ATAS KERJA SAMA SAUDARA.

5. Summary of the Results of the Survey

	Wholesalers	Retailers
Number of employees	<ul style="list-style-type: none"> Those who employ from 6 to 49 persons account for the largest share, more than 50% of all wholesalers. 	<ul style="list-style-type: none"> Many small retailers who have one or two employees occupy 66% of the whole retailers.
Annual sales volumes and value	<ul style="list-style-type: none"> Those who deal with from one mil. to ten mil. rupiahs occupy only 7%. And those who sell more than fifty mil. rupiahs come to 62% of all. 	<ul style="list-style-type: none"> Those who deal with over fifty mil. rupiahs account for only 20% of all retailers.
Origin of commodities	<ul style="list-style-type: none"> Two thirds of the commodities sold are domestically produced and one third of them foreign made. As many as 83% of the domestically produced commodities are produced in Sulawesi Island (including 23% in U. P.), and 18% in Java. 94% of the foreign made commodities are imported from Asia: Japan is the greatest exporter and Hong Kong the second. 	<ul style="list-style-type: none"> Two thirds of the commodities sold are domestically produced. The origins of the domestically produced commodities are concentrated around U. P. and Java they occupy 40% and 60% of all, respectively. 93% of the foreign made commodities are imported from Asia, 44% of them are from Japan. And many of the commodities from Japan are machinery.
Seasonal fluctuation of sales	<ul style="list-style-type: none"> Those who answered that they have seasonal fluctuation account for 64% of all. Each commodity has not so special characteristics, but the influence of seasonal fluctuation on foods is a little. Nearly 42% of the wholesalers answered their sales increased in the four months from August till November, before and after Ramadan was held. 	<ul style="list-style-type: none"> Those who answered that they have seasonal fluctuation account for 71% of all. The influence of seasonal fluctuation on machinery is a little. Almost 45% of the retailers answered their sales increased in the four months, before and after Ramadan was held. And many of these retailers sell consumer's goods as foods, textiles and furnitures.
Payment practice of consumers	<ul style="list-style-type: none"> The wholesalers who sold only by cash account for 40%, and sell only by credit 33%. The length of credit terms run from one to two months account for 44%, and those from two to six months 26%. 	<ul style="list-style-type: none"> The retailers who sold only by cash occupy more than half, 56%. And those who sold only credit account for 17%. From one to two-month-term credits occupy 58%, and from two to six-month-term credits 33%.
Discount purchase	<ul style="list-style-type: none"> Those who purchased commodities at discount rates account for 29% of all. 56% of the wholesalers who purchased commodities at discount rates answered that their ratio of discount is less than two to five per cent, and 22% of them answered more than five per cent. 	<ul style="list-style-type: none"> Those who purchased commodities at discount rates account for 26%. Many of the retailers who sell agricultural and forestry goods, textiles, machinery for transportation purchased commodities discounted. 42% of them purchased commodities at discount rates less than two to five per cent.
Discount sales	<ul style="list-style-type: none"> Those who sold commodities at discount rates are only 7%, which is low, compared with those who purchased them at discount rates. Most of the wholesalers who sold at discount rates answered that their discount rates were less than two to five per cent. 	<ul style="list-style-type: none"> Those who sold commodities at discount rates account for 32%, and more than half of them answered that their discount rates are less than two to five per cent. Many of the goods purchased at discount rates, such as agricultural and forestry goods, textiles, machinery for transportation and miscellaneous goods are sold in discount.
Possession or rental of warehouse	<ul style="list-style-type: none"> The wholesalers who own warehouses come to 67% of all. One third of the wholesalers who don't own warehouses rent ones, and the rest use their shops as warehouses. Some of the timber dealers use seashores. 	<ul style="list-style-type: none"> The retailers who own warehouses account for only 13% of all. Most of the retailers who don't own warehouses keep goods in their shops.
Person to transport commodities	<ul style="list-style-type: none"> One third of the wholesalers deliver commodities by themselves, and one third of all make customers carry commodities. 	<ul style="list-style-type: none"> Those who answered they carry commodities by themselves are less than 5%. This is because there are few who have transportation to carry commodities such as trucks and light bus trucks.
Transportation to carry commodities	<ul style="list-style-type: none"> The wholesalers who have transportation to carry commodities are 61% of all. Half of them have trucks to carry commodities. 	<ul style="list-style-type: none"> Those who have transportation to carry commodities account for only 22% of all.

6. Tabulation of the Results of the Interview

Goods	Number of Employees						Annual sales volume (in Rupiah)					
	1	2	3-5	6-49	50 and over	Total	less than 1 million	1 up to 10 mil.	10 up to 50 mil.	50 mil. and more	Total	
Wholesalers												
1. Agricultural and Forest Products	1	0	3	10	3	17	0	1	6	10	17	
2. Marine Products	0	0	1	2	2	5	0	1	1	3	5	
3. Food and Beverages	0	0	1	1	1	3	0	0	1	2	3	
4. Textile *	0	0	0	0	0	0	0	0	0	0	0	
5. Furniture	0	0	0	0	0	0	0	0	0	0	0	
6. Construction Materials	1	0	0	1	0	2	0	0	1	1	2	
7. Transport Machinery **	0	1	0	3	0	4	0	0	2	4	6	
8. Other Machinery	0	0	2	2	0	4	0	0	1	3	4	
9. Plastic Products	0	0	1	0	0	1	0	1	0	0	1	
10. Miscellaneous Goods ***	0	0	0	2	0	2	0	0	0	3	3	
11. Other Products	0	0	1	0	1	1	0	0	1	0	1	
Total	2	1	9	21	7	40	0	3	13	26	42	
(%)	5.0	2.5	22.5	52.5	17.5	100	0	7.1	31.0	61.9	100	
Retailers												
1. Agricultural and Forest Products	0	2	3	0	0	5	0	1	3	1	5	
2. Marine Products	0	0	0	0	0	0	0	0	0	0	0	
3. Food and Beverages	2	1	1	0	0	4	1	1	1	1	4	
4. Textile *	5	7	6	0	0	18	2	5	7	5	19	
5. Furniture	3	1	3	1	0	8	2	6	1	0	9	
6. Construction Materials	3	4	3	1	0	11	1	4	5	3	13	
7. Transport Machinery	1	4	3	0	0	8	2	4	2	1	9	
8. Other Machinery	2	1	1	2	0	6	0	1	3	2	6	
9. Plastic Products	3	1	1	0	0	5	2	4	1	0	7	
10. Miscellaneous Goods ***	1	10	1	1	0	13	1	5	2	4	12	
11. Other Products	0	1	0	0	0	1	2	1	0	0	3	
Total	20	32	22	5	0	79	13	32	25	17	87	
(%)	25.3	40.5	27.9	6.3	0	100	14.9	36.8	28.7	19.6	100	

* including haberdashery
 ** bicycles, motorcycles and motor cars
 *** including stationery

Goods		Areas commodities are supplied from																
		Domestic							Abroad									
		U.P.	Sulawesi excluding U. P.	Java	Other regions	Total	Japan	Formosa	Hong Kong	Other Asian countries	Europe & the U.S.	Total	A	B	C	D	Total	
Wholesalers	1. Agricultural and Forest Products	2	15	1	0	18	0	0	0	0	0	0	0	0	1	4	10	15
	2. Marine Products	2	5	0	0	7	0	0	0	0	0	0	0	0	0	1	5	6
	3. Food and Beverages	1	0	1	0	2	0	0	0	1	1	0	0	0	0	0	0	0
	4. Textile *	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	5. Furniture	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	6. Construction Materials	2	0	1	0	3	0	0	0	0	0	0	0	0	0	0	0	0
	7. Transport Machinery **	1	0	3	0	4	4	0	1	0	0	5	0	0	3	0	3	3
	8. Other Machinery	0	1	1	0	2	3	1	0	1	0	5	0	3	0	0	3	3
	9. Plastic Products	0	0	0	0	0	1	0	0	0	0	1	0	1	0	0	0	1
	10. Miscellaneous Goods ***	0	2	0	0	2	3	0	1	0	0	4	1	0	0	0	1	2
	11. Other Products	1	0	0	0	1	1	0	0	0	0	1	1	0	0	0	0	1
	Total	9	23	7	0	39	12	1	2	1	1	17	2	5	8	16	31	
(%)	23.0	59.0	18.0	0	100	70.6	5.9	11.7	5.9	5.9	100	6.5	16.1	25.8	51.6	100		
Retailers	1. Agricultural and Forest Products	5	0	4	0	9	0	0	0	0	0	0	0	0	4	0	1	5
	2. Marine Products	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	3. Food and Beverages	1	0	3	0	4	0	0	2	0	2	0	0	1	0	1	0	1
	4. Textile *	3	0	18	0	21	2	0	1	2	1	6	0	4	3	0	7	7
	5. Furniture	9	0	0	0	9	0	0	0	0	0	0	0	1	0	1	8	8
	6. Construction Materials	12	0	11	0	23	2	0	1	4	0	7	0	5	3	0	8	8
	7. Transport Machinery	3	0	10	0	13	9	2	1	2	3	17	0	1	5	0	6	6
	8. Other Machinery	1	0	4	0	5	5	0	0	1	0	6	0	1	5	0	6	6
	9. Plastic Products	1	0	5	0	6	2	0	1	1	0	4	0	1	6	0	7	7
	10. Miscellaneous Goods ***	5	0	13	0	18	6	4	4	3	0	17	0	2	4	0	6	6
	11. Other Products	3	0	0	0	3	0	0	0	0	0	0	0	0	1	2	3	3
	Total	43	0	68	0	111	26	6	10	13	4	59	6	19	28	4	57	
(%)	38.7	0	61.3	0	100	44.0	10.1	17.0	22.1	6.8	100	10.5	33.3	49.1	7.0	100		

* including hardware
** bicycles, motorcycles and motor cars
*** including stationary

		Most distant area commodities are supplied from												
		Domestic						Abroad						
		U. P.	Sulawesi excluding U. P.	Java	Other regions	Total	Japan	Formosa	Hong Kong	Other Asian countries	Europe & the U. S.	Total		
Wholesalers	Goods													
	1. Agricultural and Forest Products	0	13	1	0	14	0	0	0	0	0	0	0	0
	2. Marine Products	1	4	0	0	5	0	0	0	0	0	0	0	0
	3. Food and Beverages	0	0	0	0	0	0	0	0	0	0	0	0	0
	4. Textile *	0	0	0	0	0	0	0	0	0	0	0	0	0
	5. Furniture	0	0	0	0	0	0	0	0	0	0	0	0	0
	6. Construction Materials	0	0	0	0	0	0	0	0	0	0	0	0	0
	7. Transport Machinery **	0	0	0	0	0	3	0	0	0	0	0	0	3
	8. Other Machinery	0	0	0	0	0	2	0	0	1	0	0	0	3
	9. Plastic Products	0	0	0	0	0	1	0	0	0	0	0	0	1
	10. Miscellaneous Goods ***	0	1	0	0	1	1	0	0	0	0	0	0	1
	11. Other Products	0	0	0	0	0	1	0	0	0	0	0	0	1
Total	1	18	1	0	20	8	0	0	1	0	0	0	9	
(%)	5	90	5	0	100	88.9	0	0	11.1	0	0	0	100	
Retailers	1. Agricultural and Forest Products	0	1	4	0	5	0	0	0	0	0	0	0	0
	2. Marine Products	0	0	0	0	0	0	0	0	0	0	0	0	0
	3. Food and Beverages	0	0	1	0	1	0	0	0	0	0	0	0	0
	4. Textile *	1	0	6	0	7	1	0	0	1	0	0	2	2
	5. Furniture	5	3	0	0	8	0	0	0	0	0	0	0	0
	6. Construction Materials	2	0	5	0	7	1	0	0	0	0	0	1	1
	7. Transport Machinery	0	0	0	0	0	5	1	1	2	1	1	10	10
	8. Other Machinery	0	0	1	0	1	5	0	0	0	0	0	5	5
	9. Plastic Products	0	0	3	0	3	2	1	2	1	0	0	6	6
	10. Miscellaneous Goods ***	0	0	3	0	3	2	1	1	2	0	0	6	6
	11. Other Products	1	6	0	0	7	0	0	0	0	0	0	0	0
	Total	9	6	23	0	38	16	3	4	6	1	30	30	30
(%)	23.7	15.8	60.5	0	100	53.3	10.0	13.3	20.0	3.3	100	100	100	

* including haberdashery

** bicycles, motorcycles and motor cars

*** including stationery

	Where commodities are sold to											Most distant area commodities are market to					
												Domestic					
	A	B	B/D	C	C/D	D	Total	U. P.	Sulawesi excluding U. P.	Java	Other regions	Total					
	Goods																
Wholesalers	1. Agricultural and Forest Products	2	0	0	0	0	0	0	0	0	0	0	0	0	0	1	
	2. Marine Products	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
	3. Food and Beverages	0	2	0	1	0	0	3	1	1	0	0	0	0	1	3	
	4. Textile *	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
	5. Furniture	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
	6. Construction Materials	0	0	0	1	1	0	2	0	2	0	0	0	0	0	2	
	7. Transport Machinery **	0	0	0	0	3	0	3	0	1	0	0	0	2	3	0	
	8. Other Machinery	0	0	0	0	1	0	1	0	0	0	0	0	0	0	0	
	9. Plastic Products	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
	10. Miscellaneous Goods ***	0	2	0	0	0	0	0	0	2	0	0	0	2	0	2	
	11. Other Products	0	1	0	0	0	0	0	0	0	0	0	0	0	1	1	
	Total	2	6	0	2	5	12	1	7	0	5	13					
	(%)	13.3	40.0	0	13.3	33.3	100	7.6	53.8	0	38.5	100					
Retailers	1. Agricultural and Forest Products	0	0	0	0	0	0	0	0	0	0	0					
	2. Marine Products	0	0	0	0	0	0	0	0	0	0	0					
	3. Food and Beverages	0	0	1	1	1	3	0	3	0	0	3					
	4. Textile *	0	0	1	1	8	13	0	13	0	0	13					
	5. Furniture	0	0	0	0	0	1	0	1	0	0	1					
	6. Construction Materials	0	1	0	0	4	8	0	8	0	0	8					
	7. Transport Machinery **	0	0	0	0	2	5	0	5	0	0	5					
	8. Other Machinery	0	0	0	0	0	0	0	0	0	0	0					
	9. Plastic Products	0	0	0	0	0	0	0	0	0	0	0					
	10. Miscellaneous Goods ***	0	1	2	0	5	11	1	9	0	0	10					
	11. Other Products	0	0	0	0	0	0	0	0	0	0	0					
	Total	0	2	4	2	20	41	1	39	0	0	40					
	(%)	0	4.9	9.8	4.9	48.8	100	2.5	97.5	0	0	100					

* including barberdasher
** bicycles, motorcycles and motor cars
*** including stationery

		Seasonal fluctuations of sales the highest month of sales						
Goods		Apr. - July	Aug. - Nov.	Dec. - Mar.	No fluctuations	100-150%	150-200%	200% and over
Wholesalers	1. Agricultural and Forest Products	2	8	1	4	4	5	1
	2. Marine Products	3	2	0	3	1	4	1
	3. Food and Beverages	0	0	0	3	0	0	0
	4. Textile *	0	0	0	0	0	0	0
	5. Furniture	0	0	0	0	0	0	0
	6. Construction Materials	2	0	0	0	0	2	0
	7. Transport Machinery **	1	3	0	2	2	2	0
	8. Other Machinery	1	3	2	1	3	3	0
	9. Plastic Products	0	1	0	0	0	1	0
	10. Miscellaneous Goods ***	0	2	1	2	2	1	0
	11. Other Products	0	1	1	0	1	0	1
Total		9	20	5	15	13	18	3
(%)		18.4	40.8	10.2	30.6	38.2	53.0	8.8
Retailers	1. Agricultural and Forest Products	3	2	1	1	0	4	2
	2. Marine Products	0	0	0	0	0	0	0
	3. Food and Beverages	0	3	0	1	1	2	0
	4. Textile *	2	17	1	3	2	6	12
	5. Furniture	0	9	0	2	1	2	6
	6. Construction Materials	10	7	0	1	1	4	12
	7. Transport Machinery	0	2	1	9	1	0	2
	8. Other Machinery	1	1	0	4	0	2	0
	9. Plastic Products	1	5	0	3	3	1	2
	10. Miscellaneous Goods ***	0	5	10	7	2	0	13
	11. Other Products	0	0	0	2	0	0	0
Total		17	51	13	33	11	21	49
(%)		14.9	44.7	11.4	29.0	13.6	25.9	60.5

* including haberdashery
** bicycles, motorcycles and motor cars
*** including stationery

Goods	Discount or rebate of commodities sold						Own a warehouse					
	Yes	No	Less than 1%	1 up to 2%	2 up to 5%	5% and over	Yes	No	Less than 1 month	1 up to 2 mo.	2 up to 6 mo.	6 mo. and order
Wholesalers	1. Agricultural and Forest Products	0	18	0	0	0	0	6	0	2	6	2
	2. Marine Products	0	5	0	0	0	0	1	1	0	3	1
	3. Food and Beverages	0	3	0	0	0	0	0	0	1	2	0
	4. Textile *	0	0	0	0	0	0	0	0	0	0	0
	5. Furniture	0	0	0	0	0	0	0	0	0	0	0
	6. Construction Materials	0	2	0	0	0	0	1	0	1	0	0
	7. Transport Machinery **	1	5	0	0	1	0	3	0	1	2	0
	8. Other Machinery	0	4	0	0	0	0	3	1	0	3	0
	9. Plastic Products	0	1	0	0	0	0	0	1	0	0	0
	10. Miscellaneous Goods ***	1	1	0	0	1	0	1	1	0	1	0
	11. Other Products	1	0	0	0	1	0	2	0	1	1	0
Total	3	39	0	0	3	0	29	14	6	18	3	
(%)	7.1	92.9	0	0	100	0	67.4	32.6	21.4	64.3	10.7	
Retailers	1. Agricultural and Forest Products	3	2	0	1	2	0	2	3	0	0	0
	2. Marine Products	0	0	0	0	0	0	0	0	0	0	0
	3. Food and Beverages	0	4	0	0	0	0	2	2	0	0	0
	4. Textile *	9	11	0	1	3	2	1	19	1	0	0
	5. Furniture	0	9	0	0	0	0	0	9	0	0	0
	6. Construction Materials	3	12	0	3	0	0	2	14	0	0	0
	7. Transport Machinery	4	7	0	0	2	2	1	10	0	0	0
	8. Other Machinery	0	6	0	0	0	0	1	5	0	1	0
	9. Plastic Products	2	5	0	1	1	0	1	6	0	1	0
	10. Miscellaneous Goods ***	8	7	0	2	5	1	2	13	0	2	0
	11. Other Products	1	2	0	1	0	0	0	3	0	0	0
Total	30	65	0	9	13	5	12	84	6	2	0	
(%)	31.6	68.4	0	33.3	48.1	18.5	12.5	87.5	75.0	25.0	0	

