

Trade Review

Cost	Principals	Project/Nature of Deal	Financing	Comment
NEW DEALS				
\$952 mn.	Iraq from France	Britain's Plessey announced that it has probably lost a \$952 mn. electronics contract which it had negotiated over two years and believed it had clinched to its French competitor, Thompson CSF, which moved in with a last-minute offer.	U.K. was offering generous export credits; French deal not signed or announced yet.	
\$940 mn.	Senegal from W. Germany, France, Japan	Iron ore mining complex, railroad, port and other infrastructure for 12 mn. tons per year ore exports being built by Senegal, French BRGM, Krupp, and Japanese Kanematzu.		Not yet officially announced.
\$800 mn.	Indonesia from Spain and U.S.	Indonesia has awarded construction contract for 85,000 bpd hydrocracker unit at Dumai oil refinery to Technicas Reunidas and Centurion of Spain. UOP subsidiary of America's Signal won design contract.	Spanish and Austrian gov'ts. providing \$290 and \$150 mn. export credits, respectively. American Express lending \$200 mn. Eurodollar loan.	
\$520 mn.	Egypt from Japan	A Japanese consortium of Nippon Kokan, Kobe Steel and Tomen will build a 360,000 tons per year steel plant to be 86 percent owned by the Egyptian gov't.	World Bank lending \$150 mn.; Japanese Gov't. lending \$80 mn. (in yen).	
\$244 mn.	Japan from U.S.	Japan Air Lines ordered two Boeing 747-200B jumbo jets and two DC 10-40's. Pratt & Whitney will provide engines worth over \$45 mn. for the four planes.	Ex-Im Bank	
	Switzerland from Iraq	Swiss private oil importers are negotiating long-term crude contracts with Iraq, which is considering making an exception in its policy of selling only to governments. Iraq is a major buyer of Swiss products.		Swiss group wants to avoid multi-national-rigged Rotterdam spot market.
	Germany and Japan from Australia	German and Japanese firms signed delivery contracts for 34,000 short tons of uranium oxide from a semi-nationalized Australian consortium.		Deliveries subject to approval by Japanese-Australian nuclear authorities and the European Atomic Energy Commission.
\$100 mn.	U.S.S.R. from France	Technip (France) is competing with an Occidental Petroleum-Entrepos joint venture for secondary recuperation of the Romashikino gas field in the Soviet Union.		