

Trade Review by Mark Sonnenblick

Cost	Principals	Project/Nature of Deal	Comment
UPDATE			
\$1 bn.	Venezuela from U.S.A.	Venezuela's expansion of the Guri Dam will be completed by a consortium led by Guy F. Atkinson Co, under \$1 bn. contract. When completed in 1986, Guri at 10,300 MW, will be world's second most powerful hydroelectric project, surpassed only by Brazilian-Paraguayan Itaipu Dam. Dam construction was started in 1978 by four Brazilian and Venezuelan firms, but fell 21 months behind schedule due to serious management problems. The Brasven contractors will continue holding 60% of the concrete placement work, while Atkinson will do 40% and manage everything. Dam will cost \$4.6 billion.	Concrete will be poured at 200,000 cu. yds./mo., 24-hrs./day by 8,125 workers so that first pair of the 10 generators can go on stream in Nov. 1983.
NEW DEALS			
\$445 mn.	Saudi Arabia from Holland	Pipeline from Shu'Aiba desalination plant on the Red Sea to cities of Makkah and Taif to be built by consortium of A. Hak Pijpleidingen (Holland) and Rashid Trading of Riyadh.	Contract awarded.
\$152 mn.	Iraq from Japan	Iraq's new medical facilities and Baghdad sewer extension have resulted in \$152 mn. in orders from Toshiba Iryonkiki and Shimadzu Seisakusho for medical equipment, and from Fujita for sewer construction.	Financed through Marubeni Corp.
\$124 mn.	Malaysia from Sweden	Malaysian Telecommunications Administration contracted Ericsson to supply computerized AXE telephone exchanges.	Nippon Electric of Japan won similar order last year.
\$12.5 mn.	U.S.A. from Sweden	MCI Communications has made the first order from the U.S.A. for Ericsson's AXE computerized telephone switching equipment, which has been sold to 40 other countries.	Ericsson plans to move into U.S. mobile-phone market.
\$9 mn.	Hong Kong from U.K.	Babcock won order for 2 continuous ship unloaders to carry coal off ships at China Light and Power's Castle Peak power station.	Uses a bucket wheel in coal ship to continuously feed coal to belt.
\$60 mn.	Colombia from U.S.A.	Great Lakes Dredge is about to begin 18-month job to create 3 miles of channel and 2 turning basins for 60-ft. draft supercolliers. Will load coal from world's biggest coal pit, El Cerrejón, on Colombia's Atlantic coast.	Cerrejón project being built by Exxon and Colombian govt.'s Carbocol.
\$81 mn.	Indonesia from Japan	Expansion of Java port of Semarang to handle ships of up to 16,000 tons has been contracted to Japanese firms led by Toyo Menka.	Japanese govt. offering yen credit covering 70% of costs.
\$50 mn.	United Arab Emirates from U.K.	Abu Dhabi National Oil Co. has contracted Fluor Corp.'s British subsidiary to build terminal to ship sulfur extracted from oil at its Ruwais refinery.	
\$5 mn.	El Salvador from Colombia	Colombian govt. has set up credit line for exports to El Salvador. At 8%, with 1-5 yr. terms.	Colombia wants its private sector to export items other than cocaine, coffee, and flowers.
\$25 mn.	Malaysia from U.S.A.	Scott Paper is building 13,000 tpy capacity plant to turn paper pulp into toilet paper, tissues and napkins in Malaysia.	