* including haberdashery

** bicycles, motorcycles and motor cars

*** including stationery

Goods	Payment practice			Credit terms					Discount on the purchases				
	Cash	Credit		Less than 1 mo.	1 up to 2 mo.	2 up to 3 mo.	6 mo. and over	Yes	No	Less than 1%	1 up to 2%	2 up to 5%	5% and over
		Cash & Credit	Credit										
Wholesalers													
1. Agricultural and Forest Products	11	4	3	2	3	0	0	3	15	0	1	1	1
2. Marine Products	3	2	0	0	1	1	0	1	4	0	0	0	0
3. Food and Beverages	0	3	0	0	1	1	1	0	3	0	0	0	0
4. Textile *	0	0	0	0	0	0	0	0	0	0	0	0	0
5. Furniture	0	0	0	0	0	0	0	0	0	0	0	0	0
6. Construction Materials	0	0	2	1	1	0	0	0	2	0	0	0	0
7. Transport Machinery **	1	1	4	0	0	2	3	5	1	1	0	1	1
8. Other Machinery	0	2	2	0	3	1	0	0	4	0	0	0	0
9. Plastic Products	0	1	0	0	0	1	0	1	0	0	0	1	0
10. Miscellaneous Goods ***	2	0	0	0	0	0	0	1	1	0	0	1	0
11. Other Products	0	1	0	0	1	0	0	1	0	0	0	1	0
Total	17	14	11	3	10	6	4	12	30	1	1	5	2
(%)	40.5	33.3	26.2	13.0	43.5	26.1	17.4	28.6	71.4	11.1	11.1	55.6	22.2
Retailers													
1. Agricultural and Forest Products	3	0	2	0	2	0	0	2	3	0	2	0	0
2. Marine Products	0	0	0	0	0	0	0	0	0	0	0	0	0
3. Food and Beverages	2	1	1	2	0	0	0	0	4	0	0	0	0
4. Textile *	11	2	7	1	5	2	0	8	12	0	1	4	1
5. Furniture	6	1	2	0	0	2	0	1	8	0	0	0	0
6. Construction Materials	7	2	6	0	6	2	0	3	12	1	2	0	0
7. Transport Machinery	8	1	2	0	1	1	1	4	7	0	0	1	1
8. Other Machinery	1	3	2	0	2	3	0	0	6	0	0	0	0
9. Plastic Products	4	3	0	0	3	0	0	2	4	0	1	1	0
10. Miscellaneous Goods ***	9	3	4	0	4	3	0	5	11	0	1	2	1
11. Other Products	3	0	0	0	0	0	0	0	3	0	0	0	0
Total	54	16	26	3	23	13	1	25	70	1	7	8	3
(%)	56.3	16.7	27.0	7.5	57.5	32.5	2.5	26.3	73.7	5.3	36.8	42.1	15.8

* including haberdashery

** bicycles, motorcycles and motor cars

*** including stationery

Goods	Rent a warehouse		Place for storage of traders who does not own or rent			Who deliver commodities			Means of transport				
	Yes	No	Shop on resi- dence	Seaside	Other places	By me	Cus- tomer	Both	Yes	No	Trucks	Light ban trucks	Others
Wholesalers	1. Agricultural and Forest Products	3	3	1	2	10	6	2	8	10	6	1	1
	2. Marine Products	1	0	0	0	2	1	1	3	2	3	0	0
	3. Food and Beverages	0	0	0	0	1	0	2	3	0	2	1	0
	4. Textile *	0	0	0	0	0	0	0	0	0	0	0	0
	5. Furniture	0	0	0	0	0	0	0	0	0	0	0	0
	6. Construction Materials	0	1	1	0	0	0	1	1	1	0	1	0
	7. Transport Machinery **	0	3	3	0	0	4	2	5	1	2	3	0
	8. Other Machinery	0	1	1	0	0	0	2	3	1	1	2	0
	9. Plastic Products	0	1	1	0	0	0	1	0	1	0	0	0
	10. Miscellaneous Goods ***	1	0	0	0	0	0	0	2	1	0	1	1
	11. Other Products	0	0	0	0	0	1	0	1	2	0	1	0
Total	5	9	7	2	0	14	15	13	27	17	15	10	2
(%)	35.7	64.3	75.0	25.0	0	33.3	35.7	31.0	61.4	38.6	55.6	37.0	7.4
Retailers	1. Agricultural and Forest Products	0	3	3	0	0	4	1	1	4	1	0	0
	2. Marine Products	0	0	0	0	0	0	0	0	0	0	0	0
	3. Food and Beverages	0	2	3	0	0	2	1	2	1	0	1	1
	4. Textile *	0	19	19	0	0	0	17	1	18	1	1	0
	5. Furniture	0	9	9	0	0	1	6	2	7	0	2	0
	6. Construction Materials	0	14	14	0	0	0	13	1	12	0	2	0
	7. Transport Machinery	0	10	10	0	0	0	11	0	9	1	1	0
	8. Other Machinery	0	5	5	0	0	0	5	1	4	2	0	3
	9. Plastic Products	0	6	6	0	0	0	7	0	0	7	0	0
	10. Miscellaneous Goods ***	0	13	13	0	0	1	13	1	5	10	1	2
	11. Other Products	0	3	3	0	0	0	3	0	0	3	0	0
Total	0	84	84	0	0	4	80	7	20	73	4	12	4
(%)	0	100	100	0	0	4.4	87.9	7.7	21.5	78.5	22.2	66.6	22.2

* including haberdashery

** bicycles, motorcycles and motor cars

*** including stationery

APPENDIX 2

TRANSPORTATION SURVEY

During the stay of Japanese Survey Team in Ujung Pandang City, a conventional transportation survey was carried out by the joint team of Indonesian and Japanese, with the cooperation of LLAJ policemen and students of Hasanuddin University.

The outline and results of the survey are as follows:

(1) Objectives

- i) to get the hourly traffic volume and its composition by types of vehicles.
- ii) to grasp the socio-economic territory of K. M. Ujung Pandang which should be essential data for the marketing analysis.

(2) Method of the Survey; Roadside Interview Survey

i) Dates and Location of Check Points

Oct. 19th (Tue.) — Jl. Gowa Jaya (Northern part of the city)

Oct. 20th (Wed.) — Jl. Gowa Raya (Southern part of the city)

ii) Survey Time ; 7:00 a. m. - 7:00 p. m.

iii) Sampling Ratio ; 1/3

iv) Vehicles interviewed ; Passenger Car

Bemo

Pick-up, Jeep, Wagon

Mini Truck

Truck

v) Questionnaire to the drivers and passengers

1. Origin and Destination
2. Types of cargoes, Capacity, Loading factor (to truck drivers only)
3. Number of passengers and their trip purposes (to passenger car drivers only)

CHECK POINTS

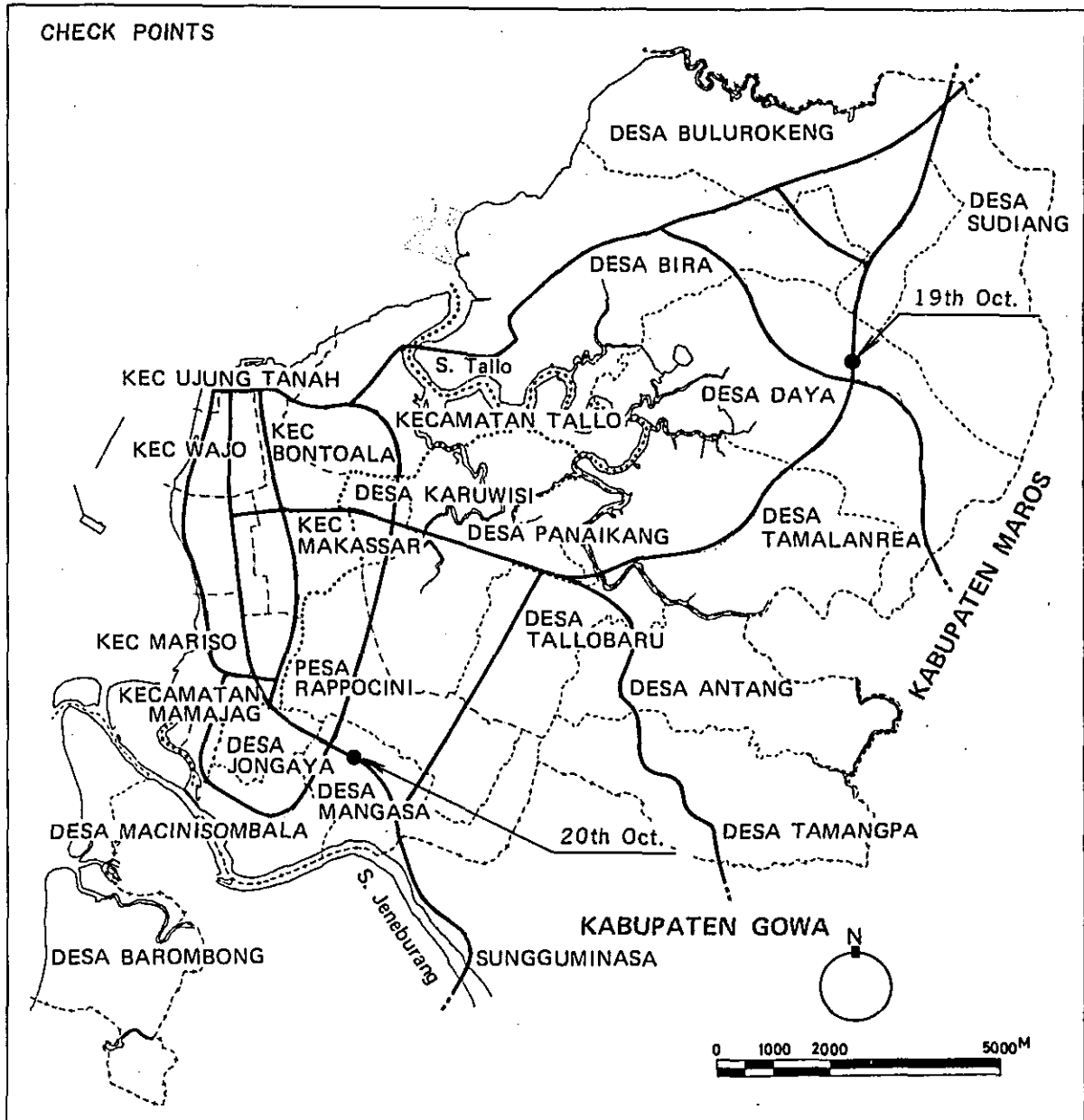


Table 2-1 Hourly Traffic Volume by Type of Vehicle

Time	7	8	9	10	11	12	1	2	3	4	5	6	Total
I. Jl. Gowa Jaya (Up)													
1. Car, Jeep, Bemo	90	92	134	109	124	120	95	83	99	118	83	66	1,213
2. Mini Truck	10	6	4	13	6	3	10	9	2	3	7	6	79
3. Truck	24	13	18	15	26	21	26	20	17	15	22	24	241
4. Bus	18	7	21	22	19	27	26	24	11	16	18	4	213
5. Motorcycle	36	64	58	50	56	46	47	52	38	42	68	38	595
6. Others	-	-	-	1	-	2	-	-	3	-	1	-	7
Total	178	182	235	210	231	219	204	188	170	194	199	138	2,348
II. Jl. Gowa Jaya (Down)													
1. Car, Jeep, Bemo	110	152	131	94	93	97	114	142	108	128	75	56	1,300
2. Mini Truck	12	8	3	14	17	28	8	4	6	12	5	6	123
3. Truck	24	40	45	18	25	16	23	16	21	17	14	18	277
4. Bus	18	23	30	15	10	13	8	6	3	4	10	2	142
5. Motorcycle	90	72	53	70	51	46	67	67	56	18	77	34	701
6. Others	4	6	4	6	10	8	3	6	7	5	1	2	62
Total	258	301	266	217	206	208	223	241	201	184	182	118	2,605
III. Jl. Gowa Raya (Up)													
1. Car, Jeep, Bemo	118	58	58	62	50	57	106	83	88	91	94	84	949
2. Mini Truck	4	7	5	4	5	5	4	4	9	12	7	2	68
3. Truck	28	13	15	21	14	23	32	32	26	18	27	26	275
4. Bus	4	2	3	2	11	7	4	19	3	3	4	8	70
5. Motorcycle	350	120	124	96	85	82	145	171	162	140	209	164	1,848
6. Others	-	-	-	1	-	-	1	1	-	-	-	-	3
Total	504	200	205	186	165	174	292	310	288	264	341	284	3,213
IV. Jl. Gowa Raya (Down)													
1. Car, Jeep, Bemo	172	81	99	97	66	73	88	81	94	106	80	78	1,115
2. Mini Truck	2	10	5	16	10	6	7	6	9	8	8	4	91
3. Truck	22	23	25	22	26	20	31	23	30	27	16	20	285
4. Bus	4	12	6	5	4	3	4	2	-	-	8	-	48
5. Motorcycle	352	153	131	131	142	138	168	143	125	153	180	69	1,885
6. Others	-	4	5	3	6	5	1	3	1	5	2	-	35
Total	552	283	271	274	254	245	299	258	259	299	294	171	3,459
Time	7	8	9	10	11	12	1	2	3	4	5	6	Total

Table 2 -2 Origin and Destination Table (Passenger-Car, Jeep, Pick-up Bemo)

O \ D	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24
1. U. Pandang	167	913	203	767	130	80	23	11	0	3	19	19	23	30	49	7	0	19	3	0	0	7	0	2,473
2. Maros	901	0	3	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	904
3. Pangkep	181	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	181
4. Gowa	619	7	3	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	619
5. Takalar	189	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	189
6. Jenepono	92	3	0	0	0	0	0	0	0	0	0	0	3	0	0	0	0	0	0	0	0	0	0	98
7. Bantaeng	3	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	3
8. Bulukumpa	7	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	7
9. Selayar	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
10. Sinjai	3	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
11. Bone	18	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	18
12. Wajo	3	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	3
13. Soppeng	7	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	7
14. Barru	29	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	29
15. Pare-Pare	55	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	55
16. Pinrang	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
17. Enrekang	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
18. Sidrap	3	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	3
19. Polmas	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
20. Majene	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
21. Mamuju	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
22. Tator	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
23. Luwu	3	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	3
24. Total	2,280	923	209	767	130	80	23	11	0	3	19	19	23	33	49	7	0	19	3	0	0	7	0	4,605

Table 2-3 Origin and Destination Table (Mini Truck, Truck)

O	D	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	
1.	U. Pandang	66	143	143	269	8	28	2	22	0	0	16	11	8	2	22	11	2	8	11	0	0	5	0	777	
2.	Maros	91	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	91
3.	Pangkep	123	2	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	125
4.	Gowa	276	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	276
5.	Takalar	14	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	14
6.	Jenepono	26	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	26
7.	Bantaeng	4	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	4
8.	Bulukumba	4	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	4
9.	Selayar	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
10.	Sinjai	2	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	2
11.	Bone	22	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	22
12.	Wajo	28	0	0	5	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	33
13.	Soppeng	20	0	0	2	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	22
14.	Barru	2	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	2
15.	Pare-Pare	16	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	16
16.	Pinrang	8	0	0	2	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	10
17.	Enrekang	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
18.	Sidrap	10	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	10
19.	Polmas	4	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	4
20.	Majene	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
21.	Mamuju	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
22.	Tator	2	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	2
23.	Lumu	2	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	2
24.	Total	720	145	143	278	8	28	2	22	0	0	16	11	8	2	22	11	2	8	11	0	0	5	0	0	1,442

Table 2-4 Traffic Volume of Trucks and Mini Trucks by Cargoes

	Jl. Gowa Jaya		Jl. Gowa Raya		Total
	to U. P.	from U. P.	to U. P.	from U. P.	
1. Food Crop	61	6	20	22	109
2. Cash Crop	22	-	2	-	24
3. Wood, Timber	14	3	10	14	41
4. Sand, Gravel	65	20	146	6	237
5. Food	6	37	4	14	61
6. Fertilizer	2	-	-	-	2
7. Textile	-	3	-	8	11
8. Construction Material	61	20	67	11	179
9. Furniture	4	25	2	3	34
10. Alat-alat Pengan Kutan	-	-	-	3	3
11. Electric Apparatus	-	-	-	-	-
12. Transportation Machinery	-	-	-	-	-
13. Others	12	65	22	3	102
14. Unknown	-	17	-	-	17
Total	247	196	293	84	820

