

## World Trade by Mark Sonnenblick

Cost	Principals	Project/Nature of Deal	Comment
<b>NEW DEALS</b>			
\$1 bn.	U.S.S.R. from Austria	Voest-Alpine has signed contract to deliver 800,000 tons of seamless steel pipes to Soviets starting 1983.	
	U.S.S.R. from West Germany	Soviets ordered another 550,000 tons of large diameter steel pipes from Mannesmann and Thyssen for delivery during next 12 months. Mannesmann has sold 7 mn. tons pipe since 1970.	Allegedly not connected with pending gas pipeline deal.
\$71 mn.	U.S.S.R. from W. Germany	Soviets contracted with Mannesmann for engineering and services for 4 petroleum coke calcination plants. Plants make electrodes for steel and aluminum industries.	
\$137 mn./yr. target	U.S.S.R./U.K.	ICI signed detailed deal with Soviets for exchange of chemicals during next 5 yrs. Includes surface-active agents used for oil drilling muds from England and methanol, ammonia, and glycols from Russia.	The two expect to triple exchange trade from current levels by 1985.
\$160 mn.	Egypt/Italy	Egyptian and Italian governments signed agreement for Italian firms to help on agricultural, transport, and phone projects. Egypt will get privileged market for its cotton.	Egypt supplies 8% of Italy's oil; ENI drilling in Sinai.
\$640 mn.	Zaire from Switzerland/Europe	Zaire will build 150,000 tpy aluminum smelter with consortium headed by Alusuisse and including Vereinigte Aluminum-Werke, Italian state MCS, and Yugoslav Energoinvest.	Uses spare Inga Dam electricity.
\$408 mn.	Colombia from Spain/Italy	Construction of first part of Guavio hydroelectric project awarded to Vianini (Italy) and Canales y Tabora (Spain). \$168 mn. contract for second part awarded to Campenonn (France). Total cost of 1,600 megawatt plant for Bogotá is \$1.2 bn.	Will relieve the Bogotá blackouts; partial funding from World Bank.
\$150 mn.	Mexico from Italy	Italian govt-owned ENI subsidiary won bidding for 2 1,500 tpd urea plants for Fertimex.	
<b>UPDATE</b>			
\$2.5 bn.	China from Japan	Chinese delegation visited Tokyo seeking soft-term loans from Japan to complete suspended huge Daqing and Tianjin petrochemical complexes.	Japanese industrialists have lost \$1.7 bn. from petrochem and steel suspensions.
\$215 mn.	Nigeria from Holland/Poland	Nigerian govt. has awarded Dutch HBG contract for harbor construction as part of building 3 new ship repair yards in Burutu, Lagos, and Port Harcourt.	Yards will be built by consortium owned 80% by HBG and 20% by Navimor of Poland.
\$89 mn.	Northern Ireland from U.S.A.	Du Pont will build synthetic rubber plant.	Replace obsolete plant.
\$72 mn.	Iraq from Japan	4 refrigerated warehouses for onions and potatoes at Baghdad ordered from Kokai Kogyo and Toyo Menka Kaisha.	Japan has sold 4 similar plants to Iraq and expect 6 more soon.
\$41 mn.	Saudi Arabia from U.K.	Saudi Arabia has ordered 2,300 60-80 horsepower tractors and 8,500 farm implements. Will be assembled in U.K. Massey also planning \$1.5 mn. tractor assembly plant in Jeddah in 20/80 joint venture with its Saudi distributor.	Saudi plant will supply local market.