

Trade Review by Mark Sonnenblick

Cost	Principals	Project/Nature of Deal	Financing	Comment
NEW DEALS				
\$300 mn.	U.S.A. from Japan	Nissan Motors will build 120,000 truck per year plant near Nashville. Nissan says will use U.S. steel and components equal to 40% of vehicles' value.		Nissan's biggest U.S. investment
\$289 mn.	Mexico from U.S.	Export-Import Bank is financing \$178 mn. worth of American steelmaking equipment for HYLSA, S.A., the biggest private Mexican steel producer. Ex-Im is also financing \$111 mn. for 14 gas turbines for Mexican Federal Electricity Commission (CFE) to be provided by GE, Westinghouse, Brown Boveri, and United Technologies.	8.25% for HYLSA; 8.75% for CFE	CFE deal made rapidly to relieve electrical shortage.
\$142 mn.	Egypt from France	Soft-term financing committed for French exports to Egyptian development projects, possibly including the Cairo subway for which French consortia are in sharp competition. France has also pledged \$480 mn. for Damietta port under similar conditions.	Mostly 7.5% on French francs for 10 yrs.; part at 3%.	France has committed \$250 mn. concessional loans to Egypt this year.
\$750 mn. \$940 mn.	U.S.S.R. from Japan	Financing for third stage of South Yakutia forestry project in Siberia to provide Japan 15 mn. cu. ft. per year of timber will be sought in Tokyo next week by Soviet Dep. Trade Minister Ivanov.	Yen credit terms to be negotiated.	Both projects committed before Afghan boycott.
UPDATE				
\$680 mn.	India from France	Financing package being arranged for Orissa aluminum complex described in <i>EIR</i> , Sept. 16. Banque Nationale de Paris and Société Generale, close to the Pechiney group which designed project, and State Bank of India and Bank of America's Hong Kong branch are managing \$680 mn. loan for the \$2.1 bn. project at quite favorable terms.	0.5 to 0.625% over LIBOR for 10 yrs.	Syndication expected to go easily.
CANCELLED DEALS				
\$452 mn.	Chile from Canada	Noranda Mines announced failure of talks with Chilean state agencies and international private banks committed to the Andacolla copper project. Noranda has suspended engineering operations on the Andacolla mine, of which it owns 51%, while Chile owns 49%.		Deal announced in 1979.