APPENDIX 3

1. PERSONAL EXPENDITURE IN SOUTH SULAWESI PROVINCE (in 1973)

Item	Expenditure (in Rps)	Expenditure (in US\$)	Percentage of Each Item (%)
I Foods	19,229.99	46.34	55.66
A. Rice	5,557.91	13.38	16.38
B. Cassava	654.52	1.58	1.93
C. Fish	4,327.03	10.43	12.75
D. Meat	1,330.70	3.21	3.92
E. Eggs	1,153.63	2.78	3.40
F. Vegetables	1,123.78	2.71	3.31
G. Fruit	1,012.65	2.44	2.98
H. Beans	522.44	1.26	1.54
I. Others	2,601.91	6.27	7.67
J. Canned foods	62.37	0.15	0.18
K. Tobacco & Cigarettes	883.05	2.13	2.60
II House, Lamp Oil, Water	1,442.63	3.48	4.25
III Services	2,079.92	5.01	6.13
IV Clothes, Shoes, Hats	2,886.04	6.95	8.50
V Durable Consumer Goods	2,733.72	6.59	8.05
VI Taxes	772.56	1.86	2.28
VII Ceremonies	1,653.19	3.98	4.87
VIII Others	3,141.72	7.57	9.26
Total	33,939.77	81.78	100.00

(Source) "Degional Income Survey" : Hasanuddine University

2. The list of the names of enterprises/project PMDN have been recommended by BKPM and don't have central SPS. BKPM yet

- Name of enterprises - Business field - Location	Investment plan (1,000 Rp.)	Man power	
		Indonesian	Foreigner
A. Industry			
1. - P. T. Gopa Ltd. - Industrial Salt - Ujung Pandang	71,372	90	-
2. - P. T. Asinindo (Asosiasi Industri Indonesia) - Eternit & Asbest - Ujung Pandang		100	-
Total	1,432,717	190	-
B. Fishing	-	-	-
C. Forest			
1. - P. T. Chim Rimba Jaya - Logging - Mamuju	800,000	150	45
Total	800,000	150	45
D. Agriculture/Plantation			
1. - P. T. Krindo (P. T. Krida Indonesia) - Sidrap	380,738	300	2
Total	380,738	300	2

3. The list of the names of projects/enterprises PMDN which still in the process of proposing form No.01/form.02

No.	Name of enterprises	Business field
1.	P. T. Upmoco	Velg Plant
2.	P. T. Ujung Pandang Jaya Trd Coy	Wood Industry & Wood Sawmill
3.	P. T. Bumi Karsa	Building Contractor
4.	P. T. Sultob	The Industry of Processing/Drying Tobacco
5.	P. T. Tapioka Corporation	Pellet/Cubin Plant
6.	P. T. Bonecom	Ice Making Plant
7.	CV Topsy Shirt Manufacture	Pressed Make Industry
8.	P. T. Sapta Krida Kita	Sugar Plant
9.	P. T. Usbin	Sawmill & Ply wood
10.	P. T. Nabati Harapan Oil Industri	The Plant at the Processing of Sun Flower Oil
11.	Fa Wahyu Traders	Corn/Rice Mill
12.	P. T. Inti Karya Warga	Building Contractor
13.	P. T. Radar Trading & Industrial & Co.	Cold Storage
14.	Perudahaan Perbengkelan Tenaga	Repairing the Body of the Car
15.	P. T. Kosgoro	Nature Silk
16.	P. T. Camming Indonesia	Agriculture/Plantation
17.	P. T. Raodah	Hotel/Tourism
18.	P. T. Timu Rama	Real Estate

4. The list of names of enterprises/projects PMA have got approval by President since the valid of U.U. No. 1, the year of 1967 about PMA till second PELITA, second year (March 31, 1976)

	Name of enterprises Business field Location No. and date of approval	The States of investment (direct/joint)	Investment		The Step	Man power	
			Plan (1,000 US\$)	Realization (1,000 US\$)		Indonesian	Foreigner
1	2	3	4	5	6	7	8
1.	A. Industrial Sector - P. T. Sermani Steel Corp. - Public Zink Plate - Ujung Pandang - No. B-47/Pres/5/69 Date: 1969' May 22	Joint venture H. Syamsuddin Dg. Mangawing (Indonesia) dengan Marubeni Iida Co., Ltd. (Jepang)	700	700	Produksi- Komersil	105	7
2.	- P. T. Prima Indonesia - Flower Mill - Jung Pandang - No. B-107/Pres/11/69 Date: 1969' Nov. 15	Langsung Investasi Singapura	9,000	9,000	idem	482	-
3.	- P. T. Kyobo Steel Works - Steel Bar - Ujung Pandang - No. B-14/Pres/5/69 Date: 1969' May 5	Joint venture P. T. Bonecom (Indonesia) dengan Kyoci Steel Work Co., Ltd. (Jepang)	800	140	Persiapan	-	-
4.	- P. T. Serniwa Steel Work - Steel Bar - Ujung Pandang - No. B-111/Pres/9/73 Date: 1973' Sept.	Joint venture P. T. Sordid (Indonesia) dengan Nissho Iwai Co., Ltd. (Jepang)	2,600	2,545	Produksi- Komersil	1	4

1	2	3	4	5	6	7	8
5	- P. T. Imoc Services Ind. - Manufaktur White Cement - Ujung Pandang - No. B-08/Pres/2/73 Date: 1973' Feb. 1	Joint venture P. T. Tunas Tribuana Jakarta (Indonesia) dengan Haliburton Company (U. S. A.)	2,500	1,868	Produksi- Komersil	23	1
6.	- P. T. Makassar Refrig. - Industri Metal Maferial - Ujung Pandang - No. B-08/Pres/1/70 Date: 1970' Jan. 1	Joint venture M. Suyatim (Indonesia) dengan Eco Refrigeration SDN-BHD (Malaysia)	336	-	Persiapan	-	-
7.	- P. T. Juku Doang - Food Industry - Ujung Pandang - No.		2,100	-	Pembangunan	-	-
	Total	-	18,036	14,253	-	611	12
	B. Fishing Sector						
1.	- P. T. Tri Daya Kartika - Fishing - Ujung Pandang - No. B-78/Pres/7/74 Date: 1974' July 24	Joint venture Inkopad dan Pusko Pad Kodam XIV Hn. (Indonesia) dengan Nan Ei Co., Ltd.(Jepang)	1,900	1,500	Produksi- Komersil	193	10
	Total	-	1,900	1,500	-	193	10
	C. Forest Sector						
1.	- P. T. Zoosho Indonesia - Forest - Luwu - No. B-48/Pres/5/70 Date: 1970' May 3	Joint venture P. T. Zeds Trd. Coy (Ind.) dengan Kokusaku-Pulp Industri Co. Ltd. (Jepang)	2,700	900	Produksi- Komersil	646	4
	Total	-	2,700	900	-	646	4

1	2	3	4	5	6	7	8
	D. Agriculture Sector/Plantation						
1.	- P. T. Sulawesi - Plantation - Bulukumba - No. Date:	Langsung Investasi Ingeris	743	743	Produksi- Komersil	1,016	-
2.	- P. T. Sulawesi Agricultural Product & Co. - Agriculture - Sidrap - No. B-118/Pres/8/70 Date: 1970' Aug. 26	Joint venture P. T. Sanusi Trd. Coy. (Indonesia) dengan Toyomenka Kaisha Ltd. (Jepang)	300	189	sda	70	2
	Total	-	1,043	932	-	1,086	2
	E. Mining Sector						
1.	- P. T. Inco Indonesia - Mining Nickel - Soroako Malili/Luwu - No. B-91/Pres/7/68 Date: 1968' July 24	Investasi Langsung Kanada	650,000	43,194	Pembangunan	904	65
	Total	-	650,000	43,194	-	904	65
	F. Cattle Sector						
1.	- P. T. United Livestock Services Incorporation - Cutter breeding - Sidra P - No. B-80/Pres/6/71 Date: 1971' July 18	Joint venture Bila (Indonesia) dengan P. T. United Livestock Services Inc. (U. S. A.)	500	421	Produksi- Koversil	26	2
	Total	-	500	421	-	26	2

5. The lists of Madya cities/regencies, using PMDN according to project sector, Investment plan and man power, since the valid of UU No. 6, the year of 1968 about PMDN till second PELITA, second year (March 31, 1976)

	Industry				Fishing				Forestry				Agriculture/Plantation				Hotel/Tourism				Mining				Cattle Breeding				Total			
	Total Project	Investment Plan (1,000 Rps.)	Man power		Total Project	Investment Plan (1,000 Rps.)	Man power		Total Project	Investment Plan (1,000 Rps.)	Man power		Total Project	Investment Plan (1,000 Rps.)	Man power		Total Project	Investment Plan (1,000 Rps.)	Man power		Total Project	Investment Plan (1,000 Rps.)	Man Power		Total Project	Investment Plan (1,000 Rps.)	Man power					
			Indonesian	Foreigner			Indonesian	Foreigner			Indonesian	Foreigner			Indonesian	Foreigner			Indonesian	Foreigner			Indonesian	Foreigner			Indonesian	Foreigner	Indonesian	Foreigner		
1. UJUNG PANDANG	14	3,193,911	495	2	6	754,985	93	31	-	-	-	-	-	-	-	-	2	1,551,708	70	-	-	-	-	-	1	32,500	11	-	23	5,533,104	649	33
2. PANGKEP	3	28,909,417	1,108	81	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	3	28,909,417	1,108	81	-	-	
3. PARE-PARE	1	60,000	40	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1	60,000	40	-	-	-	
4. PINANG	2	2,335,000	505	-	-	-	-	-	1	544,000	658	-	-	-	-	-	-	-	-	-	-	-	-	-	-	3	2,879,000	1,163	-	-	-	
5. SIDRI	1	95,000	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1	95,000	-	-	-	-	
6. ENREKANG	-	-	-	-	-	-	-	-	1	563,236	127	-	-	-	-	-	-	-	-	-	-	-	-	-	1	2,857,000	65	4	2	3,420,236	192	4
7. LUWU	1	699,000	-	-	4	2,281,155	357	20	1	339,355	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	6	3,310,510	357	20	-	-	
8. MAMUJU	-	-	-	-	3	4,683,921	377	58	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	3	4,683,921	377	58	-	-	
9. POLMAS	-	-	-	-	-	-	-	-	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1	128,672	-	-	-	-	
10. GOWA	3	6,726,822	774	-	1	-	-	-	1	128,672	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	4	6,938,221	774	-	-	-	
11. MAROS	1	15,980,151	31	-	-	-	-	-	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1	15,980,151	31	-	-	-	-	
12. TAKALAR	1	133,110	35	3	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1	133,110	35	3	-	-	
13. BULUKUMBA	1	139,244	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1	139,244	-	-	-	-	
Total	28	58,262,455	2,978	85	6	754,985	93	31	7	6,963,076	734	78	5	1,575,263	785	-	2	1,551,708	70	-	1	211,600	-	-	2	2,889,500	76	4	50	72,210,587	4,736	198

6. The lists of Madya cities/regencies using PNA according to project sector, Investment plan and man power, since the valid of UU No. 1, the year of 1967 about PMA till second PELITA, second year (March 31, 1976)

	Industry				Fishing				Forestry				Agriculture/Plantation				Cattle Breeding				Mining				Total				Keterangan
	Total Project	Investment Plan (1,000 US\$)	Man power		Total Project	Investment Plan (1,000 US\$)	Man power		Total Project	Investment Plan (1,000 US\$)	Man power		Total Project	Investment Plan (1,000 US\$)	Man power		Total Project	Investment Plan (1,000 US\$)	Man power		Total Project	Investment Plan (1,000 US\$)	Man power		Total Project	Investment Plan (1,000 US\$)	Man power		
			Indonesian	Foreigner			Indonesian	Foreigner			Indonesian	Foreigner			Indonesian	Foreigner			Indonesian	Foreigner			Indonesian	Foreigner			Indonesian	Foreigner	
1. UJUNG PANDANG	7	18,036	611	12	1	1,900	193	10	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	8	19,936	804	22	-
2. SIDRAP	-	-	-	-	-	-	-	-	-	-	-	-	1	300	70	2	1	500	26	2	-	-	-	-	2	800	96	4	-
3. LUWU	-	-	-	-	-	-	-	-	-	2,700	646	4	-	-	-	-	-	-	-	1	650,000	904	65	2	652,700	1,550	69	-	
4. BALUKUMBA	-	-	-	-	-	-	-	-	-	-	-	-	1	743	1,016	-	-	-	-	-	-	-	-	-	1	743	1,016	-	-
Total	7	18,036	611	12	1	1,900	193	10	-	2,700	646	4	2	1,043	1,086	2	1	500	26	2	1	650,000	904	65	13	674,179	3,466	93	-

APPENDIX 4

INVESTMENT PROJECTS IN THE SOUTH SULAWESI PROVINCE

1. The list of the name of enterprises/projects PMDN have got central S. P. S. BKPM since the valid of U. U. No. 6, the year of 1968 about PMDN till second PELITA, second year (March 31, 1976)

No.	Name of enterprises - Business field - Location - No. and date approval	Investment		The Step	Man power	
		Investment plan (1, 000 Rps.)	The realization of investment (1, 000 Rps.)		Indonesian	Foreigner
1	2	3	4	5	6	
1.	A. Industry - N. V. CTB Pabrik Minyak Kilapa Cappagalung Pare-Pare - Coconut-Oil Factory - Pare-Pare - No. 1539/Skr/SP. PMDN/70 Date: 1970' Oct. 26 - P. T. Serdid & Co. - Cold Storage - Ujung Pandang - No. 1925/Skr/SP. PMDN/70 Date: 1970' Dec. 22 - P. T. Jembatan Kenena Raya Jkrt - Rice Mill - Sidrap - No. 1768/Skr/SP. PMDN/71 Date: 1971' Dec. 10	60, 000	46, 000	Produksi- Komersil	40	-
2.		175, 000	55, 079	sda	39	-
3.		95, 000	-	sda	-	-

1	2	3	4	5	6
4.	- P. T. Granda Corporation - Rice Mill - Pinrang - No. 168/Skr/SP. PMDN/71 Date:	35,000	53,000	sda	5
5.	- P. T. Oahaya Mico - Noodle - Ujung Pandang - No. 586/Skr/SP. PMDN/72 Date: 1972' April 16	150,000	135,077	Produksi- Komersil	40
6.	- P. T. Poloco Sulinda Industri - Coars bag - Pinang - No. 162/Sekr/SP. PMDN/72 Date: 1972' Feb. 4	2,300,000	2,571,878	sda	500
7.	- P. T. Pabrik Baju Kaos Istimewa & Co. - Under Shirts - Ujung Pandang - No. 515/Sekr/SP. PMDN/72 Date: 1972' April 4	31,045	39,527	sda	39
8.	- CV. Chandra - Bread - Ujung Pandang - No. 1972/Sekr/SP. PMDN/73 Date: 1973' Dec. 22	64,685	52,500	sda	19
9.	- Perum Kertas Gowa - Paper - Gowa - No. 368/Sekr/SP. PMDN/73 Date: 1973' Mar. 2	3,668,996	3,668,996	sda	750

1	2	3	4	5	6
10.	<ul style="list-style-type: none"> - P. T. Pabrik Gelas & Wajan Mks. - Glass Ware - Ujung Pandang - No. 755/Sekr/SP. PMDN/73 Date: 1973' May 1 	350,000	200,000	Persiapan	-
11.	<ul style="list-style-type: none"> - Perum Semen Ronasa - Cement - Pangkep - No. Date: 	3,209,098	-	Produksi- Komersil	-
12.	<ul style="list-style-type: none"> - Perum Semen Tonasa - Cement - Pangkep - No. 785/Sekr/SP. PMDN/73 Date: 1973' May 8 	500,319	474,020	sda	708
13.	<ul style="list-style-type: none"> - P. T. Galaxy Industri Goy Ltd. (P. T. Gico) - Iron Pipe - Ujung Pandang - No. 820/Sekr/SP. PMDN/73 Date: 1973' May 8 	207,913	15,857	Produksi- Percobaan	8
14.	<ul style="list-style-type: none"> - Fa. Surya Chandra Tehrik - Household Material - Ujung Pandang - No. 977/Sekr/SP. PMDN/73 Date: 1973' May 25 	34,889	208,199	sda	13
15.	<ul style="list-style-type: none"> - P. T. East Indonesia Iron Steel Works & Co. (P. T. Barawaja) - Steel Bar - Ujung Pandang - No. 017/SK/A/BKPM/VII/73 Date: 1973' July 28 	1,054,708	50,736	Produksi- Komersil	79

1	2	3	4	5	6
16.	<ul style="list-style-type: none"> - P. T. Perotakan & Penerbitan Sulawesi - Printing - Ujung Pandang - No. 104/Sekr/BKPM/VIII/73 Date: 1973' Aug. 11 	75,306	76,305	sda	55
17.	<ul style="list-style-type: none"> - P. T. Hakama Leather Ind. - Leather - Ujung Pandang - No. 100/Sek-A/BKPM/73/PMDN Date: 1973' Aug. 11 	351,052	83,660	Produksi-Komersil	50
18.	<ul style="list-style-type: none"> - P. T. Indonesia Polleting Corp. - Cattle food - Ujung Pandang - No. 117/SK/L/BKPM/73/PMDN Date: 1973' Aug. 11 	250,000	-	Persiapan	50
19.	<ul style="list-style-type: none"> - CV. Sumbor Sulawesi - Ice Making - Ujung Pandang - No. 468/SK/A/BKPM/IX/73 Date: 1973' Sept. 29 	36,000	73,000	Produksi-Komersil	5
20.	<ul style="list-style-type: none"> - P. T. Hendratna - Industrial Playwood - Luwu - No. 508/SK/A/BKPM/X/73 Date: 1973' Sept. 29 	690,000	-	Persiapan	-
21.	<ul style="list-style-type: none"> - P. T. Bandanaira Interprises - Alfalfa flour - Gowa - No. 123/SK/A/BKPM/VI/74 Date: 1974' Mar. 16 	150,000	-	sda	-

