

World Trade by Mark Sonnenblick

Cost	Principals	Project/Nature of Deal	Comment
NEW DEALS			
\$1.7 bn.	Saudi Arabia from U.S.A./ France	Blount of Alabama and Bouygies of France have signed contract to construct new academic center for Riyadh University. Blount has 45% of \$1.7 bn. contract.	U.S.A., Canadian, and Saudi private bank loan.
	Japan/ U.S.S.R.	Soviet Union and Japan reached agreement in April on new trade and payments agreement, replacing one expired last year. It runs to 1985. Japan will import about 90 commodities, including coal, oil, and natural gas. Soviets will import about 70 items, including industrial plants.	Pact initialed; may be signed in May. Routine renewal. Tokyo govt. remains opposed to big Japan-Soviet projects.
\$367 mn.	Iraq from Japan	Marubeni won contract to build 400-bed general hospitals in 7 Iraqi cities. Marubeni now building 5 similar hospitals ordered by Iraq in 1979.	Marubeni says big orders show Iraq again stressing social investments.
\$272 mn.	Mexico from France	Empain-Schneider subsidiary has won contract for 150 electrical power units for Mexico City subway cars. Alstom-Atlantique has received order for 25 9-car trains.	New credit line for subway: \$54 mn. from French Treasury and \$218 mn. from French banks; 10 yrs; 7.75% on francs.
\$322 mn.	India from World Bank	World Bank's IDA soft-loan affiliate is joining Japan, United Kingdom and govt. of India in financing Gujarat fertilizer complex. The \$1.3 bn. project will turn natural gas into 2,700 tpd ammonia and 4,400 tpd urea. It includes electric power plants and a new town for workers.	IDA for 50 yrs.; 10 yrs. grace; at 3/4% interest on SDRs.
\$200 mn.	India from United Arab Emirates	Canadian and Indian entrepreneurs based in the Emirates will help organize financing for \$106 mn. cement plant and \$93 mn. sponge iron plant being built by India's Gujarat State. Joseph Zappia and M. Patel will put up 25% of project's \$27 mn. equity.	Iron ore for sponge iron plant will be barged from Goa.
\$130 mn.	Kuwait from U.S.A.	Kuwait Airlines has chosen Pratt & Whitney JT-9D engines for the 11 Airbus A-310s it recently ordered.	Puts P & W ahead for Mideast A-310 market.
\$40 mn.	Zimbabwe from U.S.A./ Kuwait	General Motors won competition for 25 diesel-electric locomotives for Zimbabwe's broken down rail system. Financed on soft terms by Kuwaiti Fund for Arab Development. Part of special aid package.	Former Rhodesia only has 120 of 217 locomotives needed.
\$50 mn.	Poland from U.S.A.	U.S. announced it would sell 30,000 tons milk powder and 20,000 tons butter to Poland at about \$23 mn. below market price for humanitarian reasons.	New Zealand objects to the U.S. reducing dairy stockpile at low prices.
\$85 mn.	Saudi Arabia from Sweden/ Finland	Saudis awarded contract for huge industrial waste water treatment plant at new Jubail industrial complex to Swedish and Finnish contractors.	
\$209 mn.	Libya from Sweden	Skanska Cementgjuteriet will build 3 resort hotels for Libyan govt. social security.	Signed; turnkey basis.
\$97 mn.	Egypt from France	CGEE-Alarhom and CFEM have won a \$39 mn. share of second Cairo airport terminal project, worth a total of \$97 mn. Remainder of project held by Egypt's Arab Contractors.	British won an earlier chunk of airport building.
\$35 mn.	East Germany from West Germany	AEG-Telefunken won contract to supply electrical generators for new steel rolling mill.	