

Trade Review by Mark Sonnenblick

Cost	Principals	Project/Nature of Deal	Comment
NEW DEALS			
\$1.5 bn.	Brazil from Poland	Poland has agreed to pay off its \$1.5 bn. debt to Brazil in the form of goods and services. The agreement, reached in late September, was designed to revive Brazil's exports to Poland, which are running at only half of last year's level due to Poland's inability to finance its imports. Poland will begin to pay debt by sending Brazil sulphur, metallurgical coal and 500,000 tons of crude oil, worth \$125 mn. Petrobras president Ueki says, "I don't know where they'll get it. That's their problem."	Apparently, Poland is working out a series of inter-linked barter arrangements. Brazil is highly import-dependent for sulphur and for coking coal for its steel industry. Poland could supply all its needs for these, if forced to turn to barter. Poland will buy vegetables and soy meal from Brazil.
approx. \$200 mn.	Brazil/Iran	Brazil has signed contract to buy 30,000 bpd crude oil from Iran during fourth quarter. Iran will buy \$100 mn. in Brazilian goods during same period, including 270,000 tons of steel, soy products, and other semi-manufactures.	Brazil cut Iranian links at start of Iran-Iraq war, but is avidly seeking barter partners. Contracts are open to increased counter-trade volumes in 1983.
\$2.5 mn.	Brazil from Bulgaria	Technika of Bulgaria has sold to Cibran of Brazil the technology for Cibran to make Rifampicina, an anti-biotic used to treat leprosy and TB.	Brazil will save \$15-20 mn. per year on imports. Bulgaria accepting payment for half of \$2.5 mn. technology fee in form of five antibiotics produced by Cibran.
	Mexico from U.S.A.	Mexico has signed contract with Hughes Communications International for the first Mexican satellite. The satellite will be used for TV, telegraph, telephone and telex transmissions. To be launched in 1985.	Mexico's Latin American neighbors will be able to make use of satellite.
	Mexico/Dominican Republic	Mexican President López Portillo said Mexico would buy "in the next months" some of the sugar which the Dominican Republic has been unable to sell to U.S.A. because of reduced sugar quotas. World sugar glut and price collapse has caused drastic fall in Dominican Republic income and forced country to go to I.M.F.	Mexico's commitment to Dominican Republic is a "breathing space" for the island.
\$1 bn.	U.S.A. from Canada	U.S. Army awarded contract for up to 1,567 light armored cars to General Motors of Canada. Delivery of 969 cars in main contract will begin in late '83.	Cadillac Gage, the only U.S. bidder, is protesting that jobs should be held in Detroit.
\$ 128 mn.	Syria from Japan	Syria has ordered 26,400 compact cars from Nissan. 15% down, 5 yrs. to pay. In a smaller deal, Syria has contracted \$15 mn. in trucks and jeeps from Japanese companies. Syria is paying cash on this deal at prices discounted for what interest would have cost.	Despite Lebanon combat, Syria's Central Bank seemed flush with cash. Is it hashish and heroin export season?
UPDATE			
	U.S.S.R. from U.S.A.	Armand Hammer and Bechtel Corp. have proposed building a coal slurry pipeline from the Kansk Achinsk coalfields in Siberia to the Moscow region. The pipeline would reduce Soviet rail bottlenecks. It is not yet clear whether it violates U.S. sanctions.	Hammer introduced to Moscow authorities Jerry Weintraub, maker of the sci-fi movie "E.T." Hammer and Weintraub proposed joint TV and movie production with the Soviets.