

West Africa Constellation Programme

INDUSTRIAL DEVELOPMENT



(English version)



In accord with Iso9001-2000 std & SA8000 std

Date	Version	Release	File	Sign.
Feb.2015	English	1.0	Pr.English	

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Industrial Development Programme – West Africa Regions

Logistic System from Europe to West Africa - Industrial Projects & Management

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Local Back Office – Banjul (The Gambia)

SECTION 1: THE BUSINESS PROFILE

Constellation of Rice

The activities is aimed at 3 specific Countries which complement each other,, employing the same raw materials available locally or in neighboring countries with 2 production locations, strategically located in areas of use such as:

Guinea Bissau – Satellite Map



The Gambia – Satellite Map



Senegal – Satellite Map



Marketplace

The products is 'highly diversified, with a quality standard, high/middle-high, calibrated to measure in relation to the needs of the customer

Other customers are acquired in directly in The Gambia and the Giunea's

SECTION 2: THE VISION AND THE PEOPLE

The West Africa's Territories are the ideal location for industrial installations in the AGRI sector with vast resources of manpower and cost of a good standard .

There is a market need for these products in quantities and quality too large, being the specific area of intervention is missing a production chain set industry standards to ensure production and quality

With the facilities proposed as capacity' production and hiring is possible to envisage A coverage of WA lands with a potential 'possibility of use about **20.000 ha in two different countries.**

In relation to the analysis, the model is performed on plants operating in Europe and the United States.

THE PEOPLE

Local workers on the locations provided there are no difficulty recruit already active small food artisan character, and others, formed in part in vocational training schools.

In relation at the standard SA 8000 is not implemented any discrimination is in order of ethnic and / or religious, situations ,productive methodological approach designed to meet the traditional or local custom.

Operational management and materials management

The industrial locations are in direct charge of **West Africa Constellation Operation Manager** residents, with centralized management of purchases and sales, direct marketing in WA and to direct agents for sales.

On intervention of Newco is including the provision of equipment, courses for the staff .

“WEST AFRICA CONSTELLATION PROGRAMME”

OPERATIONAL GUIDELINE

Starting work

In according to the criteria imposed by the **SA 8000** with the use of local personnel men/woman without discriminations social and religious.

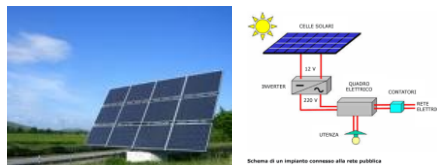
Environmental impact

Both the raw materials that manufacturing processes are environmentally bases applied using the standard **ISO 14000** technology for energy resources, the containers of products sold are fully recyclable.



Saving energy

Using natural gas / LPG or energy obtained in part from renewable sources (solar cells) to produce energy in order to support the normal connection to the power line.



Use of steam generators (alternative) to produce electricity affect the environment and for pasteurization / sterilization of foods.



For the occupation is stimated a necessity of 20 workers for productive location.

Standard of retribution in accord with International Labor Office recommendations.



SECTION 2 BIS: THE PRODUCTION CHAIN



Local traditional use of Rice in the food preparations



SECTION 3: COMMUNICATIONS

Computer and Communications Tools

The production are related to business management / purchasing through the terminal, with production management on site with dedicated computer system:

Stock recipes, loading and unloading raw materials, monitor production, offcuts,% etc.

SECTION 4: ORGANIZATION

Business Organization and planning of production

Responds to needs identified in the spot market, both for the localization of production that the quantities .

The production methods and organization of work are provided in 2 shifts of 8 hours each (05.00 – 13.00/13.00-21.00), from Saturday to Thursday, Friday is closed the activity.

The necessity for the cultivation of 20.000 ha in human resources are about (90 workers/for 100 ha) in total 4.000 workers in total ,with a guaranted occupation for six months.

Deliveries

With accord on site with specialized transport company

International Cooperation & facilities

Grants in support are available through Ecowas Presidency - FEWACCI

SECTION 5: LICENSES, PERMITS AND BUSINESS NAMES

The Senegal

SENEGAL FOOD INDUSTRIES

Locations:

Management office and deposit unit: Dakar

Production Unit: Senegal Country

Licenses:

Local: Municipality of Dakar – Free Zone

State: Senegal

Trademark: *CONSTELLATION OF RICE*

Sellers Permit: ok

Workers:

Note:



Registered Logo®

Constellation of Rice

SECTION 5: LICENSES, PERMITS AND BUSINESS NAMES

Guinea Bissau

Name: **BISSAU FOOD INDUSTRIES**

Locations:

Management office: Bissau City

Production Unit: Guinea Bissau

Commercial area: Bissau

Licenses:

Local: Municipality of Bissau City

State: Guinea Bissau

Trademark: : **CONSTELLATION OF RICE**

Sellers Permit: ok

Workers:

SECTION 5: LICENSES, PERMITS AND BUSINESS NAMES

The Gambia

Name: **THE GAMBIA FOOD INDUSTRIES**

Locations:

Management office: Serrekunda

Production Unit: All Country

Commercial area: Conacry

Licenses:

