

World Trade by Mark Sonnenblick

Cost	Principals	Project/Nature of Deal	Comment
NEW DEALS			
\$31 mn.	U.S.A. from Japan	Fujitec is building automated plant in Lebanon, Ohio to produce 3,000 elevators and 600 escalators per yr. for U.S. and Canada. Plant will include industrial robots, numerical control machine tools, and 500 American workers. Will have world's tallest elevator research tower, the height of a 100 story building.	Japanese bring "high technology" to Ohio.
\$438 mn.	Egypt from West Germany	Agreement for 2 nuclear reactors signed shortly after Sadat murder. KWU will provide two 1,000 megawatt units after details worked out.	Shows commitment to Egyptian stability.
\$674 mn.	Brazil from U.K.	Brazilian Planning Min. Delfim Netto signed memorandum with U.K. for one of biggest British-Latin American trade deals. Delfim's policy is to tie capital-goods orders to concessionary financing and extra bank loans to cash-strapped state agencies, permitting them to pay bills to local suppliers. This, for example, cuts hostility of Brazilian shipyards to foreign orders. Concessionary finance package signed was for \$1.2 bn., including \$350 mn. govt. credit aid.	British tried to buy off India, Mexico, and Brazil with sweet industrial development deals on eve of Cancún summit.
INCLUDES:			
\$200 mn.	Sunaman from British Ship-builders	4 roll-on/roll-off ships	Needed for Brazilian export push.
\$200 mn.	from Klockner of U.K./NEI	Conversion of electric plant from oil to coal and building new coal mine.	Energy substitution.
\$130 mn.	from Ferranti	Electrical systems for 4 Brazilian-built corvettes and a training frigate.	Brazilian navy.
\$70 mn.	from GEC	Urban rail system for Recife.	
\$590 mn.	Thailand from Scandinavia	Fertilizer complex to produce 1,500 tons per day ammonia awarded to Haldor (Denmark), Norsk Hydro (Norway), and Swedwards consortium. Beat Mitsui (Japan) and Agrico (U.S.A.)	Nordic Investment Bank financing
\$100 mn.	Venezuela from U.S.A.	Lagoven, state-owned oil company, ordered 2 cantilever drilling barges from Blocker of Houston. Will be made in U.S.A. and towed to Lake Maracaibo in late 1982.	Letter of intent signed.
\$400 mn.	Libya from Europe	Libya has bought 10 European Airbuses.	
	Indonesia from Japan/U.S.A.	Govt. has authorized Komatsu (Japan) to build 1,000 bulldozers per year in joint venture with local firm. Caterpillar has similar authorization and will be competing with Komatsu in this growth market.	Komatsu will also export Japanese steam shovels to U.S.A., competing with Cats and Bucyrus-Erie.
\$265 mn.	Nigeria from Switzerland/France	Aprofim of Geneva was awarded contract for design and construction of 1,000-room Nicon Noga Hilton hotel in brand-new Nigerian capital of Abuja. Hotel being built by National Insurance Corp. of Nigeria with loans from private and French govt. banks.	
\$268 mn.	U.S.S.R. from West Germany/France	Soviets have ordered rolling mill for steel complex near Kursk from Schloemann-Siemag and partners including Stein-Hourty of France.	