

Trade Review

NEW DEALS				
Cost	Principals	Project/Nature of Deal	Financing	Comment
(\$)4 bn	Australia from Netherlands, U.K., and others	LNG and other petroleum products will be extracted from the North West shelf off Western Australia by a group of companies acting together, with Woodside Petroleum (controlled by Shell Oil and Australia's Broken Hill Proprietary) holding 50 percent interest; Shell and BHP (jointly) 43 percent; and BP and California Asiatic Oil, 16.67 percent.	\$1.3 bn loan for Woodside just approved by consortium of banks	Contract to supply 6 mn tons LNG per annum to Japanese utilities is pending
(\$)1.53 bn	East Germany/Bulgaria	Sixty-nine percent of this trade will be in metal products. Bulgaria will increase deliveries of machinery and electric forklift trucks to East Germany, while East Germany will export entire steel rolling mills, mining equipment, tractors, and computers to Bulgaria.		Protocol signed in E. Germany
(\$)735 mn	China from West Germany and several others	A 17-member multinational consortium dominated by West German companies and led by Schoemann Siemag will build a large cold steel rolling mill as part of the Paoshan iron and steel works outside Shanghai. Siemens and AEG will supply the electronics; MAN part of the plant and Hochtief much of the actual construction		
(\$)600 mn	Switzerland from U.S.	Swissair has ordered four Boeing 747's, two McDonnell Douglas DC-10-30's, two DC-10-30 refitting kits		
(\$)400 mn	Canada from France	Michelin will build a third tire production plant in Nova Scotia		Company announcement
	U.S./Oman	Agreement for cooperation in economic development, trade, and security		