

## Trade Review

NEW DEALS				
Cost	Principals	Project/Nature of Deal	Financing	Comment
\$340 mn.	Iraq from Korea	South Korea's HYDUNDAI will build Baghdad hospital complex through low bid.		Kuwaitis accuse Korea of subsidizing construction companies.
\$200 mn.	Mexico from U.S.	Expansion of Kimberly-Clark paper products manufacturing in Mexico.	19 U.S. banks; no government guarantee	
	Mexico and U.S.	Caterpillar will join with CYDSA (Monterrey, Mexico) to manufacture public works equipment; the joint venture will absorb Caterpillar's existing subsidiary.		Agreement of intent signed
\$25 mn. total capital	China/U.S.	American International Group and National Insurance Co. of the PRC forming first joint venture to provide insurance for PRC trade.		
	Iraq from Italy	Italian state ENI and AGIP companies will transfer technology to Iraq and sell services and equipment for all parts of the oil cycle. This amplifies previous arrangement.		Agreement signed
UPDATE				
\$115 mn.	Nigeria from West Germany	Daimler-Benz has opened a 40 percent-owned truck producing plant in Nigeria to produce 7,500 medium-weight trucks per year.		Nigerian government is majority owner.
	China to Iraq, Yemen, and elsewhere.	China Construction Engineering Corp. has signed 40 foreign construction contracts worth almost \$100 million during past year. Stone & Webster and European companies planning utilization of Chinese labor gangs.		Chinese competitive because wages are world's lowest.
CANDELLED DEALS				
Not negotiated	Iran/West Germany	Iran nationalized 6 major West German pharmaceutical companies which produce one third of Iran's pharmaceutical products.	Not negotiated	German government investigating.