

World Trade by Mark Sonnenblick

Cost	Principals	Project/Nature of Deal	Comment
NEW DEALS			
\$815 mn.	Venezuela from U.S.A.	Brown and Root was awarded contract to plan and supervise construction of LNG plant. State-owned Menevén gave Brown and Root contract to build LNG plant on turnkey basis. Will use local contractors.	Local building industry screaming.
\$500 mn.	Saudi Arabia/U.S.A.	Ashland Oil and Petromin, the Saudi state oil company, will build a lubricating oil refinery in the Yanbu petrochemical complex. Petromin will supply feedstocks, Ashland will supervise construction and manage operation, hiring, and training.	Agreement on 50-50 venture runs 50 years.
\$175 mn.	U.S.A. from Italy	State-owned Breda Construzioni Ferroviarie won contract for supplying 294 more subway cars to the Washington, D.C. Transit Authority.	Breda also made D.C. Transit's first 94 cars.
\$800 mn.	Egypt from France	Interinfra consortium won the Cairo subway contract, which has been hotly contested for 10 yrs. Line is 3 miles between Ramses Sq. and Bab el Louk.	French govt. offering excellent credit terms.
	Iraq from Holland	Govts. have reached agreement in principle for joint development of 50,000 hectare Hilla-Hashemiya agricultural project south of Baghdad.	Will involve irrigation, drainage, and desilting of part of "Fertile Crescent."
\$180 mn.	Malaysia from U.S.A.	Malaysian Airlines System has bought 2 Boeing 747-236 jumbo jets which British Airways had on order from Boeing. Jets have Rolls Royce engines.	British Airways had already substantially paid for 747s; resold planes because of slack long-haul passenger traffic.
\$106 mn.	Greece from Sweden	Sweddevelop, Hospital AB will build university teaching hospital in Ionnina for Greek govt.	Turnkey basis.
\$300 mn.	Switzerland from U.S.A.	Northrop won order for 38 F-5 fighters. Most components will be from U.S.A., but final assembly in Switzerland.	In return, Northrop will give Swiss parts orders and help market Swiss aircraft products worldwide.
\$10 mn.	Japan from U.K.	Rolls Royce won an important opening in Japan's marine gas-turbine engine market with Japanese Defense Agency decision to use RR Spey engines in new guided missile destroyers. 2 Initial engines will be built in England, but Kawasaki will do half the work on future orders.	General Electric-Ishikawajima partnership lost out in tough competition for market of up to 50 big ships.
\$100 mn.	Persian Gulf states from South Korea	Hyundai won order from United Arab Shipping Co. for nine 35,500 ton container ships, each capable of carrying 1,800 container units, and 14,000 containers. The buyer is the joint flag carrier for all Persian Gulf states, except Iran, and currently owns 60 vessels.	Hyundai beat 10 competing yards for contract.
\$370 mn.	Saudi Arabia from Holland	Saudi govt. has ordered houses and urban infrastructure from Ballast-Nedam Groep of Holland, which has been building towns there since 1975.	Amsterdam-Rotterdam Bank leading consortium for guarantee facility.
\$26 mn.	Colombia from Sweden	Asea will supply 8 substations for Mesitas hydroelectric project.	Contract signed.