1	2	3	4	5	6
22.	<ul style="list-style-type: none"> - P. T. Ganjenge - Sitororera oil - Bulukumba - No. 301/SK/A/BKPM/VI/74 Date: 1974' July 1 	139, 235	-	Pembangunan	-
23.	<ul style="list-style-type: none"> - P. T. Jaya Buana Raya Trd. Coy - Saw Mill - Ujung Pandang - No. 309/SK/A/BKPM/VI/74/PMDN Date: 1974' July 11 	297, 018	356, 395	Produksi- Komersil	68
24.	<ul style="list-style-type: none"> - P. T. Inkets - Tissue Paper - Takalar - No. 188/SK/A/BKPM/VIII/75/PMDN Date: 1975' Aug. 15 	133, 110	-	Persiapan	2
25.	<ul style="list-style-type: none"> - Porum Kortas Gowa (Perluasan) - Paper - Gowa - No. 30/SK/A/BKPM/II/75/PMDN Date: 1975' Feb. 17 	2, 907, 626	250, 214	Pembangunan	24
26.	<ul style="list-style-type: none"> - P. T. Serdid & Co. - Fresh Frozen Shrimp - Ujung Pandang - No. 196/SK/A/BKPM/IX/75/PMDN Date: 1975' Sept. 15 	116, 295	-	Persiapan	80
27.	<ul style="list-style-type: none"> - P. T. Destapro Semen Maros (Perluasan) - Cement - Maros - No. 160/SK/A/BKPM/VII/75/PMDN Date: 1975' July 9 	15, 980, 151	125, 000	Pembangunan	21

1	2	3	4	5	6
28.	<p>Porum Semen Tonasa (Perluasan)</p> <ul style="list-style-type: none"> - Cement - Pengkep - No. 227/SK/A/BKPM/IX/1975/PMDN Date: 1975' Jan. 15 <p>B. Fishing</p> <ul style="list-style-type: none"> - P. T. Bonecom I - Shrimp - Ujung Pandang - No. 1940/Skr/SP. PMDN/70 Date: 1970' Oct. 26 	25,200,000	-	Persiapan	400
1.	<ul style="list-style-type: none"> - P. T. Bonecom I - Shrimp - Ujung Pandang - No. 1940/Skr/SP. PMDN/70 Date: 1970' Oct. 26 	60,000	43,215	Produksi-Komersil	14
2.	<ul style="list-style-type: none"> - P. T. Bonecom II - Shrimp - Ujung Pandang - No. 786/Skr/SP. PMDN/72 Date: 1971' May 25 	57,000	31,512	sda	6
3.	<ul style="list-style-type: none"> - P. T. Bonecom III, IV, V - Shrimp - Ujung Pandang - No. 1233/Skr/SP. PMDN/72 Date: 1972' Aug. 13 	177,000	131,417	sda	33
4.	<ul style="list-style-type: none"> - P. T. Bonecom VII - Shrimp - Ujung Pandang - No. 199/SK/A/BKPM/IV/74/PMDN Date: 1974' Jan. 5 	122,000	76,710	sda	24
					80

1	2	3	4	5	6	
5.	- P. T. Bonecom IX - Shrimp - Ujung Pandang - No. 199/SK/BKPM/IV/74/PMDN	53,825	53,825	sda	16	5
6.	- P. T. Faunesia JKIT - Fishing - Ujung Pandang - No. 415/SK/A/BKPM/XI/74/PMDN Date: 1974' Nov. 7	285,160	-	?	-	-
	C. Forest					
1.	- C. V. Gulat - Timber - Luwu - No. 1420/Skr/SP/PMDN/71 Date: 1971' Sept. 30	74,155	62,367	Produksi- Komersil	99	1
2.	- P. T. Sulawesi Wood Export Development Ltd. - Timber - Mamuju - No. 313/Skr/SP. PMDN/72 Date: 1972' Feb. 26	548,965	374,600	sda	245	15
3.	- P. T. Serdid & Co. - Wood/Export - Luwu - No. 56/SK/A/BKPM/II/74 Date: 1974' Feb. 2	207,000	195,537	Produksi- Komersil	196	-

1	2	3	4	5	6
4.	<ul style="list-style-type: none"> - P. T. Hendratna - Logging - Luwu - No. 020/SK/A/BKPM/VIII/73/PMDN Date: 1973' Aug. 24 	340, 000	-	Persiapan	-
5.	<ul style="list-style-type: none"> - P. T. Gemini Timber Jack Corporation, Jakarta - Timber - Mamuju - No. 168/SK/A/BKPM/IV/74/PMDN Date: 1974' April 8 	3, 885, 955	617, 927	Produksi-Komersil	108
6.	<ul style="list-style-type: none"> - P. T. Intan Permata - Export Timber Logs - Mamuju - No. 272/SK/A/BKPM/VI/74/PMDN Date: 1974' June 14 	249, 000	-	Persiapan	24
7.	<ul style="list-style-type: none"> - P. T. Gemini Timber Jack Corporation Unit II - Logging - Luwu - No. 323/SK/A/BKPM/VII/74/PMDN Date: 1974' July 24 	1, 660, 000	718, 661	Produksi-Komersil	62
1.	<ul style="list-style-type: none"> D. Agriculture - P. T. Hasil Bumi Indonesia BM. Jakarta - Coffee Plantation - Luwu - No. 134/Sekr/SP. PMDN/72 Date: 1972' Feb. 2 	339, 355	-	Produksi-Komersil	-

1	2	3	4	5	6
1.		544, 000	142, 443	sda	658
2.	<ul style="list-style-type: none"> - P. T. Jagung Indonesia (P. T. Poleco Jaya Agung Indonesia) - Kenat Plantation - Pinrang - No. 238/Sekr/SP. PMDN/72 Date: 1972' March 2 	563, 236		Produksi Porcobaan	127
3.	<ul style="list-style-type: none"> - P. T. Setia Damai Ltd. - Enrakang - No. 443/SK/A/BKPM/XII/74/PMDN Date: 1974' Dec. 10 	128, 672		Persiapan	
4.	<ul style="list-style-type: none"> - P. T. Siradj Jaya - Coffee, coconut, nutmeg, penuts, green penuts - Polmas - No. 125/SK/A/BKPM/VI/75/PMDN Date: 1975' June 4 				
1.	<ul style="list-style-type: none"> E. Tourism - Fa. Rachmatan - Hotel - Ujung Pandang - No. 535/Sekr/SP. PMDN/73 Date: 1972' April 7 	261, 708	247, 239	Produksi-Komersil	70
2.	<ul style="list-style-type: none"> - P. T. Stresco International Jakarta - Hotel - Ujung Pandang - No. 382/Sekr/SP. PMDN/73 Date: 1973' March 6 	1, 290, 000		Persiapan	

1	2	3	4	5	6
	<p>F. Mining</p>				
1.	<p>- P. T. Pertambangan Timah Hitam- Baturappe - Mining - Gowa - No. 798/SK/A/BKPM/XI/73/PMDN Date: 1973' Nov. 27</p>	211,560	-	Persipan	-
1.	<p>G. Cattle</p> <p>- P. T. Bina Mulya Ternak - Canning Cattle - Enrekang - No. 796/SK/A/BKPM/XI/73/PMDN Date: 1973' Nov. 27</p>	2,857,000	617,978	Pembangunan	65 4
2.	<p>- P. T. Tere - Chicken - Ujung Pandang - No. 290/SK/A/BKPM/VI/74/PMDN Date: 1974' June 2</p>	32,500	29,329	Produksi- Komersil	11 -

APPENDIX 5

PRE-INVESTMENT PROJECTS IN SOUTH SULAWESI PROVINCE

	Code I.S.I.C.	Industry Regrouping	Y E A R		
			1973	1974	1975
1.	31230	Manufacture of ice cubes	Rps. 36,000,000	Rps. 36,000,000	Rps. -
2.	31280	Manufacture of cattle food	Rps. -	Rps. 400,000,000	Rps. 400,000,000
3.	32310	Manufacture of leather tanneries and leather finishing	Rps. 351,051,745	Rps. -	Rps. -
4.	33111	Sawmills and other wood mills	Rps. 331,906,939	Rps. 34,889,250	Rps. -
5.	34111	Manufacture of paper (all kind)	Rps. 75,305,913	Rps. -	Rps. 3,040,736,100
6.	35221	Manufacture of drugs & medicine	Rps. -	Rps. 139,234,938	Rps. 139,234,938
7.	36200	Manufacture of glass and glass products	Rps. 350,000,000	Rps. 350,000,000	Rps. 350,000,000
8.	36310	Manufacture of cement	Rps. -	Rps. -	Rps. 25,200,000,000
9.	37100	Manufacture of steel and tube	Rps. 1,262,621,579 US\$ 2,200,200	Rps. 1,262,621,579 US\$ 2,200,000	Rps. 207,913,350 US\$ 2,200,000
10.	38430	Manufacture motor vehicles	Rps. -	Rps. 369,862,072	Rps. 369,862,072
		Total	Rps. 2,406,886,176 US\$ 2,200,200	Rps. 2,592,607,839 US\$ 2,200,000	Rps. 29,707,746,460 US\$ 2,200,000

(Source) Industrial office of South Sulawesi Province

APPENDIX 6

NUMBER OF MOTORIZED BOATS AND FISHERMEN 1971-1973

Region	Motorized Boats	Non Motorized Vessels	Total	Number of Fishermen
1. Java & Madura	1,200	44,000	45,200	216,100
2. Sumatra	5,300	43,400	48,700	172,700
3. Kalimantan	1,900	20,000	21,900	43,600
4. Sulawesi	300	102,000	102,300	260,700
5. Bali & Nusatenggara	55	27,500	27,555	64,900
6. Maluku & Irian Jaya	315	48,800	49,115	96,000
INDONESIA 1973*)	9,070	285,700	294,770	854,000
1972	8,818	286,463	295,281	846,917
1971	7,176	277,662	284,838	569,676

(Source) Directorate General of Fisheries, Department of Agriculture

APPENDIX 7

PRICE OF GOODS IN UJUNG PANDANG

I. Price of Goods in October 1976

Commodity Groups 1	Commodity 2	Origin 3	Unit Price 4	Kind of Price 5	Quality 6
Nondurable consumer goods - Foods	1. Canned Fish	Java	Rps. 100/flek	Consumers' Price	middle
	Canned Fish	Japan	Rps. 350/15 oz	Retail Price	middle
	2. Powder Coffee	U. P.	Rps. 2,100/kg	"	high
	3. Sugar	Surabaya	Rps. 190/kg	"	high
	4. Molasses	Taiwan	Rps. 500/425 gr	"	middle
	5. Palm Oil	Ujung Pandang	Rps. 178/680 cc	"	middle
	6. Corn Oil	Singapore	Rps. 250/3 kg	Wholesale Price	high
	Corn Oil	Surabaya	Rps. 2,700/l	Consumers' Price	high
	7. Bakery Products (loaf)	U. P.	Rps. 360/kg	Retailed Price	middle
	8. Bakery Products	U. P.	Rps. 100/400 gr.	"	middle
	8. Biscuit	U. P.	Rps. 750/kg	Ex. Factory	middle
	9. Candies and sweets	U. P.	Rps. 220/kg	"	low
10. Noodles	U. P.	Rps. 120/kg	"	middle	
11. Wine	U. S.	Rps. 4,800/425 gr	Wholesale Price	high	
Wine	R. R. T.	Rps. 2,800/425 gr	"	high	
12. Soybean sauce	U. P.	Rps. 228/680 cc	Ex. Factory	middle	

1	2	3	4	5	6
	13. Markisa	U. P.	Rps. 400/1,000 cc	Ex. Factory	high
	14. Orange	U. P.	Rps. 120/350 cc	Retail Price	low
	15. Canned Fruit	R. R. T.	Rps. 3,100/dz	Wholesale Price	middle
	Canned Fruit	U. S.	Rps. 7,500/dz	Wholesale Price	high
	Canned Fruit	Taiwan	Rps. 500/500 gr	Retail Price	high
	16. Ice	U. P.	Rps. 400/25 kg	Retail Price	high
	17. Tobacco	U. P.	Rps. 400/kg	Wholesale Price	middle
	Tobacco	U. P.	Rps. 300/kg	Wholesale Price	low
	Tobacco	U. P.	Rps. 500/kg	Wholesale Price	high
	18. Cigarettes	Java	Rps. 1,600/box (10 pieces)	Retail Price	high
	Cigarettes	Java	Rps. 1,300/box (10 pieces)	Retail Price	middle
	Cigarettes	Java	Rps. 1,125/box (10 pieces)	Retail Price	low
	Cigarettes	U. S.	Rps. 2,700/box (10 pieces)	Retail Price	high
	Cigarettes	England	Rps. 3,000/box (10 pieces)	Retail Price	high
	Cigarettes	England	Rps. 2,900/box (10 pieces)	Retail Price	high
	19. KRETEK Cigarettes	Java	Rps. 145/box	Retail Price	high
	KRETEK Cigarettes	Java	Rps. 125/box	Retail Price	high
	KRETEC Cigarettes	Java	Rps. 150/box	Retail Price	high
Nondurable consumer goods - Others	L. Shirt	Singapore	Rps. 3,750 each	Retail Price	low
	Shirt	France	Rps. 20,000 each	Retail Price	high
	Shirt	Singapore	Rps. 5,000 each	Retail Price	middle

1	2	3	4	5	6
2.	Clothes	Bandung	Rps. 6,500 each	Consumers' Price	low
	Clothes	Singapore	Rps. 12,500 each	Retail Price	middle
3.	Trousers	Jakarta	Rps. 8,500 each	Retail Price	middle
	Trousers	Singapore	Rps. 9,000 each	Retail Price	middle
	Trousers	U. S.	Rps. 16,000 each	Retail Price	high
4.	Yarn Thread	Java	Rps. 100/500 yard	Retail Price	middle
5.	Shoes	Hong Kong	Rps. 15,000/set	Retail Price	high
	Shoes	Italy	Rps. 9,000/set	Consumers' Price	middle
	Shoes	Jakarta	Rps. 4,500/set	Retail Price	high
	Shoes	Singapore	Rps. 6,500/set	Retail Price	middle
6.	Medical Drugs (antipyretic)	Jakarta	Rps. 15/pill	Retail Price	high
7.	" (medicines for headache)	Jakarta	Rps. 20/pill	Retail Price	high
8.	" (vitamin preparation)	U. S.	Rps. 1,750/pill	Retail Price	high
9.	Medicine (medicines for cold)	Amsterdam	Rps. 40/box (250mg)	Retail Price	high
10.	Cream (MAYA)	Spain	Rps. 1,250/box	Retail Price	high
11.	Face Powder (VIVA)	Java	Rps. 175/box	Retail Price	middle
12.	Pomade (PEARL CREAM)	Taiwan	Rps. 450/box	Retail Price	middle
13.	Cosmetic Fambo (ROSE)	Hong Kong	Rps. 250/box	Consumers' Price	middle
14.	Insecticide (FKALUX56)	Imported	Rps. 400/1	Retail Price	low
	" (Finodan)	"	Rps. 175/kg	Retail Price	low
	" (Himation 40 EC)	"	Rps. 1,230/1	Retail Price	low
	" (ALDIN 40 WOO)	"	Rps. 900/kg	Retail Price	high

1	2	3	4	5	6
	Insecticide (THIODAN 35EC)	Imported	Rps. 1,230/1	Retail Price	high
	" (NOGON 50EC)	"	Rps. 1,250/1	Retail Price	high
	" (SEGIN 85SP, 50WP)	"	Rps. 900/1	Retail Price	middle
	" (KAOHON 25EC)	"	Rps. 1,230/1	Retail Price	high
	" (DURSBAN 20EC)	"	Rps. 900/1	Retail Price	middle
	" (POLITHIOL 50EC)	"	Rps. 1,250/1	Retail Price	high
	" (SUMITHION 50EC)	"	Rps. 1,230/1	Retail Price	high
	" (SIMICROB 50)	"	Rps. 1,230/1	Retail Price	high
	" (PODAN 50SP)	"	Rps. 1,230/kg	Retail Price	high
	" (PHOSVEL 300EC)	"	Rps. 1,230/1	Retail Price	high
	" (SURESIDA 25EC)	"	Rps. 1,230/1	Retail Price	high
	" (DIASINON 60EC)	"	Rps. 1,250/1	Retail Price	high
	15. Soap	Surabaya	Rps. 120/each	Retail Price	high
	16. Tooth Powder	Surabaya	Rps. 120/each	Retail Price	middle
	17. Matches	Java	Rps. 65/box (10 pieces)	Retail Price	high
	"	Java	Rps. 60/box (10 pieces)	Retail Price	high
	18. Ask Tray	Japan	Rps. 7,000/each	Retail Price	middle
	"	Java	Rps. 300/each	Retail Price	high
	"	Luwu	Rps. 250/each	Retail Price	high
	"	Japan	Rps. 20,000/each	Retail Price	high
	19. Vase	Java	Rps. 2,500/each	Retail Price	low
	"	Japan	Rps. 5,000/each	Retail Price	low

1	2	3	4	5	6
	Vase	Japan	Rps. 2,500/each	Retail Price	low
	"	Japan	Rps. 1,000/each	Retail Price	low
	"	Japan	Rps. 7,000/each	Retail Price	middle
	"	Japan	Rps. 20,000/each	Retail Price	high
20. Ceramic Wares (tea pot, cup & others)		Japan	Rps. 80,000/2 sets	Retail Price	high
Durable consumer goods	1. Bed	U. P.	Rps. 40,000/each	Retail Price	middle
	2. Cupboard	U. P.	Rps. 25,000/each	Retail Price	middle
	3. Table-Big	U. P.	Rps. 50,000/each	Retail Price	middle
	4. Desk	U. P.	Rps. 50,000/each	Retail Price	middle
	5. PVC Chair	U. P.	Rps. 65,000/set	Retail Price	middle
	6. Wardrobe	U. P.	Rps. 120,000/each	Retail Price	middle
	7. Dresser	U. P.	Rps. 50,000/each	Retail Price	middle
	8. Bicycle	China	Rps. 38,500	Retail Price	middle
	"	Japan	Rps. 22,500	Retail Price	low
	9. Motorcycle (YAMAHA 125cc)	Jakarta	Rps. 440,000 (including tax)	Retail Price	middle
	"	Jakarta	Rps. 380,000 (no tax)	Retail Price	low
	"	Jakarta	Rps. 402,500 (including tax)	Retail Price	low
	"	Jakarta	Rps. 345,000 (no tax)	Retail Price	middle
	"	Jakarta	Rps. 353,500 (including tax)	Retail Price	middle
	"	Jakarta	Rps. 300,000 (no tax)	Retail Price	middle
	"	Jakarta	Rps. 317,500 (including tax)	Retail Price	low
	"	Jakarta	Rps. 270,000 (no tax)	Retail Price	low