Local: Municipality of KMC

State: The Gambia

Trademark: : **CONSTELLATION OF RICE**

Sellers Permit: ok

Workers:

Section 6: Insurance

Civil RCO (personal)

Fire (building, equipment, raw materials)

Country Risk

West Bank (MIGA) insurance (see annex)



World Bank-Miga

Locations



The Senegal



Guinea Bissau



The Gambia



West Africa Constellation Mission (Hard Facilities)

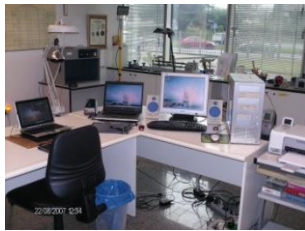
Hardware



Land Office



Transport



Ced - Office



Energy



Photo Kit



*Communications
Gsm/Vhf/Sat*



Wood lamp



Rep.Kit



Finderwave



Weather station



Air baggage

SECTION 7: LOCATIONS DETAILS

Banjul: Trading and Distribution

- space requirements 1000 mq.
- future requirements 0
- zoning and use approvals: Free zone
- Rate for year: 20.000 USD

Bissau: Production and Trading Unit – Management HQ

- space requirements 5000 mq. available
- future requirements 0 mq.
- zoning and use approvals: Free Zone
- Rate for year: 20.000 USD

Conakry: Production and Trading Unit

- space requirements 5000 mq.
- future requirements 0 mq.
- zoning and use approvals: Free Zone
- Rate for year: 20.000 usd

SECTION 8: INSTALLATION COSTS

Dakar Unit:

Preparing Estate: 35.000 usd

Accessories: 20.000 euros + 25.000 euros for(preparing the location)

Initial Cash necessity for raw materials,workers salary etc. UDS 100.000

Bissau Unit:

Preparing Estate: 35.000 usd

Machinery : 1.200.000 usd

Accessories: 20.000 euros + 25.000 euros for(preparing the location)

Initial Cash necessity for raw materials,workers salary etc. UDS 100.000

The Gambia Unit:

Preparing Estate: 35.000 usd

Machinery : 1.200.000 usd

Accessories: 20.000 euros + 25.000 euros for(preparing the location)

Initial Cash necessity for raw materials,workers salary etc. UDS 100.000

SECTION 8 BIS : LAND COSTS

Bissau Unit:

Senegal Unit:

The Gambia Unit:

SECTION 9: FINANCING

Financial shape more appropriate relates to the coming into the JV a financial partner, or moving in the same organization already active partner, human resources and materials with a view to having the liquidity is necessary for the start-up assistance.

For start-up costs are deducted the repayable grants and financing facilities by supranational bodies to intervene in specific territories

Estimated revenues /Operative margin

Stimated yield for hectare :50 quintals

Sitmate production: 1.000.000 quintals

- Prudential data (80% of real results)

Valor at production: 0.25 usd = 250.000 usd/year

Sales price: 0.70 Usd = 700.000 usd – standard quality

Sales price: 0.90 Usd = 900.000 usd – Medium quality

Middle Valor of sales = 0.80

- Margin: 800.000 usd/year
- Initial investments (3.000.000)

Time for the full operativity: 2 years

- **Margin,Financial results: 30%/Year c.a.**

Sales Price Relevation – June 2014

Country	Low (East)	Med	High (Italian)
Conakry	0.70	1.00	2.50-2.90
Bissau	0.70	0.90	
Senegal	0.80	1.40	2.20
West Africa (**)	0.80 0.70 (25kg)(*)	Saddam 1.00 (25kg)0.90(*)	

SECTION 10: LOGISTIC

Hardware, Machinery etc.

Import from Europe in exclusive accord with a International Logistic Company
,With direct transit from Geneva Port to
Banjul/Bissau/Conakry

Finished products:

From specialized company in partnership for the local organized distribution and
the Hotellerie sector.

Official carrier of the project: (Sea,Air)

MERIDIANA /RAM



SECTION 11: MACHINERY ACQUISITIONS

Operation Office

The JV has complete fitting "turnkey" including furniture, computers fixed 3 / 3 laptops, 2 laser printers, portable printers , the soft operational / technical and managerial accounting for management activities. Also offers laboratory equipment share for the 2 activities' charge ., since the operation office and shared commitment to reduce costs. for a value of about 45.000 euros

Machinery

See annex

SECTION 12: MARKETING

Hotelerie & Great Consumer

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Hotels, Restaurants, hospitals, schools, communities

Export

In all Ecowas Areas, free tax

Institutional

For the institutional context, the activity being born in a context of international cooperation with partners entered into the political / economic establishment.

LOCAL OPERATIONS

Through the initial constitution of management office on site leading to the establishment of joint ventures or light company with local partner:

For reduce the cost, and for a correct operations, the management of the activity is centralized in the **Management office of the Project in Banjul**

FAQ

Why install an activity in the food sector in WA and homogeneous area:

There is lack of this specific product and you and increasing market demand,
The differential between production costs and selling price is substantial.
Financially you log international-repayable grants

The manufacturing locations are strategically placed in relation to areas of higher consumption for the tourism industry and retail)

Closed in Como, Feb..2015
From Gian Matteo Balestrini