

Trade Review by Mark Sonnenblick

Cost	Principals	Project/Nature of Deal	Financing	Comment
NEW DEALS				
\$2 bn.	China/Hong Kong from France	Two 900 Mw. nuclear power stations, China's first, to be provided by French Framatome. <i>Far Eastern Economic Review</i> says China Light and Power of Hong Kong, which will buy much of the plant's power, favored French bid over those of Westinghouse and Germany's KWU in order to assure siting near Hong Kong. Westinghouse's efforts also prejudiced by U.S. nuclear nonproliferation policy.	Concessionary terms.	Giscard announced agreement in principle.
\$1.5 bn.	NATO from U.S.	Boeing has signed contract for 18 "militarized versions of the Boeing 707" with NATO. This is Boeing's largest single military order and first time NATO has bought planes directly from a supplier. Planes are updated version of AWACS now deployed to Saudi Arabia. German and Canadian firms will supply components.		
\$218 mn.	Brazil from France	Electrical equipment for Porto Primavera Dam being subcontracted by Mecanica Pesada of Brazil to four French companies and their Brazilian affiliates.	Mostly concessionary suppliers credits.	
\$190 mn.	Saudi Arabia from Germany/France/South Korea	Steel rolling mill to turn out 400,000 tons per year of merchant bars and wire rod for Saudi construction industry to be built on turnkey basis at Jubail by consortium led by Mannesmann, with Schloemann-Siemag, Siemens, a French company and a South Korean construction firm.		
\$150 mn.	Brazil from U.S.	Westmoreland Coal will supply Brazil with 3 mn. tons of high-grade metallurgical coal between 1982 and 1985.		Agreed in principle
\$23 mn.	Saudi Arabia from Italy	ENI has signed two contracts with Arabian American Oil Co. for oil industry infrastructure work and underwater pipelines.		
	Mexico/U.S.	Combustion Engineering and Grupo Industrial Alfa of Monterrey, Mexico, have formed joint venture for energy-related construction and engineering in Mexico.		Companies with local participation have an edge in bidding.
\$38 mn.	Italy/Japan	Nissan and Alfa Romeo signed a joint venture agreement to produce 60,000 cars per year in a new plant to be built near Naples. Alfa Romeo will produce 80 percent of the parts for a Nissan-designed model. Part of Nissan's aggressive overseas expansion program.	Nissan plans first foray into foreign financing by seeking Arab money in Euromarket.	FIAT opposed Japanese entry into Italian market.