



PRAYER TIME

■ Noon (Zohr)	12:18
■ Evening (Maghreb)	18:01
■ Tomorrow's Dawn (Fajr)	05:29
■ Tomorrow's Sunrise	06:53

24. The likeness of the life of the present is as the rain which We send down from the skies: by its mingling arises the produce of the earth- which provides food for men and animals: (It grows) till the earth is clad with its golden ornaments and is decked out (in beauty): the people to whom it belongs think they have all powers of disposal over it: There reaches it Our command by night or by day, and We make it like a harvest clean-mown, as if it had not flourished only the day before! thus do We explain the Signs in detail for those who reflect. Surah 10. Jonah (24)

Iran Accounts for 1.2m Tons of 212m Tons of World Fishery Products

IRAN NEWS ECONOMIC DESK

TEHRAN – The CEO of Fishery Company of Etko Organization and a member of Protein Production and Packaging Industry Employers Trade Association says Iran's share of 212m tons of fishery products of the world is only 1.2m tons.

Speaking in a press conference on Wednesday, Mr. Mahmoud Moalem said that with having such capacities and capabilities, the country should not be affected by the sanctions and the like issues, adding that if these capacities are managed wisely, the problems will drop to its lowest amount. He noted that one of the very good capacities of the country is to use its sea and water resources, adding that the country has 4500 kilometers of coasts in its southern part that four provinces enjoy it. He pointed to Khuzestan, Bushehr, Hormozgan and Sistan and Baluchestan as the provinces which benefit from coasts while the country has some 2000 kilometers of coasts in the north.

Moalem further said that with enjoying such a considerable coastal areas, Iran's share of world fishery products is not even 0.5%, adding that some 212m tons of fishery products are produced in the world per year and Iran's share is only 1.2m tons.

He added that the question is why with having such a great amount of coasts Iran's share of the fishery in the world is insignificant. He added that Iran ranks 23 in the world in fishery products but India, China and Indonesia

are the major fishery producers in the world and these three countries account for 73% of world fishery products.

Moalem further said that -the per capita for fishery products consumption in Iran is 13 kilograms and tinned fish is the dominant fisher product consumption in Iran.

He further pointed to the reason for establishment of Fishery Company by Etko Organization and said that Etko Organization is a big operational group which missed fishery and it decided Fishery Company to be launched. He further said that the fishery company of the organization had only one factory in Ghaemshahr last year but due to the prudence and wise management of Etko Organization, the number of factories increased and the fishery unit of the organization was launched in Chabahar.

He added that the fishery chain in Etko Organization has been formed since last year and the center of operation of this unit is in Chabahar Port as the port is a strategic port in the region and the Middle East. He said that the main fishing in this port is industrial fishes which is used in the tuna producing factories.

He added that the company exported sole and croaker fish worth of \$540m, noting that the region can produce 4,000 tons of shrimp and 85% of shrimp product is exported and Arab states and Southeast Asian countries are the main destinations for Iran's shrimp which earns good amount of forex for the country.



Mass Housing Construction Cooperatives; Answers to Doubts and Solutions



Cooperative means convergence to achieve a goal, and a cooperative is a group of people who strive to achieve a goal. In a frank conversation with Engineer Mohammad Nazari, a member of the Board of Directors of Omsan-e Ojsazan Omid Mass Construction Cooperatives and Head of Board of Directors of e West Parliament Holding, we have examined the doubts surrounding the mass house building cooperatives.

Why is the price of mass production cooperatives lower than the market price?

Mass house building cooperatives are formed in order to build and supply housing at full price. Major purchases, optimal use of human resources, and the credits and facilities that the government has considered for this sector of economic actors make mass cooperatives able to offer housing at a lower price than the market.

We have all heard about doubts on mass builders. Why is there so much bad news about mass builders?

The answer to this question is very simple! Consider a housing cooperative that has pre-sold 500 housing units and is unable to build them, or the project is halfway through and is stopped. 500 families, each with at least 3 members, get involved and cry their demands everywhere with great anger. Now, consider a small land developer that has, for example, 8 units under construction and the project has been stopped. In both cases, a project has been stopped, but the number of complaints is very different. When we look at Tehran and especially at District 22 of Tehran, we see huge towers and construction projects that have risen from the ground by these mass builders and have given Tehran an advanced urban appearance. Considering that there are thousands of mass housing cooperatives in the country, a small percentage of these cooperatives have failed to fulfill their obligations in the specified time. But to see the glass half full, a much higher percentage of them have fulfilled their obligations and delivered their units with all the problems and deficiencies. Of course, this issue applies to all guilds, and one should not accuse all guilds of lack of work and even fraud in some cases because of the mistakes and lack of work of some people. For economic progress in the country, we need to support productive markets such as construction. In my opinion, building trust in the productive markets is the way out of the current economic conditions.

Why can't some housing cooperative companies fulfill their obligations?

Mass construction requires a lot of planning and organization. Some crowdsourcing companies do not have a clear vision of their workload and business organization needs. This weakness makes them not spend the necessary expenses for the provision of hardware and software infrastructure, as well as the recruitment, training and employment of human resources. This problem makes them face a very high workload after underwriting and they cannot deliver their projects properly. In general, weakness in leadership is the bane of mass housing developers. Using trusted, experienced and expert consultants; it is a solution that can be suggested to the leaders of this group of economic activists.

