

World Trade by Mark Sonnenblick

Cost	Principals	Project/Nature of Deal	Financing	Comment
NEW DEALS				
\$750 mn.	Mexico from Japan	Japan's Trade Minister Tanaka will reportedly bring a 150 bn. yen credit line on his mid-January visit to Mexico. Mexico has made clear that it will increase oil shipments to Japan only following increased Japanese technology for its development.	20-25% of credit is low-interest Japanese govt. loan; remainder low interest from Japan's Exim Bank.	Rare for Japan to give such open credits, for "unspecified purposes."
\$300 mn.	Thailand/U.S.S.R.	Thai commerce minister announced Thailand has contracted to sell Soviets \$300 mn. rice, corn, tapioca, and flour-ite. He said that first state-to-state formal agreement in 10 years of trade. Soviet offers of weapons and machinery have not yet resulted in a deal, but may soon.		Thailand has been China-linked anti-Soviet bastion.
\$240 mn.	Brazil from France/U.K.	A float glass plant is being built in São Paulo by St.-Gobain of France and Pilkington Bros. of England under joint venture, Cebrace.	\$140 mn. at 2% over LIBOR for 10 yrs. by 12 banks headed by Banque de l'Indochine.	
\$65 mn.	Nigeria from U.S.	Nigeria Airways has ordered 4 Boeing 737s.		
\$25 mn.	Romania from Japan	Mitsubishi and Yokohama Rubber will provide Romania with a plant for building giant tires for construction vehicles.		Contract signed.
UPDATE				
\$800 mn.	Argentina from U.S.	Mobil R & D Corp. negotiating with Argentine industrialists who want to use Mobil's new technology for converting natural gas into 15,000 bpd of gasoline. Argentine Socma, S.A. seeking foreign oil company to be minority partner.	Uncertain; Mobil plans no investment.	Process not yet commercially tested.
\$150 mn.	Mexico from U.S.	Chrysler is going ahead with expansion plans in Mexico including Saltillo plant to build 27,000 four-cylinder engines per year.		Most engines will be exported to U.S.A.
CANCELLED DEAL				
\$250 mn.	India from World Bank	World Bank cancelled \$250 mn. loan for India's \$812 mn. fertilizer plant in Maharashtra. Grounds were that Gandhi govt. replaced C.F. Braun of the U.S. by Danish-Italian Haldor Topsoe as engineering services contractor.	Loan was at 7.9% for 20 yrs.; India seeking other sources.	Mrs. Gandhi: "We are to decide which consultancy firm will be good for us. . ." The World Bank "cannot interfere in our internal affairs."