

World Trade by Mark Sonnenblick

Cost	Principals	Project/Nature of Deal	Financing	Comment
NEW DEALS				
\$6.5 bn.	U.S.S.R./France	Rhône-Poulenc has signed 10-year pact with Soviet Union. The French chemical giant will supply turnkey chemical plants, agro chemicals, fertilizers, and animal feed. Soviets will supply R-P with naphtha, ammonia, methanol, and even crude oil.		More than doubles integration under 1976 deal; biggest specific East-West deal.
\$750 mn. (may be higher)	India from U.S.S.R.	Soviet Union will expand Soviet-built steel plant at Bhilai to 4 mn. tpy capacity and build a new steel plant in Andhra Pradesh. Soviets will also increase crude oil shipments from 1.5 to 2.5 mn. tpy and derivatives from 1.9 to 2.25 mn. tpy.		Signed during Brezhnev visit.
	India from U.S.S.R.	Defense Ministry sources report India has bought very sophisticated MIG-25 Foxbat reconnaissance and training planes from the Soviets.	Long and soft terms	
\$900 mn. plus	Saudi Arabia from Europe	Saudis have ordered 11 A-300 Airbuses for Mideast routes. This order follows Kuwait's Middle East Airlines order for 5 A-310 Airbuses with options for 14 more. GE, Pratt and Whitney and Rolls-Royce are fighting for engine contracts for both deals.		Airbus has won Mideast market from Boeing.
	Japan from U.S.	Anaconda will provide Japanese copper smelters with ore which they will refine on a commission basis for Anaconda or buy for themselves. Contract calls for Anaconda, owned by Atlantic Richfield, to provide 390,000 tpy ore during 1981 and 1982, and 500,000 tpy in 5 following years.		Ore would have been refined in Anaconda's Montana smelter, closed for environmental reasons.
\$335 mn.	Southeast Asia from Japan	Toyo Engineering signed contract for fertilizer plant in Indonesia, jointly owned by Philippines, Malaysia, Thailand, and Singapore.	Full financing from Ex-Im and Overseas Eco. Coop. Fund	Agreed by Fukuda govt. in 1977.
\$1.2 bn.	Egypt from U.K.	British companies, represented by British Wastewater Limited, have won first phase of Cairo's massive sewer system project.	British govt. ECGD will finance at least \$234 mn.	Firm commitment signed.
UPDATE				
\$1.6 bn.	India from U.K. or France	Despite British Aerospace claims reported by <i>EIR</i> last week, India has not yet chosen the Jaguar.		Indians now evaluating French Mirage 2000 jet.