

## World Trade by Mark Sonnenblick

Cost	Principals	Project/Nature of Deal	Comment
<b>NEW DEALS</b>			
\$430 mn.	Peru from Argentina	Trade agreement signed. Includes \$100 mn. Argentine re-equipping of Peruvian railroads over next 5 years.	Terms to be worked out.
\$400 mn.	Brazil from U.K.	Brazil signed a memorandum of understanding with with England which could give British companies \$400 mn. in orders from Brazil's development of its high-ash coal as oil substitute.	Deals contingent on the British providing very generous finance terms.
	<b>Including:</b>		
\$60 mn.	State of São Paulo from Babcock	Babcock won firm deal from São Paulo for 2 coal gasification plants.	
\$40 mn.	Brazil from Klöckner U.K.	British subsidiary of German Klöckner will develop coal mine next to Santa Cruz electric plant. British expect another \$40 mn. in converting plant from oil to coal.	Letter of intent received. Remainder of \$100 mn. job going to Brazilian companies.
\$339 mn.	U.S.A. from Europe	Eastern Airlines has converted option for nine A-300 Airbuses into firm contract and taken option for 26 more.	All with U.S.-made G.E. engines.
\$230 mn.	Israel from U.S.A.	Israel purchased four Boeing 767s and two Boeing 737-200s.	
\$40 mn.	Egypt from West Germany/Brazil	VW is near deal with Egypt for it to assemble cars there. VW will build \$40 mn. plant in joint venture with National Bank of Egypt and Misr Insurance. Immediate assemblage will begin in Arab American Motors plant. Will use CKD kits from Brazil and Germany with only 10-15% local components required after 5 years.	Egypt will prevent other new car plants for 5 years and give tariff protection.
\$5 mn.	U.S.A. from Korea	Gold Star of Korea building plant in Alabama to assemble 400,000 color TVs per year. Annual quota limiting all Korean TV exports to U.S.A. is 400,000 sets. Half of components will be Korean, half American.	Alabama state bonds financing 90% of plant cost.
\$44 mn.	Ireland from U.S.A.	Medford Corp. of Oregon is building medium-density fiberboard plant in Tipperary. Production for European furniture makers.	Irish IDA giving \$14-\$16 mn. grant.
\$120 mn.	Jordan from France	French telephone equipment consortium led by CIT-Alcatel won Jordanian contract. Involves E10 digital exchanges for towns and rural areas.	
\$60 mn.	Iraq from France	Iraq has bought 30 electricity substations from Merlin subsidiary of Empain-Schneider.	Turnkey basis.
\$55 mn.	Iraq from West Germany	Babcock's German subsidiary will expand production capacity by 100,000 tpy in a cement plant delivered to Iraqi govt. in 1977.	