

Trade Review by Mark Sonnenblick

Cost	Principals	Project/Nature of Deal	Comment
NEW DEALS			
\$201 mn.	Taiwan from U.S.A./U.K.	The Republic of China is working out details with Combustion Engineering for Taiwan's twin 950-MW nuclear plants. Combustion Engineering beat back a strong effort by France's Framatome to break into an excellent nuclear market which has been a U.S. monopoly by presenting an offer judged technically superior to the slightly cheaper French deal. C-E is selling the fuel core, reactors, and steam supply system, while England's Parsons won the turbine contract.	
\$588 mn.	Nigeria from Brazil	Paranapanema of São Paulo, Brazil, has signed contract to rebuild 145 km. of rail line from Port Harcourt to the Niger River for Nigerian Railroad Corp. A \$210 mn. low-interest loan from Brazil's CACEX export agency helped win the deal.	Brazil already has signed several billions in construction contracts with Nigeria.
\$480 mn.	Argentina from Switzerland	Farm cooperatives from Sante Fe Province are building a fertilizer plant based on Argentina's abundant natural gas. Geneva subsidiary of Italian state Snamprogetti is providing engineering, technology, and construction supervision and will receive 20% ownership share in INPARGO consortium. Plant will provide 495,000 tpy urea, 100,000 tpy ammonium nitrate; 17,000 tpy ammonia for Argentine farming, which has one of the modern world's lowest fertilizer-usage rates.	Italian and Swiss interests have very strong influence in Argentine financial affairs and construction industry.
\$70 mn.	Guatemala from Switzerland/Italy/Austria	Guatemala has awarded \$46 mn. civil construction contract for Santa Maria II dam to Codelfa of Milan and Pavicon of Guatemala. They will expand existing dam, build regulating reservoir, tunnels, and powerhouse. Swiss and Austrian firms are supplying powerhouse equipment for the 68-MW capacity increase.	Guatemala is contracting despite political uncertainties and troubles with international bankers.
\$200 mn.	Ecuador from Spain	Agroman of Spain will build 500-MW earthfill hydroelectric dam on Guayas River.	Project includes 247,000 acres farm irrigation.
\$125 mn.	Ecuador from Sweden/Norway	Agoyan dam and 150-MW power plant will be constructed by Sweden's ABV and Norway's Hoyer Ellefsen.	On Amazon tributary, Evayas River.
\$56 mn.	Indonesia from Japan	Indonesia has approved joint venture of Komatsu and United Tractor to assemble 1,000 steamshovels and bulldozers per year in Indonesia.	
\$32 mn.	Uruguay from Italy	Italtel subsidiary of Italian state IRI will design and direct installation of rural telephone system in Uruguay.	System includes satellite ground station.
UPDATE			
\$45 mn.	Egypt from U.S.A.	General Motors may soon agree to install a plant near Cairo to assemble light and medium trucks from components manufactured elsewhere.	
\$151 mn.	KwaZulu from U.S.A./South Africa	A subsidiary of General Electric's Utah International is considering digging an anthracite mine in the KwaZulu tribal homeland area of South Africa. Gencor of South Africa would be half-owner of the 1.5 mn. tpy mine.	