What are the components of a successful mass housing cooperative?

First, you must make sure of the existence of the legal personality of the cooperative. This is possible by querying the comprehensive system of the country's legal entities information base. Also, check the announcement of changes and registration of the company in the official newspaper and ask for the resume of the company and read it well. The background and resume of the chairman of the board of directors and the CEO of the housing cooperative company can tell the facts about it. The definition of mass construction projects includes preliminary maps based on the land map, the predicted density, the definition of the number of floors, the approximate number and size of the units and the facilities and services per capita of the project, parking and storage, elevators, the type of structure and construction material, interior decoration material and landscaping. The above information must be provided to the investor. The type, form, and appearance of presenting this information can represent the behind-the-scenes management and expertise of the mass production company's human resources.



What is your advice on comparing the mass construction projects?

First, the project land should be checked. If the land has a document of 6 dong, check that it is in the name of the mass production company or its board of directors. If the land is a promise, a detailed examination of the promise or affidavit and the terms and conditions of the contract is a way forward. Be sure to visit the project site before signing the contract and check the surrounding area of the project in terms of infrastructure and public services, mobile antenna and internet status, green space, large stores, access to public transportation, etc. In the next step, contracts should be reviewed. Usually, mass production companies enter into contracts with investors in two stages. The first contract in which the density is assigned to you. This contract and its amount must be definitive. If the land contract or the density is not acceptable, ignore the purchase of that project! The main and important issue is the second contract, which is known as construction manual or construction contract. This contract is definitely unaccountable and unlike the initial contract, if it was definitive, ignore the purchase of that project! Because it seems unlikely, considering the economic inflation and the time-consuming process of mass construction, which takes 36 to 48 months, to be able to financially plan a project definitively from the beginning. The contract should be checked to be signed by the person who is the owner of the signature in the contract and must have security symbols such as a raised seal or hologram. Also, be sure to read the signed text before signing. In some cases, companies that don't have the good intention, they give you a contract to study and bring another contract to you to sign! In addition to these, some mass production companies, in addition to the contract they conclude and sign in the cooperative office, grant the contract and its subject matter and powers in the notary office in the form of a

power of attorney on behalf of the land owners to the buyer. This is important because your contract with the cooperative company and its number and date will be registered in an official authority and in a way it can be one of the documents proving your contract with the cooperative company or the land owner. Of course, there is a lot of debate among lawyers about this, but look at it from the point of view that if, God forbid, you get into trouble with the manufacturer, it is one of the documents that can be used by you in court. There must be a penalty clause in the contract for the delay in handing over the unit. Also, the delivery time must be clearly stated. Tables of consumable materials and the type of structure are also among the things that should be checked completely. The way of handing over to others and specific payment terms are also issues that should be taken into consideration.

What do you think about the various payment conditions of mass building cooperatives?

This issue completely depends on the financial strength of the mass production company in providing the number and amount of installments. Providing bank loans is not necessarily a sign of mass credit. Some loans are publicly available through banks. However, the repayment of installments of these loans should not be underestimated. Sometimes there are mass building companies that, with their financial strength, are able to offer long-term, interest-free payment terms that are better than bank loans. All in all, offering long-term installments can be a good sign of the builder's financial strength and makes it easy for you to hand over the unit. The process of paying installments by investors is one of the important components in the continuity of the construction process of mass construction projects. If mass builder has good financial power, it can use its financial resources to maintain the continuity of construction until the installments of all investors are paid and not to delay the delivery of units. In addition to long-term installments, some cooperative companies that build mass housing, consider a profit for participating in the construction, so that if the investor fails to fulfill his obligations to them for any reason, the investor's investment in the project is not ignored. This feature can make investors more confident and willing to invest in the project.

How much risk is the pre-purchasing of a house from mass building cooperatives?

Investment in the general sense is not without risk! But compared to the existing investment markets such as currency, gold, coins, stock market, cars and the like, investing in pre-purchase of house, if it is done with open eyes and a thorough investigation of the mass cooperative company, can have less risk and create a profit equivalent to other markets for investors. Let me remind you that investing in non-productive markets will not cure the pain of our economy. Directing capital towards productive markets such as construction and building trust in this sector is one of the ways to overcome the current economic conditions of the country. Tell us about the project that your cooperative is underwriting and you are the creator of it. The luxurious Galleria complex project is located on a land of 3990 square meters in one of the most pleasant areas of Tehran, Vardavard. According to calculations, the price of apartments in this area will grow significantly in the coming years. Galleria has 9 floors. Among the facilities considered for the Galleria Complex are things like swimming pool, sauna, Jacuzzi, massage parlor, roof garden, kindergarten, walking track, guest parking, luxurious lobby with a ceiling height of 6 meters, private car wash, fitness club and private cinema. Cited. One of the great advantages of this project is the smartization of units and the right to choose its materials. One of the outstanding features of this project is the two-story plot, which has a 6 dong single-leaf document and has water, electricity, gas, and telephone. We are currently demolishing the old buildings in the project. Construction and definitive delivery commitment of 36 months and payment of installments in 48 months, as well as 15% annual contribution interest and 20% penalty for failure to deliver on time is our guarantee for the construction and delivery of the luxurious Galleria Complex.