1	2	3	4	5	6
	Motorcycle (KAWASAKI 100cc)	Jakarta	Rps. 380, 000 (including tax)	Retail Price	high
	" (HONDA 200cc)	Jakarta	Rps. 325, 000 (no tax)	Retail Price	high
	" (HONDA 125cc)	Jakarta	Rps. 525, 000 (including tax)	Retail Price	high
	" (HONDA (SNoK7))	Jakarta	Rps. 455, 000 (no tax)	Retail Price	high
	" (HONDA 100cc)	Jakarta	Rps. 502, 500 (including tax)	Retail Price	high
	" (HONDA 100cc)	Jakarta	Rps. 435, 000 (no tax)	Retail Price	high
	" (HONDA 90cc)	Jakarta	Rps. 387, 500 (including tax)	Retail Price	high
	" (HONDA 70cc)	Jakarta	Rps. 330, 000 (no tax)	Retail Price	high
	" (VESPA (SPRINT))	Jakarta	Rps. 457, 000 (including tax)	Retail Price	high
	" (VESPA (SUPER))	Jakarta	Rps. 400, 000 (no tax)	Retail Price	high
	" (YAMAHA SUPER 100cc)	Jakarta	Rps. 377, 000 (including tax)	Retail Price	high
	" (VESPA (SPRINT))	Jakarta	Rps. 320, 000 (no tax)	Retail Price	high
	" (VESPA (SUPER))	Jakarta	Rps. 357, 000 (including tax)	Retail Price	high
	" (YAMAHA SUPER 100cc)	Jakarta	Rps. 310, 000 (no tax)	Retail Price	high
	" (VESPA (SPRINT))	Jakarta	Rps. 594, 500 (including tax)	Retail Price	high
	" (VESPA (SUPER))	Jakarta	Rps. 515, 000 (no tax)	Retail Price	high
	" (YAMAHA SUPER 100cc)	Jakarta	Rps. 537, 000 (including tax)	Retail Price	high
	" (YAMAHA SUPER 100cc)	Jakarta	Rps. 465, 000 (no tax)	Retail Price	middle
	" (YAMAHA SUPER 100cc)	Jakarta	Rps. 403, 000 (including tax)	Retail Price	middle
	" (YAMAHA SUPER 100cc)	Jakarta	Rps. 345, 000 (no tax)	Retail Price	middle

1	2	3	4	5	6
Materials intermediate products capital goods					
1.	Tin (small)	U. P.	Rps. 140/mass	Ex. Factory	middle
	" (medium)	U. P.	Rps. 225/mass	Ex. Factory	middle
	" (big)	U. P.	Rps. 350/mass	Ex. Factory	high
2.	Zinc	U. P.	Rps. 122.50/3 kg	Ex. Factory	high
	"	U. P.	Rps. 105/2 kg	Ex. Factory	high
3.	Chalk	Gowa	Rps. 7,500/m ³	Ex. Factory	middle
4.	Sand	Gowa	Rps. 4,500/m ³	Ex. Factory	middle
5.	Timber	Halimantan	Rps. 72,000/m ³	Ex. Factory	high
	"	Halimantan	Rps. 37,500/m ³	Ex. Factory	middle
	"	Bulukumbu	Rps. 18,000/m ³	Ex. Factory	low
6.	Fertilizer (Z. A.)	Bulukumbu	Rps. 120/kg	Ex. Factory	high
7.	Fertilizer (D. A. P.)	Bulukumbu	Rps. 70/kg	Ex. Factory	middle
8.	Fertilizer (NPKISN)	Bulukumbu	Rps. 70/kg	Ex. Factory	low
9.	Fertilizer (TSP)	Bulukumbu	Rps. 70/kg	Ex. Factory	low
10.	Fertilizer (UREA)	Bulukumbu	Rps. 70/kg	Ex. Factory	low
11.		Bulukumbu	Rps. 350/kg	Ex. Factory	high
12.	Paints	Bulukumbu	Rps. 250/kg	Ex. Factory	high
	"	Bulukumbu	Rps. 250/kg	Ex. Factory	low
	"	Bulukumbu	Rps. 275/kg	Ex. Factory	low
	"	Bulukumbu	Rps. 350/kg	Ex. Factory	middle
	"	Bulukumbu	Rps. 900/kg	Ex. Factory	high
	"	Bulukumbu	Rps. 900/kg	Ex. Factory	high

1	2	3	4	5	6
13. Cement		Pangkep	Rps. 1,500/42.5 kg	Ex. Factory	high
"		Gresik	Rps. 1,250/42.5 kg	Ex. Factory	low
"		Philippines	Rps. 1,300/40 kg	Ex. Factory	middle
"		Pangkep	Rps. 1,525/42.5 kg	Ex. Factory	high
14. Brick		Gowa	Rps. 10/piece	Ex. Factory	middle
15. Asbestos		Belgium	Rps. 3,000/2.5 m	Retail Price	high
"		Belgium	Rps. 2,500/2 m	Retail Price	middle
"	(materials for ceiling)	U. P.	Rps. 3,500/2 m	Retail Price	high
16. Eternit		Belgium	Rps. 600/sheet (2mx1m)	Retail Price	high
17. Plate Glass		R. R. T.	Rps. 1,500/m ²	Retail Price	high
"		R. R. T.	Rps. 2,500/m ²	Retail Price	high
"		R. R. T.	Rps. 5,500/m ²	Retail Price	high
18. Building Stone		Pangkep	Rps. 2,000/m ³	Retail Price	middle
19. Volt		Java	Rps. 15/inch	Retail Price	high
"		Java	Rps. 10/inch	Retail Price	high
20. Wire Entanglements		U. P.	Rps. 2,250/roll 12 kg	Retail Price	high
"		U. P.	Rps. 5,750/roll 12 kg	Retail Price	high
21. Nail		U. P.	Rps. 225/kg	Retail Price	high
22. Agricultural tools (hoe)		Germany, P. R. T.	Rps. 1,400/each	Retail Price	high
23. Agricultural tools (plow)		"	Rps. 1,500/each	Retail Price	high
24. Agricultural tools (crowbar)		"	Rps. 750/each	Retail Price	high

1	2	3	4	5	6
	25. Galvanized Iron Sheets	U. P.	Rps. 65,750/40 kg	Retail Price	high
	"	U. P.	Rps. 275/2 kg	Retail Price	high
	"	U. P.	Rps. 525/4.5 kg	Retail Price	high
	"	U. P.	Rps. 600/6 kg	Retail Price	high
	"	U. P.	Rps. 900/10 kg	Retail Price	high
	"	U. P.	Rps. 1,450/13 kg	Retail Price	high
	"	U. P.	Rps. 2,600/20 kg	Retail Price	high
	26. Machine Tool	Imported	Rps. 27,000/each	Retail Price	middle
	"	Imported	Rps. 37,000/each	Retail Price	middle
	"	Imported	Rps. 135,000/each	Retail Price	high
	"	Imported	Rps. 11,000/each	Retail Price	low
		(Source)	Prepared by the Mission.		

2. Price of Main Products in September 1975

(in Rupiah)

Kinds/Commodity	Unit	Price at the end of the week	Price at the end of the month	Average
A. Food Materials				
1. Rice	1 kg	120. -	121. 67	120. 84
2. Bread	1 kg	60. -	60. -	60. -
3. Cassaba	1 kg	50. -	50. -	50. -
4. Beef meat	1 kg	600. -	600. -	600. -
5. Chicken egg	1 butir	35. -	42. 50	38. 75
6. Fish fresh	1 kg	550. -	450. -	500. -
7. Salt fish	1 kg	600. -	550. -	575. -
8. Vegetables	1 kg	150. -	100. 0	125. -
9. Soybeans	1 kg	200. -	250. -	225. -
10. Milk	1 kaleng	210. -	210. -	210. -
11. Fried oil	1 kg	850. -	850. -	850. -
12. Fruits	1 kg	125. -	150. -	137. 50
13. Margarine	1 kg	700. -	700. -	700. -
14. Coconut	1 buah	60. -	75. -	67. 50
15. Sugar	1 kg	185. -	185. -	185. -
16. Tea	1 kg	800. -	800. -	800. -
17. Coffee flour	1 kg	750. -	750. -	750. -
18. Salt	1 kg	50. -	50. -	50. -
19. Sauce	1 kg	450. -	300. -	375. -
20. Kemiri	1 kg	550. -	500. -	525. -
B. Wear				
1. Shirts	1 helai	2,400. -	2,400. -	2,400. -
2. Trouser	1 helai	3,000. -	3,000. -	3,000. -
3. Under wear	1 helai	425. -	425. -	425. -
4. Sarong	1 helai	1,250. -	1,250. -	1,250. -
5. Black hut	1 helai	750. -	750. -	750. -
6. Sarong	1 set	2,500. -	2,500. -	2,500. -
7. Shoes	1 set	4,000. -	4,000. -	4,000. -
8. Stocking	1 set	375. -	375. -	375. -
9. Big towel	1 helai	1,100. -	1,100. -	1,100. -
10. Wash-soap	1 unit	125. -	125. -	125. -
C. Other things & survice				
1. Tooth brush	1 unit	85. -	85. -	85. -
2. Dental paste	1 unit	175. -	175. -	175. -
3. Bath-soap	1 unit	110. -	110. -	110. -
4. Barber	1 kali	250. -	250. -	250. -
5. Pomade	1 bottle	400. -	400. -	400. -
6. Recreation	1 kali	300. -	300. -	300. -
7. Newspaper	1 macam	1,400. -	1,400. -	1,400. -
8. Petroleum	1 liter	20. -	20. -	20. -

(Source) Bank Indonesia, Ujung Pandang

3. Price of Main Export Products in Ujung Pandang

(in Rupiah)

No.	Name of Commodity		Price July 1975	Price August 1975	Price September 1975
1.	Coffee: - Arabica	kg	550. -	550. -	550. -
	- Robusta	kg	220. -	220. -	220. -
2.	Shrimp: - Sitto	I kg)	800. -	800. -	800. -
		II kg)			
	- White	I kg)			
		II kg)	400. -	450. -	450. -
		III kg)			
		IV kg)			
3.	Corn	kg	40. -	45. -	45. -
4.	Wheat bran/Paddy	I kg)			
		II kg)	5. -	5. -	5. -
		III kg)			
5.	Ebony	kg	-	-	-
6.	Cake of pressed copra	kg	30. -	30. -	30. -
7.	Dried cassava	kg	18. -	18. -	18. -
8.	Fly fish egg	kg	3,000. -	3,000. -	3,000. -
9.	Rotan: - Tohiti	kg	45. -	45. -	45. -
	- Taruppa	kg	30. -	30. -	30. -
	- Umbulu	kg	30. -	30. -	30. -

(Source) Trade Center of South Sulawesi

APPENDIX 8

A TRIAL COMPUTATION OF INCOME STATEMENTS AND FUNDS FLOW STATEMENTS OF BOTH MODEL ENTERPRISES IN THE UJUNG PANDANG INDUSTRIAL ESTATE AND IN THE SURABAYA RUNKUT INDUSTRIAL ESTATE

1. Objective

- 1) to examine a financial feasibility of an enterprise which would be set up in the Ujung Pandang Industrial Estate (the U. P. I. E.)
- 2) to examine financial competitiveness of an enterprise in the U. P. I. E. and that of an enterprise in the Surabaya Runkut Industrial Estate (the S. R. I. E.), in the East Indonesian market.

2. Model enterprises for the trial computation

- 1) The U. P. I. E. enterprise model indicates the average of all industrial occupants in the estate at full development stage.
- 2) The S. R. I. E. enterprise model is assumed almost same as the U. P. I. E. enterprise model, in the various aspects as project life, construction program, implementation program, size of factory site, number of employee, amount of equity, tax holiday period, interest rate, method of depreciation, repayment program, policy for dividend.

3. Cost difference between these two models

For the simple comparison of financial competitiveness of the two enterprise models, we take in account only three major costs items - land purchase cost, labor cost, and cost for delivery (transportation cost from factory to the East I Indonesian market).

	The U. P. I. E. enterprise		The S. R. I. E. enterprise	
Land purchase cost	Rps. 6,500/m ²	Rps. 65mil/ha.	Rps. 4,900/m ²	Rps. 49mil/ha
Labor cost	Rps.15,000/person/month Rps. 30.3mil/year		Rps.15,000/person/month x1.05 Rps.31.8mil/year	
Cost for delivery	56% in variable cost		63% in variable cost	

4. Comments on results of the computation

- 1) At the initial investment stage, the U. P. I. E. enterprise has to invest more capital over (30 million) than that of the S. R. I. E. enterprise.
- 2) However, the surplus investment mentioned above could be recovered within several years from the cost saving for delivery to the East Indonesian market.
- 3) The computation indicates that the U. P. I. E. enterprise would get accumulated profit Rps. 1, 056. 7 million during 15 years operation. This figure is 23% more than that of the S. R. I. E. enterprise during the same period.
- 4) A investor would select his location of factory from the point of view of long-range planning. Then, as far as the East Indonesian market concerned, a investor should select his factory site in the U. P. I. E. than S. R. I. E. in spite of initial surplus investment.

5. Income Statement and Fund Flow Statement of the U. P. I. E. Enterprise

Year	0	1	2	3	4	5	6	7
1. Gross Revenue	0.0	415.4	593.5	593.5	593.5	593.5	593.5	593.5
2. Salary, Wage	0.0	30.3	30.3	30.3	30.3	30.3	30.3	30.3
3. Raw Materials etc.	0.0	232.6	332.4	332.4	332.4	332.4	332.4	332.4
4. Administration Cost	0.0	20.0	20.0	20.0	20.0	20.0	20.0	20.0
5. Interest on Loan	0.0	14.3	14.3	11.4	8.5	5.7	2.8	0.0
6. Depreciation	0.0	28.3	28.3	28.3	28.3	28.3	28.3	28.3
7. Others	0.0	22.6	30.6	30.6	30.6	30.6	30.6	30.6
8. Total Expenditure	0.0	348.1	455.9	453.0	450.2	447.3	444.5	441.6
9. G. Profit before Tax	0.0	67.3	137.6	140.5	143.3	146.2	149.0	151.9
10. Corporation Tax	0.0	27.8	59.4	60.7	62.0	63.3	64.6	65.9
11. N. Profit after Tax	0.0	39.5	78.2	79.8	81.3	82.9	84.5	86.0
12. N. Profit after Div.	0.0	39.5	78.2	79.8	81.3	82.9	84.5	86.0
13. Capital + R. Profit	0.0	369.5	408.2	409.8	411.3	412.9	381.0	383.0
1. Opening Balance	0.0	-99.6	-66.4	-8.6	80.6	171.2	263.5	324.3
2. Equity	330.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
3. Loan	95.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
4. N. Profit after tax	0.0	39.5	78.2	79.8	81.3	82.9	84.5	86.0
5. Depreciation	0.0	28.3	28.3	28.3	28.3	28.3	28.3	28.3
6. Total Source of Fund	425.0	-31.8	40.1	99.6	190.2	282.5	376.3	438.6
7. Land	65.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
8. Bldng, Machinery etc.	425.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
9. Working Capital	34.6	34.6	29.7	0.0	0.0	0.0	0.0	0.0
10. Loan Repayment	0.0	0.0	19.0	19.0	19.0	19.0	19.0	0.0
11. Dividend	0.0	0.0	0.0	0.0	0.0	0.0	33.0	33.0
12. Total Application	524.6	34.6	48.7	19.0	19.0	19.0	52.0	33.0
13. Closing Balance	-99.6	-66.4	-8.6	80.6	171.2	263.5	324.3	405.6

Year	8	9	10	11	12	13	14	15
1. Gross Revenue	593.5	593.5	593.5	593.5	593.5	593.5	593.5	593.5
2. Salary, Wage	30.3	30.3	30.3	30.3	30.3	30.3	30.3	30.3
3. Raw Materials etc.	332.4	332.4	332.4	332.4	332.4	332.4	332.4	332.4
4. Administration Cost	20.0	20.0	20.0	20.0	20.0	20.0	20.0	20.0
5. Interest on Loan	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
6. Depreciation	28.3	28.3	28.3	28.3	28.3	28.3	28.3	28.3
7. Others	30.6	30.6	30.6	30.6	30.6	30.6	30.6	30.6
8. Total Expenditure	441.6	441.6	441.6	441.6	441.6	441.6	441.6	441.6
9. G. Profit before Tax	151.9	151.9	151.9	151.9	151.9	151.9	151.9	151.9
10. Corporation Tax	65.9	65.9	65.9	65.9	65.9	65.9	65.9	65.9
11. N. Profit after Tax	86.0	86.0	86.0	86.0	86.0	86.0	86.0	86.0
12. N. Profit after Div.	53.0	53.0	53.0	53.0	53.0	53.0	53.0	53.0
13. Capital + R. Profit	383.0	383.0	383.0	383.0	383.0	383.0	383.0	383.0
1. Opening Balance	405.6	487.0	588.4	649.8	731.1	812.5	893.9	975.3
2. Equity	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
3. Loan	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
4. N. Profit after Tax	86.0	86.0	86.0	86.0	86.0	86.0	86.0	86.0
5. Depreciation	28.3	28.3	28.3	28.3	28.3	28.3	28.3	28.3
6. Total Source of Fund	520.0	601.4	682.8	764.1	845.5	926.9	1,008.3	1,089.7
7. Land	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
8. Bldng, Machinery etc.	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
9. Working Capital	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
10. Loan Repayment	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
11. Dividend	33.0	33.0	33.0	33.0	33.0	33.0	33.0	33.0
12. Total Application	33.0	33.0	33.0	33.0	33.0	33.0	33.0	33.0
13. Closing Balance	487.0	568.4	649.8	731.1	812.5	893.9	975.3	1,056.7

