

World Trade by Mark Sonnenblick

Cost	Principals	Project/Nature of Deal	Comment
NEW DEALS			
\$1.3 bn.	Argentina from Japan	Argentina has awarded contract for improvement and electrification of Roca Railroad to Japanese consortium led by Marubeni. The army's Fabricaciones Militares and Argentine subsidiaries of several Italian groups will get \$188 mn. share of \$460 mn. first stage. 156 electric cars will be made in Japan; 36 in Argentina.	Japanese Ex-Im Bank financing \$434 mn. of \$460 mn. first stage at 6.5%. Hard bargaining forced Japan to cut total price by \$54 mn. and give longer guarantees.
\$356 mn.	Argentina from U.S.A.	Dow Chemical building ethylene and polyethylene plant in northern Patagonia with local partners.	Will run on natural gas.
\$424 mn.	Australia/ Europe	Australia has been offered a partnership in next European Airbus plane, the A-320, now in planning stage. Current British and French Airbus partners would give Australia 2-3% of work on the 1,000 A320s they expect to produce.	A-320 will compete with DC-9 and Boeing 727/737-sized craft, starting 1985.
\$178 mn.	U.S.S.R. from Italy	State-owned Italsider has sold Soviets 400,000 tons welded steel pipe to be delivered during 1981.	Similar German deal going through; but Japanese producers blocked by their govt.
	Italy/U.S.S.R.	ENI-Soviet technological cooperation pact extended for another 5 years. Italians expect to help Soviets recover marginal oil deposits. Soviets may increase crude shipments to Italy.	Italy will import only 3.3 mn. tons crude from Soviets in 1981.
\$129 mn.	Iraq from U.K.	British Metro Consultants Group won contract to design and supervise construction of Baghdad subway. First two lines expected to cost more than \$1 bn.	Opening for British into booming Iraqi projects market, which has gone to French, Germans, Japanese, Brazilians, etc.
\$139 mn.	Indonesia from Denmark	Privately owned PT Semen Padang ordered 600,000 tpy addition to its Padang, Sumatra cement plant from Schmidt of Denmark.	Danish export credits; Indonesian govt. loans.
\$131 mn.	Indonesia from India	PT Semen Padang ordered another 600,000 tpy cement plant from India's Projects and Equipment Corp.	\$54 mn. Indian govt. exports credits.
	Mexico from U.S.A.	Excalibur Technologies of Albuquerque will supply computer hardware and software for new Chihuahua city water system.	
\$66 mn.	U.S.S.R. from West Germany	Lurgi will build plant producing 2 mn. tpy of pure potassium chloride near the Urals.	Output used for fertilizer.
\$300 mn.	U.S.A. from Abu Dhabi	Fluor won order for designing and managing construction of facility to gather and sweeten high-sulphur gas.	
\$30 mn.	Iraq from Canada	Iraqi govt. ordered another 3,500 Chevy Malibus from GM of Canada, in addition to 10,000 worth \$90 mn. ordered last month.	Cars will be assembled in Canada.
UPDATE			
\$244 mn.	Morocco from U.K.	Mixed export credit arranged for steel plant won by Davy. Innovative feature is that Morocco can repay export credit in either deutschmarks or dollars.	\$155 mn. from Morgan Grenfel-led bank consortium with ECGD guarantee, plus \$40 mn. without it; \$24 mn. U.K. govt. low-interest aid funds.



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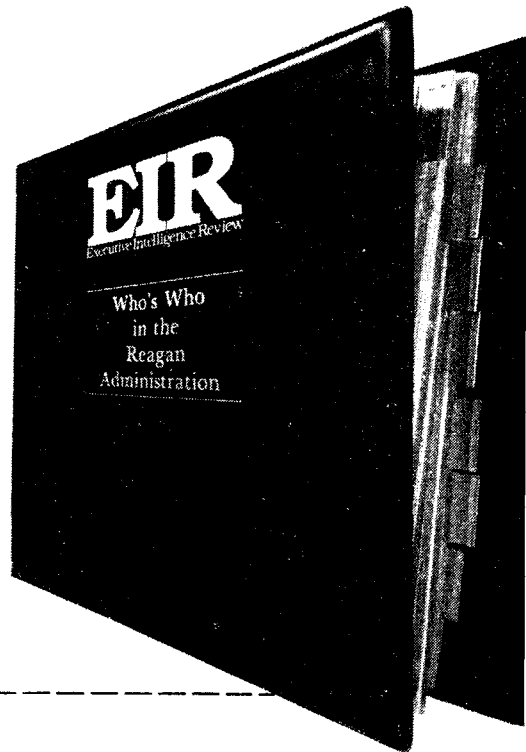
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