

Trade Review

NEW DEALS				
Cost	Principals	Project/Nature of Deal	Financing	Comment
365 mn	Mexico from U.S.	Ford is building a Mexican plant to produce 4-cylinder engines, some of which will be exported to U.S. in exchange for increased Ford parts imports from the U.S.		Ready in 1984
250 mn	Mexico from U.S.	Chrysler Corp. is building a \$200 mn engine plant in Saltillo; \$35 mn for 1982 models; and a remaining amount for expanding its truck production		
190 mn	Spain from U.S.	Iberia Airlines has ordered three 747-200 B aircraft from Boeing		
64.4 mn	Jordan from U.S.	U.S. delivery of ammunition for self-propelled 155 mm and eight-inch artillery pieces		Pentagon letter of notification to Congress
50 mn	Mexico from United Kingdom	Pemex purchase of British oil industry equipment and services	\$50 mn credit by British and Mexican bank syndicate led by Baring Bros.	
23.5 mn	Thailand from U.S.	Thailand will receive 35 M48 tanks		Pentagon letter of notification to Congress
	Iraq from Italy	Snamprogetti will build a refinery at Baiji which will produce 250,000 metric tons of lubricants per year		Agreement reached with SCOP (state-owned)
	U.S. from Japan	K. Hattori & Co., Ltd., the Tokyo-based parent of Seiko, will establish a quartz clock assembly plant in the U.S. by the end of the year		
	Canada from U.S.	Pacific Western Airlines (Calgary, Alberta) has ordered two 737s from Boeing		
50 mn	U.S. from China	Three Chinese industrial firms will manufacture basketballs, soccer balls, and volley balls for AMF, Inc.		10-year contract signed
20.4 mn	Hungary from U.S.	Ingersoll-Rand will supply (1) nine heavy-duty gas turbine compressor units for the Hungary Oil and Gas Trust's natural gas pipeline system, and (2) will supply compressor and other equipment parts to the Ganz Mavag works of Budapest, which will build and export natural gas engines		Both contracts signed
CANCELLED DEALS				
	U.S. from West Germany	Volkswagen has cancelled its plan to build an engine plant in the U.S. and will instead rely on production from its Puebla, Mexico engine production facilities		