6. Income Statement and Funds Flow Statement of the S. R. I. E. Enterprise

Year	0	1	2	3	4	5	6	7
1. Gross Revenue	0.0	415.4	593.5	593.5	593.5	593.5	593.5	593.5
2. Salary, Wage	0.0	31.8	31.8	31.8	31.8	31.8	31.8	31.8
3. Raw Materials etc.	0.0	261.7	373.9	373.9	373.9	373.9	373.9	373.9
4. Administration Cost	0.0	20.0	20.0	20.0	20.0	20.0	20.0	20.0
5. Interest on Loan	0.0	9.5	9.5	7.6	5.7	3.6	1.9	-0.0
6. Depreciation	0.0	24.0	24.0	24.0	24.0	24.0	24.0	24.0
7. Others	0.0	25.1	34.1	34.1	34.1	34.1	34.1	34.1
8. Total Expenditure	0.0	372.1	493.2	491.3	489.4	487.6	485.7	483.8
9. G. Profit before Tax	0.0	43.3	100.3	102.2	104.1	105.9	107.8	109.7
10. Corporation Tax	0.0	17.0	42.6	43.5	44.3	45.2	46.0	46.9
11. N. Profit after Tax	0.0	26.3	57.6	58.7	59.7	60.8	61.8	62.9
12. N. Profit after Div.	0.0	26.3	57.6	58.7	43.2	44.3	45.3	46.4
13. Capital + R. Profit	0.0	356.3	387.6	388.7	373.2	374.3	375.3	376.4
1. Opening Balance	0.0	-50.6	-34.9	1.3	68.1	119.6	172.0	225.6
2. Equity	330.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
3. Loan	79.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
4. N. Profit after Tax	0.0	26.3	57.6	58.7	59.7	60.8	61.8	62.9
5. Depreciation	0.0	24.0	24.0	24.0	24.0	24.0	24.0	24.0
6. Total Source of Fund	409.0	-0.3	46.7	33.9	151.9	204.3	257.9	312.4
7. Land	65.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
8. Bldng, Machinery etc.	360.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
9. Working Capital	34.6	34.6	29.7	0.0	0.0	0.0	0.0	0.0
10. Loan Repayment	0.0	0.0	15.8	15.8	15.8	15.8	15.8	0.0
11. Dividend	0.0	0.0	0.0	0.0	16.5	16.5	16.5	16.5
12. Total Application	459.6	34.6	45.5	15.8	32.3	32.3	32.3	16.5
13. Closing Balance	-50.6	-34.9	1.3	68.1	119.6	172.0	225.6	295.9

Year	8	9	10	11	12	13	14	15
1. Gross Revenue	593.5	593.5	593.5	593.5	593.5	593.5	593.5	593.5
2. Salary, Wage	31.8	31.8	31.8	31.8	31.8	31.8	31.8	31.8
3. Raw Materials etc.	373.9	373.9	373.9	373.9	373.9	373.9	373.9	373.9
4. Administration Cost	20.0	20.0	20.0	20.0	20.0	20.0	20.0	20.0
5. Interest on Loan	-0.0	-0.0	-0.0	-0.0	-0.0	-0.0	-0.0	-0.0
6. Depreciation	24.0	24.0	24.0	24.0	24.0	24.0	24.0	24.0
7. Others	34.1	34.1	34.1	34.1	34.1	34.1	34.1	34.1
8. Total Expenditure	483.8	483.8	483.8	483.8	483.8	483.8	483.8	483.8
9. G. Profit before Tax	109.7	109.7	109.7	109.7	109.7	109.7	109.7	109.7
10. Corporation Tax	46.9	46.9	46.9	46.9	46.9	46.9	46.9	46.9
11. N. Profit after Tax	62.9	62.9	62.9	62.9	62.9	62.9	62.9	62.9
12. N. Profit after Div.	46.4	46.4	46.4	46.4	46.4	46.4	46.4	46.4
13. Capital + R. Profit	376.4	376.4	376.4	376.4	376.4	376.4	376.4	376.4
1. Opening Balance	295.9	366.3	436.6	507.0	577.3	647.7	718.1	788.4
2. Equity	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
3. Loan	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
4. N. Profit after Tax	62.9	62.9	62.9	62.9	62.9	62.9	62.9	62.9
5. Depreciation	24.0	24.0	24.0	24.0	24.0	24.0	24.0	24.0
6. Total Source of Fund	382.8	453.1	523.5	593.8	664.2	734.6	804.9	875.3
7. Land	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
8. Bldng, Machinery etc.	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
9. Working Capital	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
10. Loan Repayment	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
11. Dividend	16.5	16.5	16.5	16.5	16.5	16.5	16.5	16.5
12. Total Application	16.5	16.5	16.5	16.5	16.5	16.5	16.5	16.5
13. Closing Balance	366.3	436.6	507.0	577.3	647.7	718.1	788.4	858.8

Results of soil tests

Soil on the site can be divided into MH (High Plasticity Silt) and VH (Volcanic Soil) by the unified soil classification.

Natural water content is 30 to 60%, comparatively low. Especially it is lower at BH-1 to BH-V than the plastic limit. Whether cohesive soil is appropriate for embankment materials is able to be decided by Consistency Index (I_c). If I_c of cohesive soil is lower than 0.8, it is judged as stable material.

Soil on the site almost meets the above requirements, so it is considered to be suitable for embankment materials for preparation of site.

APPENDIX 9

SOIL TESTS

I. Summary of Soil Tests

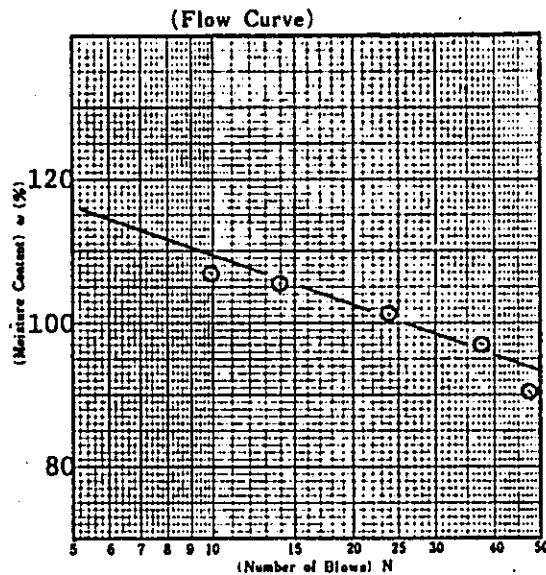
	Boring Hole No.	BH. I					BH. II					BH. III					BH. IV					BH. V				
		1	2	3	4	5	1	2	3	4	5	1	2	3	4	5	1	2	3	4	5	1	2	3		
Sample No.		0.00	0.10	0.10	0.00	0.00	0.45	0.40	0.40	0.00	0.00	0.45	0.45	0.00	0.00	0.00	1.00	1.00	1.00	0.00	0.45	0.00	1.00	2.00	3.00	
Elevation, Depth (m)		28.0	33.0	32.0	33.0	28.0	28.0	33.0	32.0	33.0	28.0	28.0	33.0	32.0	33.0	28.0	28.0	33.0	32.0	33.0	28.0	28.0	33.0	32.0	33.0	
Natural Moisture Content	%																									
Specific Gravity		2.42	2.49	2.49	2.49	2.42	2.42	2.49	2.49	2.49	2.42	2.42	2.49	2.49	2.49	2.42	2.42	2.49	2.49	2.49	2.42	2.42	2.49	2.49	2.49	
Wet Density	g/cm ³	1.60	1.56	1.58	1.60	1.60	1.60	1.56	1.56	1.58	1.60	1.60	1.56	1.56	1.58	1.60	1.60	1.56	1.56	1.58	1.60	1.60	1.56	1.56	1.58	
Dry Density	g/cm ³																									
Void Ratio																										
Degree of Saturation	%																									
Liquid Limit	%	73.0	67.0	76.0	70.0	73.0	73.0	67.0	76.0	70.0	73.0	73.0	67.0	76.0	70.0	73.0	73.0	67.0	76.0	70.0	73.0	73.0	67.0	76.0	70.0	
Plastic Limit	%	37.0	41.0	46.0	35.0	37.0	37.0	41.0	46.0	35.0	37.0	37.0	41.0	46.0	35.0	37.0	37.0	41.0	46.0	35.0	37.0	37.0	41.0	46.0	35.0	
Plasticity Index		36.0	26.0	30.0	35.0	36.0	36.0	26.0	30.0	35.0	36.0	36.0	26.0	30.0	35.0	36.0	36.0	26.0	30.0	35.0	36.0	36.0	26.0	30.0	35.0	
Consistency Index		1.25	1.30	1.47	1.06	1.25	1.25	1.30	1.47	1.06	1.25	1.25	1.30	1.47	1.06	1.25	1.25	1.30	1.47	1.06	1.25	1.25	1.30	1.47	1.06	
Gravel	%																									
Sand	%																									
Silt	%																									
Clay	%																									
Uniformity Coefficient																										
Triangular Classifications																										
Japanese Unified Soil Classification		MH or VH	MH or VH	MH or VH	MH or VH	MH or VH	MH or VH	MH or VH	MH or VH	MH or VH	MH or VH	MH or VH	MH or VH	MH or VH	MH or VH	MH or VH	MH or VH	MH or VH	MH or VH	MH or VH	MH or VH	MH or VH	MH or VH	MH or VH	MH or VH	

2. Liquid Limit Test, Plastic Limit Test

Sample No. 1 Sampling Place, Depth 0.00
1.00

Liquid Limit Test				Plastic Limit Test	
Test No.	Number of Blows N	Moisture Content (%)	Liquid Limit (%)	Trial No.	Moisture Content (%)
1	48	91.3	100.0	1	55.4
2	38	97.2		2	55.2
3	24	101.2		3	54.2
4	14	105.3		4	
5	10	105.8		Average	54.9
6					

Natural Moisture Content	Plastic Limit	Flow Index	Consisting Index	Liquidity Index
65.2	45.1	23.0	0.77	0.23



Sample No. 2

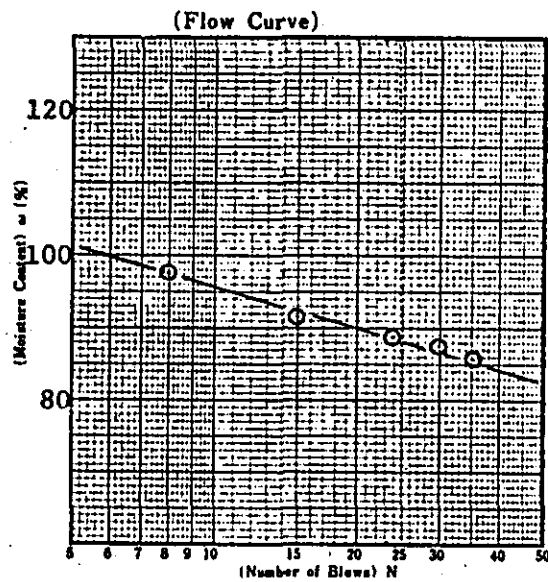
Sampling Place, Depth

1.00

2.00

Liquid Limit Test				Plastic Limit Test	
Test No.	Number of Blows N	Moisture Content (%)	Liquid Limit (%)	Trial No.	Moisture Content (%)
1	36	85.1	88.2	1	50.8
2	30	87.2		2	50.2
3	24	88.5		3	50.3
4	15	91.3		4	
5	8	97.4		Average	50.4
6					

Natural Moisture Content	Plastic Limit	Flow Index	Consisting Index	Liquidity Index
59.1	37.8	18.7	0.77	0.23



Sample No. 3

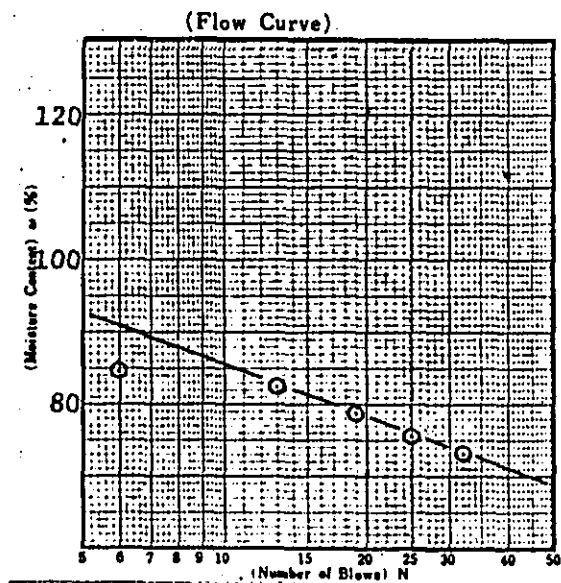
Sampling Place, Depth

2.00

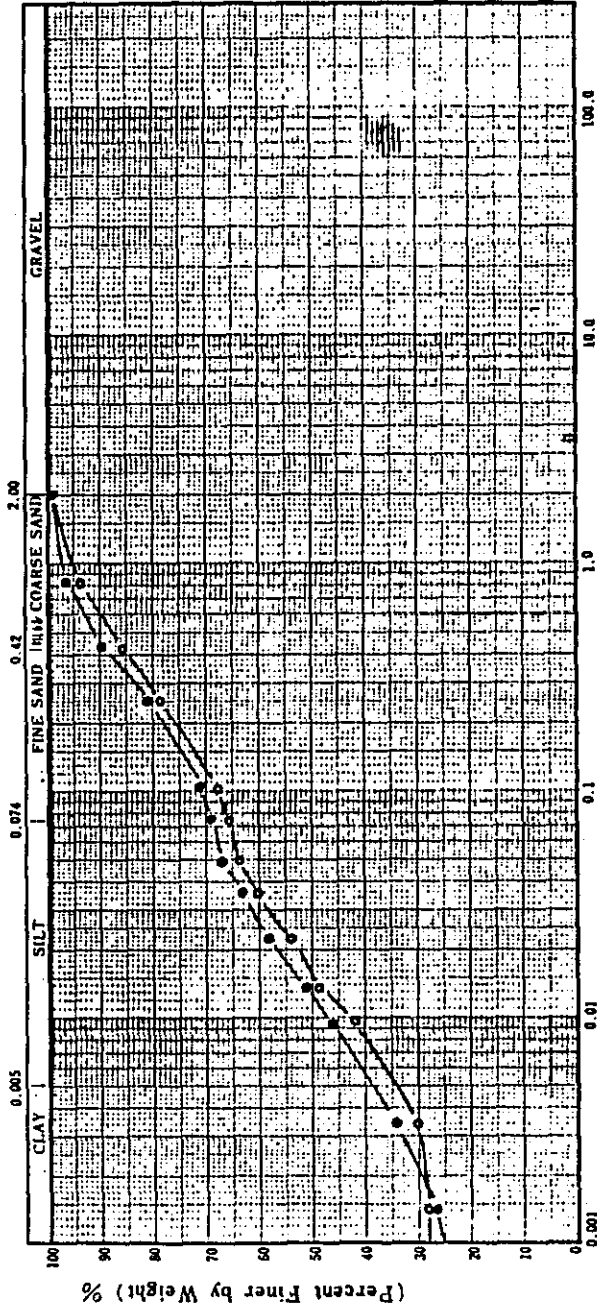
3.00

Liquid Limit Test				Plastic Limit Test	
Test No.	Number of Blows N	Moisture Content (%)	Liquid Limit (%)	Trial No.	Moisture Content (%)
1	32	73.2	75.7	1	45.3
2	25	75.2		2	44.4
3	19	78.2		3	44.6
4	13	82.1		4	
5	6	84.7		Average	44.8
6					

Natural Moisture Content	Plastic Limit	Flow Index	Consisting Index	Liquidity Index
51.7	30.9	14.0	0.78	0.22



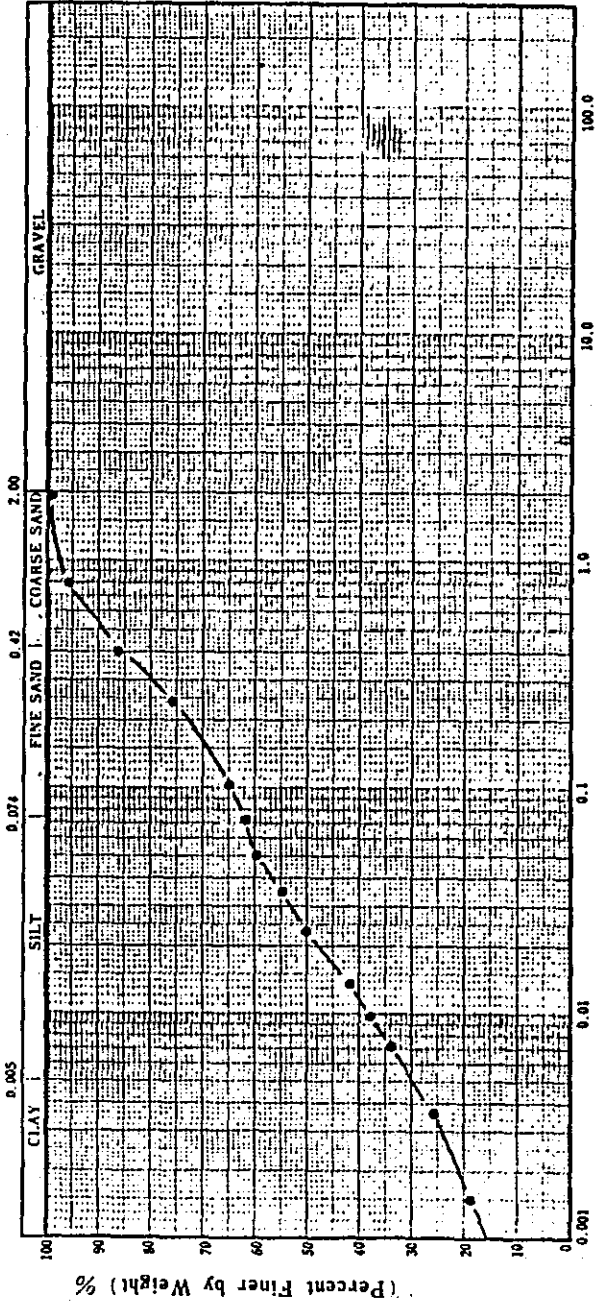
3. MECHANICAL ANALYSIS



(Diameter of Particle in Millimeter) mm

Sample No.	Gravel %	Coarse Sand %	Fine Sand %	Silt %	Clay %	Colloid %	D max mm	D 10 mm	D 10 mm	Uniformity Coefficient U	2.00 mm %	0.42 mm %	0.074 mm %	Specific Gravity G	Classifications	
															T. C.	J. U.S.C.
1	0	11	20	30	15	24	2.00	0.025	-	-	100	89	69	2.76	Clay	MH or VH
2	0	13	21	32	8	26	2.00	0.033	-	-	100	87	66		Clay	MH or VH

4. MECHANICAL ANALYSIS



(Diameter of Particle in Millimeter) mm

Sample No.	Gravel	Coarse Sand	Fine Sand	Silt	Clay	Colloid	D max	D 10	D 10	Uniformity Coefficient	2.00 mm	0.42 mm	0.074 mm	Specific Gravity	Classifications	
	%	%	%	%	%	%	mm	mm	mm	U	mm	%	%	G	T. C.	J. U. S. C.
3	0	14	24	31	15	16	2.00	0.055	-	-	100	86	62	2.76	Clay	MH or VH

APPENDIX 10

DISCHARGE OF SEWERAGE FOR RAINFALL

Number of sewer	Number of inlet sewer	Area (ha)				Length (m)		Time of concentration (min.)	Run-off (m ³ /sec)				Sewer							Remarks															
		Drainage area (A)	Each sewer	Acceleration	Each sewer	Equivalent run-off area (A x C)	Each sewer		Acceleration	Each sewer	Each sewer	Maximum length	Ratio of run-off (c)	Rainfall per hectare	Run-off	Sanitary sewage	Residual ground water	Total quantity	Cross-section (mm)		Grade (o/oo)	Velocity of flow (m/sec)	Discharge (m ³ /sec)	Starting point (m)	Bottom height (m)	Terminal (m)	Ground height (m)	Barth covering (m)							
1		34.2							0.3	0.0375	1.282						1.282	1000x1000	5	2.95	2.032													414	
2		1.01				260			0.6	0.0917	0.093						1.375	"	5	2.95	2.032												586		
3		1.56				335			0.6		0.143						1.518	"	5	2.95	2.032														
4		Inflow to No. 5 sewer				170			0.6	"	0.203						0.203	600x600	5	2.71	0.979														
5	3, 4	2.27				200			0.6	"	0.096						1.817	1200x1200	5	2.94	3.329													685	
6		Inflow to No. 7 sewer				210			0.6	"	0.246						0.246	600x600	5	2.02	0.729													515	
7	5, 6	2.68				85			0.6	"	0.061						2.124	1200x1200	5	2.94	3.329													598	
8		Inflow to No. 7 sewer				280			0.6	"	0.230						0.230	600x600	5	2.02	0.729													602	
9		2.51				205			0.6	"	0.207						0.207	600x600	3	1.57	0.565														
10	8, 9	Inflow to No. 10 sewer				40			0.6	"	0.010						0.447	600x600	5	2.02	0.729														
11	7, 10	0.11				240			0.6	"	0.257						2.828	1500x1500	5	3.40	6.048													945	
12		Inflow to No. 11 sewer				250			0.6	"	0.164						0.164	600x600	3	1.57	0.565														555
13		1.79				200			0.6	"	0.193						0.193	"	5	2.02	0.729														
		Inflow to No. 16 sewer							0.6	"																									
		2.11							0.6	"																									
		Inflow to No. 15 sewer							0.6	"																									

Number of sewer	Number of inlet sewer	Area (ha)			Length (m)	Time of concentration (min.)	Run-off (m ³ /sec)				Sewer	Remarks												
		Drainage area (A)		Equivalent run-off area (A x C)			Rainfall		Sanitary sewage	Residual ground water		Total quantity	Cross-section (mm)	Grade (o/oo)	Velocity of flow (m/sec)	Discharge (m ³ /sec)	Bottom height (m)							
		Each sewer	Acceleration				Each sewer	Acceleration									Run-off (c)	Run-off per hectare	Run-off	Starting point (m)	Terminal (m)	Ground height	Earth covering	
14		1.68			290			0.6	0.0917	0.154														
15	13, 14	Inflow to No. 15 sewer 0.10			45			"	"	0.009														
16		Inflow to No. 16 sewer 0.06			40			"	"	0.006														
17		Inflow to No. 19 sewer 1.85			250			"	"	0.170														
18		Inflow to No. 19 sewer 2.68			250			"	"	0.246														
19		Inflow to No. 19 sewer 3.84			285			"	"	0.352														
20		Inflow to No. 26 sewer 1.78			235			"	"	0.163														
21		Inflow to No. 26 sewer 100.00			0			0.3	0.0375	3.750														
22		2.01			280			0.6	0.0917	0.184														
23		1.62			247			0.3	0.0458	0.074														
24		1.70			30			0.6	0.0917	0.156														
25		1.57			550			0.3	0.0459	0.072														
26		2.92			25			0.6	0.0917	0.268														
27		2.54			550			0.3	0.0458	0.116														
28		0.00			550			0.6	0.0917	0.287														
29		3.13			50			0.3	0.0375	0.071														
30		21.1			20, 24			0.6	0.0917	0.078														
31		0.85			19			0.6	0.0917	0.078														
32		Inflow to No. 30 sewer			550			0.6	0.0917	0.078														
33					50			0.6	0.0917	0.078														
34																								
35																								
36																								
37																								
38																								
39																								
40																								

Number of sewer	Number of inlet sewer	Area (ha)				Length (m)	Time of concentration (min.)	Run-off (m ³ /sec)				Sewer							Remarks					
		Drainage area (A)		Equivalent run-off area (A x C)				Ratio of run-off (c)	Rainfall per hectare	Run-off	Sanitary sewage	Residual ground water	Total quantity	Cross-section (mm)	Grade (o/oo)	Velocity of flow (m/sec)	Discharge (m ³ /sec)	Bottom height (m)		Ground height (m)	Barth covering (m)			
		Each sewer	Acceleration	Each sewer	Acceleration													Starting point (m)				Terminal (m)		
																							Each sewer	Acceleration
29		4.58			250		0.6	0.0917	0.420		0.420	600x600	7	2.39	0.863							619		
30	28, 29	2.98	Inflow to No. 30 sewer		215		"	"	0.273		1.562	1200x1200	7	3.49	3.942								581	
31		9.53	Inflow to No. 33 sewer		330		"	"	0.874		2.436	"	7	3.49	3.942									
32		0.47	Inflow to No. 33 sewer		70		"	"	0.043		0.043	600x600	3	1.56	0.565									
33	31, 32	1.81	Inflow to No. 41 sewer		40		"	"	0.166		2.645	900x900	7	3.49	3.942									
34			Inflow to No. 41 sewer		195		"	"			2.645		17	4.49	2.812									245
35		2.05	Inflow to No. 36 sewer		200		"	"	0.188		0.188	600x600	7	2.39	0.863									655
36	34, 35	1.85	Inflow to No. 36 sewer		160		"	"	0.170		0.170	600x600	9	2.71	0.979									
37	36, 35	1.75	Inflow to No. 36 sewer		200		"	"	0.160		0.518	"	7	2.39	0.863									
38	36, 37	1.92	Inflow to No. 38 sewer		160		"	"	0.176		0.176	"	5	2.02	0.729									
39		5.03	Inflow to No. 40 sewer		325		"	"	0.461		1.155	900x900	7	2.88	1.804									446
40	38, 39	0.89	Inflow to No. 40 sewer		160		"	"	0.082		0.082	600x600	17	3.73	1.344									
41	33, 40	0.10	Inflow to No. 41 sewer		40		"	"	0.009		1.246	1200x1200	4	2.63	2.974									
42		2.51	Inflow to No. 41 sewer		170		"	"	0.230		4.121	1500x1500	5	3.40	6.048									
43	41, 42	2.00	Inflow to No. 43 sewer		180		"	"	0.183		0.183	600x600	35	5.33	2.269									
44			Inflow to No. 43 sewer		15		"	"	0.358		4.662	1500x1500	5	3.40	6.048									586
44'		6.91	Inflow to No. 55 sewer		120		"	"	0.634		0.634	450x450	40	4.77	0.965									914
			Inflow to No. 46 sewer		40		"	"				900x900	5	2.43	1.523									

Number of sewer	Area (ha)			Length (m)	Time of concentration (min.)	Run-off (m ³ /sec)				Sewer						Remarks		
	Number of inlet sewer	Drainage area (A)	Equivalent run-off area (A x C)			Ratio of run-off (c)	Rainfall		Sanitary sewage	Residual ground water	Total quantity	Cross-section (mm)	Grade (o/oo)	Velocity of flow (m/sec)	Discharge (m ³ /sec)		Bottom height	
	Each sewer	Acceleration	Each sewer	Acceleration	Each sewer		Maximum length	Run-off per hectare								Run-off	Starting point (m)	Terminal (m)
45		0.75		140		0.6	0.0917	0.069			40	4.77	0.965					522
46	44, 45	1.23		170		"	"	0.113			5	2.40	1.524					378
47		0.33				0.3	0.0458	0.015										
			Inflow to No. 50 sewer	110		0.6	0.0917	0.106			3	1.56	0.565					
48		1.16		145		"	"	0.125			4	1.81	0.652					
49	47, 48	1.36		90		"	"	0.051			5	2.02	0.729					
		0.56		15		"	"	0.058										
50	46, 49	0.63		135		0.3	0.0458	0.012			3	2.28	2.577					768
		0.27																432
51			Inflow to No. 52 sewer	190		0.6	0.0917	0.204			3	1.56	0.565					
52	50, 51	2.23		190		"	"	0.145			3	2.28	2.577					632
		1.58				0.3	0.0458	0.023										568
		0.50																
53			Inflow to No. 54 sewer	140		0.6	0.0917	0.105			25	4.53	1.631					
		1.18																
54	52, 53	0.99		149		0.6	0.0917	0.091			14	4.94	5.574					904
55	43, 54	2.70		15		"	"	0.248			10	5.07	8.971					286
				165														624
56			Inflow to No. 59 sewer	135		0.6	0.0917	0.116			18	3.84	1.384					
		1.26																
57			Inflow to No. 58 sewer	155		"	"	0.163			3	1.56	0.565					
		1.78				"	"	0.087			18	3.84	1.384					
58	56, 57	0.95		150		"	"											
			Inflow to No. 64 sewer															
59	55, 58	1.80		15		"	"	0.165			10	4.81	8.559					503
				165														997
60			Inflow to No. 64 sewer	135		"	"	0.140			9	2.71	0.919					
		1.53																
			Inflow to No. 60-2 sewer															

Number of sewer	Number of inlet sewer	Area (ha)				Length (m)	Time of concentration (min.)	Run-off (m ³ /sec)				Sewer							Remarks						
		Each sewer	Drainage area (A)	Equivalent run-off area (A x C)	Each sewer			Each sewer	Ratio of run-off (c)	Rainfall per hectare	Run-off	Sanitary sewage	Residual ground water	Total quantity	Cross-section (mm)	Grade (o/oo)	Velocity of flow (m/sec)	Discharge (m ³ /sec)		Starting point (m)	Bottom height Terminal (m)	Ground height (m)	Earth covering (m)		
60-1	60	1.68			155		0.6	0.0917	0.154			0.154	600x600	3	1.56	0.565									369
60-2	60-1	0.88			145		"	"	0.081			0.375	"	9	2.71	0.979									231
61		Inflow to No. 64 sewer 3.37			135		"	"	0.309			0.309	"	3	1.56	0.565									
62		Inflow to No. 63 sewer 1.86			175		"	"	0.171			0.171	"	3	1.56	0.565									
63	61, 62	3.01			15		"	"	0.276			0.756	900x900	3	1.88	1.179									
64	59, 63 60-2	0.70			25		"	"	0.064			8.389	2000x2000	5	4.09	12.947									974
65		Run-off 1.10			125		"	"	0.101			0.101	600x600	9	2.72	0.979									
66		1.46			180		"	"	0.134			0.235	"	25	4.53	1.631									1026
67		Inflow to No. 68 sewer 1.47			145		"	"	0.135			0.162	"	5	2.03	0.729									
68		0.60			180		0.3	0.0458	0.027			0.553	"	17	3.73	1.344									
69		1.70			90		0.6	0.0917	0.156			0.097	"	5	2.03	0.729									
70		Inflow to No. 70 sewer 1.06			100		"	"	0.097			0.141	"	9	2.72	0.979									
71		0.48			90		"	"	0.044			0.088	"	5	2.03	0.729									
72		Inflow to No. 73 sewer 0.96			15		"	"	0.088			0.062	"	5	2.03	0.729									
73	70, 71 72	0.68			75		"	"	0.062			0.326	"	7	2.40	0.863									
74		0.38			95		"	"	0.035			0.587	"	25	4.53	1.631									
75		2.56 0.59			365		0.3	0.0458	0.027			1.197	900x900	10	3.45	2.157									
		0.62			15		0.6	0.0917	0.057																
		Inflow to No. 77 sewer			85																				

Number of sewer	Number of inlet sewer	Area (ha)				Length (m)	Time of concentration (min.)	Run-off (m ³ /sec)				Sewer.							Remarks
		Drainage area (A)	Each sewer	Acceleration	Equivalent run-off area (A x C)			Each sewer	Acceleration	Sanitary sewage	Residual	Ground water	Total quantity	Cross-section (mm)	Grade (o/oo)	Velocity of flow (m/sec)	Discharge (m ³ /sec)	Starting point (m)	
76		0.53	70				0.6	0.0917	0.049	0.049	600x600	3	1.57	0.565					
77	75, 76	0.71	95				"	"	1.311	1.311	900x900	15	4.22	2.642					
78		Inflow to No. 87 sewer 1.84	180				"	"	0.169	0.169	600x600	5	2.03	0.729					
79		Inflow to No. 80 sewer 1.65	100				"	"	0.151	0.151	"	20	4.05	1.458					
80	78, 79	Inflow to No. 80 sewer 4.56	15 325				"	"	0.738	0.738	900x900	5	2.44	1.524					
81		Inflow to No. 86 sewer 1.54	135				"	"	0.141	0.141	600x600	10	2.86	1.031					
82		Inflow to No. 83 sewer 0.63	50				"	"	0.058	0.058	"	10	2.86	1.031					
83	81, 82	Inflow to No. 83 sewer 0.57	90				"	"	0.251	0.251	"	10	2.86	1.031					
84		Inflow to No. 85 sewer 1.63	160				"	"	0.149	0.149	"	5	2.03	0.729					
85		0.42	95				"	"	0.439	0.439	"	10	2.86	1.031					
86	80, 85	4.32	340				"	"	1.573	1.573	1200x1200	3	2.28	2.578					626 574 898 602
87	77, 86	2.04	20 165				"	"	3.071	3.071	1500x1500	5	3.40	6.049					
88		Inflow to No. 91 sewer 1.59	135				"	"	0.146	0.146	600x600	1	0.91	0.326					
89		Inflow to No. 90 sewer 3.26	145				"	"	0.299	0.299	"	4	1.81	0.652					
90	88, 89	7.05	515				"	"	1.091	1.091	2000x2000	4	2.32	1.816					530 470 1333 667
91	87, 90	0.75	35				"	"	4.231	4.231	"	3	3.17	10.032					
91'		Run-off	50				"	"			"	3	3.17	10.032					

Number of sewer	Area (ha)			Length (m)	Time of concentration (min.)	Run-off (m ³ /sec)				Sewer							Remarks		
	Number of inlet sewer	Drainage area (A)	Equivalent run-off area (A x C)			Ratio of run-off (c)	Rainfall per hectare	Run-off	Sanitary sewage	Residual ground water	Total quantity	Cross-section (mm)	Grade (o/oo)	Velocity of flow (m/sec)	Discharge (m ³ /sec)	Starting point (m)		Bottom height (m)	Ground height (m)
92		2.43	Inflow to No. 94 sewer	0.6	0.0917	0.223			0.223	600x600	5	2.03	0.729						
93		1.37		"	"	0.126			0.126	"	5	2.03	0.729						
94	92, 93	0.73	Inflow to No. 98 sewer	"	"	0.067			0.416	"	10	2.87	1.031						
95		1.71		"	"	0.157			0.157	"	10	2.87	1.031						
96		0.00		"	"	0.000			0.157	"	3	1.57	0.565						
97		1.43	Inflow to No. 98 sewer	"	"	0.131			0.131	"	5	2.03	0.729						782
98	94, 96	1.06		"	"	0.097			0.801	"	10	3.68	2.877						218
99		1.57	Inflow to No. 100 sewer	"	"	0.144			0.144	600x600	5	2.03	0.729						
100	98, 99	0.59		"	"	0.054			0.999	1000x1000	14	3.68	2.877						729
101		1.43	Inflow to No. 102 sewer	"	"	0.131			0.131	600x600	5	2.03	0.729						
102	100	0.46		"	"	0.042			1.172	"	14	4.34	3.404						730
103	101		Inflow to No. 104 sewer	"	"	0.048			0.048	600x600	5	3.09	1.221						270
104	102	0.31		"	"	0.028			1.248	1200x1200	5	2.95	3.329						847
105	103	0.52	Inflow to No. 106 sewer	"	"	0.111			0.111	600x600	20	4.05	1.458						1353
106		1.21	Inflow to No. 107 sewer	"	"	0.201			0.201	"	14	3.39	1.221						
107		2.19		"	"	0.176			1.736	1200x1200	12	4.57	5.159						883
108		1.92	Inflow to No. 109 sewer	"	"	0.080			0.080	600x600	5	2.03	0.729						317
		0.87		"	"														

Number of sewer	Number of inlet sewer	Area (ha)				Length (m)		Time of concentration (min.)	Run-off (m ³ /sec)				Sewer						Remarks				
		Drainage area (A)		Equivalent run-off area (A x C)		Each sewer	Maximum length		Ratio of run-off (c)	Rainfall per hectare	Run-off	Sanitary sewage	Residual ground water	Total quantity	Cross-section (mm)	Grade (o/oo)	Velocity of flow (m/sec)	Discharge (m ³ /sec)		Bottom height (m)		Ground height (m)	Earth covering (m)
Each sewer	Accel-eration	Each sewer	Accel-eration	Each sewer	Accel-eration	Run-off (m ³ /sec)	Starting point (m)	Terminal (m)															
109	107	3.94				170		0.6	0.0917	0.361		2.177	1200x1200	5	2.95	5.159						585	
110	108	0.00	Run-off			50		"	"						"	"	"					615	
111	0-					130		"	"						"	"	"						
112		8.07				340		"	"	0.740		0.740	900x900	3	1.89	1.180						465	
113			Run-off			45		"	"						"	"	"					435	
114						100		"	"						"	"	"						

APPENDIX 11

DISCHARGE OF SEWERAGE FOR DOMESTIC DRAINAGE

Number of sewer	Number of inlet sewer	Length (m)		Run-off (m ³ /sec)	Sewer								Remarks	
		Each sewer	Maximum length		Total run-off (m ³ /sec)	Cross-section (m)	Grade (% o)	Velocity of flow (m/sec)	Discharge (m ³ /sec)	Bottom height	Ground height (m)	Earth covering (m)		
				Calculation of run-off	Starting point (m)	Terminal (m)								
1		1000		(0.0016+0.0025+0.0001+0.0004+0.0036+0.0004) = 0.0086	200 ^ø	6	0.74	0.023			1.75			
2	To No. 4 sewer	50		= 0.0086	200	14	1.14	0.036			2.00			
3	To No. 4 sewer	1035		(0.0079+0.0004+0.0025) = 0.0108	200	6	0.74	0.023	16.443	8.273	1.80			
4-1		130		(0.010) = 0.010	200	14	1.14	0.036						
4	2+3 +(4-1)	640		(0.0100+0.0086+0.0108+0.010) = 0.0394	300	4	0.82	0.058	8.273	5.713	2.13			
5	To No. 6 sewer	130		(0.0174) = 0.0174	200	6	0.74	0.023			1.75			
6	4+5	435		(0.0056+0.025) + 0.0394+0.0174 = 0.0874	400	4	1.02	0.128	8.273	3.973	2.98			
7	To No. 15 sewer	280		(0.0038+0.0019) = 0.0057	200	10	0.95	0.029	15.300	13.620	3.15			
8		175		(0.0032) + 0.057 = 0.0602	200	10	0.95	0.029	13.620	12.570	4.20			
9	To No. 12 sewer	360		(0.0045+0.0037+0.0018) + 0.0089 = 0.0189	200	10	0.95	0.029	12.570	8.800	2.80			
10		240		(0.0070) = 0.0070	200	20	1.34	0.042	15.800	13.800	1.40			
11		390		(0.002+0.0100+0.0022) + 0.0070 = 0.0213	200	20	1.34	0.042	13.800	8.800	1.50			
12	9+11	200		(0.0036+0.0157) + 0.0189+0.0213 = 0.0595	300	10	1.43	0.101	8.800	6.800	1.40			
13	To No. 14 sewer	720		(0.0020+0.0023+0.010) = 0.0143	200	10	1.43	0.101	8.800	6.800	1.40			

Number of sewer	Number of inlet sewer	Length (m)		Run-off (m ³ /sec)	Sewer								Remarks
		Each sewer	Maximum length		Total run-off (m ³ /sec)	Cross-section (m)	Grade (% o)	Velocity of flow (m/sec)	Discharge (m ³ /sec)	Bottom height	Ground height (m)	Earth covering (m)	
				Calculation of run-off					Starting point (m)	Terminal (m)			
14	12+13	200		0.059+0.0143	350 ^ø	5	1.03	0.099	6.800	5.800		1.40	
15	6+14	30		0.0874+0.0738		5	1.54	0.435	5.800	5.65		2.50	
15-1		120		0.010		6	0.74	0.023				1.30	
16		120		(0.001)		6	0.74	0.023	9.300	8.580		1.30	
	To No. 18 sewer			(0.0036)		25	1.51	0.047	11.570	8.570		1.40	
17		120		(0.0031)+0.0010+0.0036		6	0.74	0.023	8.280	7.560		1.40	
18	16+17	230		(0.001)		20	1.34	0.042	2.800	8.800		1.30	
	To No. 20 sewer			(0.0031)+0.0077+0.001		6	0.74	0.023	7.500	6.480		2.30	
19		200		(0.0019+0.0084)		12	1.03	0.032	10.400	7.800		1.30	
20	18+19	180		0.0118+0.0103		6	0.74	0.023	6.480	5.400		2.20	
	To No. 22 sewer			(0.0021)		6	0.74	0.023	8.000	6.800		1.30	
21		200		0.0221+0.0021		6	0.87	0.043				1.40	
22	20+21	180		0.002		25	1.51	0.047				1.80	
	To No. 23-1 sewer			0.0221+0.0021		8	0.83	0.026	8.020	6.500		2.76	
23		200		(0.0031)		2.8	7.00	0.049	6.500	5.940		1.82	
23-1	22+23	55		0.0031+0.0191		2.8	7.00	0.049	5.940	5.380		2.01	
	To No. 34 sewer			(0.0084)+0.0222		2.8	7.00	0.049	5.380	4.820		2.21	
24		80		(0.0013)+0.0306		2.8	7.00	0.049	4.820	4.596		2.71	
25	24+38	190		(0.0011)+0.0319		6	0.74	0.023	8.000	7.040		1.80	
26		200		(0.0042)		6	0.74	0.023					
27		200											
28		200											
29		80											
	To No. 33 sewer												
30		160											

Number of sewer	Number of inlet sewer	Length (m)		Run-off (m ³ /sec)	Sewer								Remarks
		Each sewer	Maximum length		Total run-off (m ³ /sec)	Cross-section (m)	Grade (%)	Velocity of flow (m/sec)	Discharge (m ³ /sec)	Bottom height	Starting point (m)	Terminal (m)	
31	30+43	520		(0.0072+0.0042+0.0230	250 ^ø	6	0.87	0.043				1.40	
32		140		= 0.0344			0.87	0.043				2.40	
33	29+32	140		(0.0004+0.0330+0.0344	400	2.8	0.85	0.107	4.596	4.204		2.97	
34	23-1+33	215		0.0242+0.0678	400	2.8	0.85	0.107	4.204	3.602		3.16	
35	To No. 36 sewer	175		(0.0028+0.0120)	200	6	0.74	0.023	6.700	5.650		1.80	
36	34+35	170		0.0920+0.0148	450	2.8	0.93	0.148	3.602	3.126		3.65	
37		110		= 0.1068	450	2.8	0.93	0.148	3.126	2.818		4.04	
38		680		(0.0019+0.0023+0.005+0.0014+0.0017+0.0036+0.0032)	200	8	2.83	0.026	13.460	8.020		1.90	
39	To No. 25 sewer	480		= 0.0191	200	6	0.74	0.023	11.880	9.000		1.50	
40	To No. 41 sewer	280		(0.0009+0.0013)	200	6	0.74	0.023				1.40	
41	39+40	350		(0.0086+0.0004)	200	6	0.74	0.023				1.90	
42	To No. 43 sewer	200		0.0022+0.0090	200	6	0.74	0.023	9.000	6.900		2.00	
43	41+42	30		(0.0118)	200	6	0.74	0.023				2.20	
	To No. 31 sewer			0.0112+0.0118	250	6	0.87	0.043					

DISCHARGE OF SEWERAGE FOR INDUSTRIAL DRAINAGE

Number of sewer	Number of inlet sewer	Length (m)		Run-off (m ³ /sec)	Sewer									Remarks			
		Each sewer	Maximum length		Total run-off (m ³ /sec)	Cross-section (m)	Grade (% o)	Velocity of flow (m/sec)	Discharge (m ³ /sec)	Starting point (m)	Bottom height (m)	Terminal (m)	Ground height (m)		Barth covering (m)		
1		800		(0.0008+0.0008+0.0007)	200	6	0.74	0.023	0.002	0.0023							
	To No. 4 sewer.			= 0.0023													
2		1035		(0.0048)	200	6	0.74	0.023	0.005	0.0048	6.443	8.273					
				= 0.0048													
3		50			200	6	0.74	0.023	0.005	0.0048							
				= 0.0048													
4	1+3	45		0.0023+0.0048	200	6	0.74	0.023	0.007	0.0071							
				= 0.0071													
5		40			200	6	0.74	0.023	0.007	0.0071							
				= 0.0071													
6		280		(0.0028+0.0007)	200	10	0.95	0.029	0.004	0.0035	15.300	13.620					
				= 0.0035													
7		175		(0.0072)+0.0035	200	10	0.95	0.029	0.011	0.0107	13.620	12.570					
				= 0.0107													
8		360		(0.0013+0.0014+0.0007+0.0076)+0.0107	200	10	0.95	0.029	0.022	0.0217	12.570	8.800					
				= 0.0217													
	To No. 11 sewer																
9		240		(0.0020)	200	20	1.34	0.042	0.002	0.0020	15.200	13.800					
				= 0.0020													
10		390		(0.0008)+0.0020	200	20	1.34	0.042	0.003	0.0028	13.800						
				= 0.0028													
11	8+10	200		0.0217+0.0028	200	10	0.95	0.029	0.025	0.0245	8.800	6.800					
				= 0.0245													
	To No. 13 sewer																
12		720		(0.0238+0.0021)	200	10	1.43	0.101	0.036	0.0359	8.800	6.800					
				= 0.0359													
13	11+12	200		0.0245+0.0059	300	5	0.92	0.065	0.030	0.0304	6.800	5.800					
				= 0.0304													

Number of sewer	Number of inlet sewer	Length (m)		Run-off (m ³ /sec)	Sewer									Remarks	
		Each sewer	Maximum length		Total run-off (m ³ /sec)	Cross-section (m)	Grade (% o)	Velocity of flow (m/sec)	Discharge (m ³ /sec)	Starting point (m)	Bottom height (m)	Terminal (m)	Ground height (m)		Earth covering (m)
14		110			0.030	300 ^ø	4	0.82	0.058					2.50	
15		120		(0.001)	0.001	200	6	0.74	0.023					1.30	
	To No. 17 sewer														
16		120		(0.0026)	0.003	200	25	1.51	0.047					1.40	
17		230		0.001+0.0026	0.004	200	6	0.74	0.023					1.40	
	To No. 19 sewer														
18		200		(0.0022)	0.032	200	20	1.34	0.042					1.30	
19		180		0.0036+0.022	0.036	200	6	0.74	0.023					2.30	
	To No. 21 sewer														
20		200		(0.0011)	0.001	200	12	1.03	0.032					1.30	
21		180		0.0058+0.0011	0.007	200	6	0.74	0.023					2.20	
	To No. 23 sewer														
22		200		(0.0005)	0.001	200	6	0.74	0.023					1.30	
23		25		0.0069+0.0005	0.007	200	6	0.74	0.023					1.40	
	To No. 25-1 sewer														
24		160		(0.0005)	0.001	200	6	0.74	0.023					1.80	
25		205			0.001	200	6	0.74	0.023					3.00	
25-1		30		0.0074+0.0005	0.008	200	6	0.74	0.023					3.50	
	To No. 32 sewer														
26		80		(0.0010)	0.001	200	25	1.51	0.047					1.80	
27		190		0.0010+0.0172	0.018	200	8	0.83	0.026					2.76	

Number of sewer	Number of inlet sewer	Length (m)		Run-off (m ³ /sec)	Sewer								Remarks	
		Each sewer	Maximum length		Total run-off (m ³ /sec)	Cross-section (mm)	Grade (% o)	Velocity of flow (m/sec)	Discharge (m ³ /sec)	Bottom height	Ground height (m)	Earth covering (m)		
28		200				300 ^ø	2.8	0.70	0.049	Starting point (m)	6.500	5.940	1.82	
29		200		(0.0062)+0.0182	= 0.0182	300	2.8	0.70	0.049	Terminal (m)	5.940	5.380	2.01	
30		200			= 0.0244	300	2.8	0.70	0.049		5.380	4.820	2.21	
31		185			= 0.0244	300	2.8	0.70	0.049		4.820	4.204	2.76	
32	25-1 +31	90			= 0.0323	300	2.8	0.70	0.049				3.30	
33		160		(0.0008)	= 0.0008	200	6	0.74	0.023				1.80	
34	33+40	560		(0.0052)+0.0008+0.021	= 0.0270	250	6	0.87	0.043				2.80	
35		680		(0.0036+0.0005+0.0014+0.0005+0.0032+0.0007 +0.0073)	= 0.0172	200	8	0.83	0.026		13.460	8.020	1.90	
	To No. 27 sewer													
36		480		(0.0017)	= 0.0017	200	6	0.74	0.023		11.880	9.000	1.50	
37		280		(0.0096)	= 0.0096	200	6	0.74	0.023				1.40	
38	36+37	350		(0.0087)+0.0017+0.0096	= 0.0200	250	6	0.87	0.043		9.000	6.900	1.90	
	To No. 40 sewer													
39		200		(0.0010)	= 0.0010	200	6	0.74	0.023				2.00	
40	38+39	30		0.0200+0.0010	= 0.0210	250	6	0.87	0.023				2.20	
	To No. 34 sewer													

APPENDIX 12

ESTIMATED FOREIGN CURRENCY PORTION OF CONSTRUCTION COSTS
FOR THE UJUNG PANDANG INDUSTRIAL ESTATE DEVELOPMENT PROJECT

1. Total Foreign Currency Portion

Item	1,000 Yen equivalent	1,000 Rps. equivalent
1. Water Supply - Pump, tower for water supply, tank	70,000.0	100,000.0
2. Parks - One natural park (Northern part of the Industrial Estate Center)	24,276.0	34,680.0
3. Sewerage treatment - The whole system of sewerage treatment	245,000.0	350,000.0
4. Buildings - One training center	31,500.0	45,000.0
5. Overhead - Engineering fees for bedrock survey and engineering design	320,000.0	457,142.8
6. Electrical power supply - Costs for transformer facilities & equipment	152,900.0	218,428.6
7. Standard factories - One A-type building and one B-type	192,500.0	275,000.0
8. Educational facilities for training center - Audio-visual educational facilities	14,000.0	20,000.0
9. Sub-total	1,050,176.0	1,500,251.4
10. Contingency	105,017.6	150,025.1
11. Total	1,155,193.6	1,650,276.5

Note 1. This amount is equivalent to 24.8 percent of Rps. 6,662 million, the total insite construction costs.

Note 2. Yen is converted to Rupiah at the rate of 0.7 (1.0 Yen is equivalent to Rupiahs 0.7).

Note 3. Contingency is one-tenth of the sub-total.

Note 4. In addition to the foreign currency portion stated above which correspond to the costs of construction, advisory services fee and technical training fee amounting to 24.8 million Yen (equivalent to 35.4 million Rupiahs) may be supplied in foreign currency as technical co-operation.

2. Details of Foreign Currency Portion

1) Foreign currency portion of in-site construction costs

Items	Foreign currency		Local currency	Total
	1,000 Yen equivalent	1,000 Rps. equivalent	1,000 Rps.	1,000 Rps.
1. Preliminary	0	0	127,000.0	127,000.0
2. Ground leveling	0	0	1,070,314.0	1,070,314.0
3. Roads	0	0	1,650,450.0	1,650,450.0
4. Paving	0	0	48,000.0	48,000.0
5. Drainage and sewerage	0	0	426,901.0	426,901.0
6. Water supply	70,000.0	100,000.0	135,680.0	235,680.0
7. Electrical supply	0	0	180,000.0	180,000.0
8. Slope protection, prevention of hazard	0	0	120,730.0	120,730.0
9. Parks	24,276.0	34,680.0	94,000.0	128,680.0
10. Buffer greenery and others	0	0	45,765.0	45,765.0
11. Sewerage treatment	245,000.0	350,000.0	0	350,000.0
12. Buildings	31,500.0	45,000.0	128,800.0	173,800.0
13. Overhead	320,000.0	457,143.7	682,175.0	1,139,318.7
14. Land acquisition	0	0	965,856.8	965,856.8
15. Total	690,776.0	986,823.7	5,675,671.8	6,662,495.5

2) Foreign currency portion for optional plans

Items	1,000 Yen equivalent	1,000 Rps. equivalent
1. Costs for procurement and installation of transformer equipment	152,900.0	218,428.6
2. Costs for construction of standard factories (One A-type building and B-type)	192,500.0	275,000.0
3. Costs for purchase of audio-visual educational facilities for a training center	14,000.0	20,000.0
4. Total	359,400.0	513,428.6

3) Foreign currency portion for advisory services and training programs

Items	1,000 Yen equivalent	1,000 Rps. equivalent
1. Advisory services	21,500.0	30,714.3
2. Training program	3,300.0	4,714.3
TtTotal	24,800.0	35,428.6

Note 1. Proposed Advisory Services

i) Advisory services for the management of the P. T. Industrial Estate Ujung Pandang

Marketing	1 advisor
Finance	1 advisor
Planning & Development	1 advisor
Operation	1 advisor
General affairs	1 advisor

ii) Proposed programs for advisory services

- o Experienced advisors may be invited from abroad for technical co-operation projects.
- o Each advisor works for six months in total in the P. T. Industrial Estate. The working period may be divided into two three months periods; one for the first development stage and the other for the second development stage.

Note 2. Proposed Training Services

i) Training services in operation for the facilities in the Industrial Estate

Drainage facilities engineer	1 person
Electrical facilities engineer	1 person

ii) Proposed programs for the training abroad

- o Each engineer may be trained in a three months-training course abroad.

