

## Trade Review

Cost	Principals	Project/Nature of Deal	Financing	Comment
<b>NEW DEALS</b>				
multi-bn. to be negotiated in 1981	U.S.S.R. from Japan	Japan's five largest steel companies have agreed "in principle" to Soviet request for 5 mn. tons of steel pipe and 1.8 mn. tons of steel plate. This is first time Japanese have given Soviets long-term steel supply guarantees.	Japan Ex-im yen credits expected for pipes; private yen financing for plate.	Was blocked by U.S. "Afghan" sanctions.
1.5 bn.	Japan and China	Japan is seeking 10 mn. tons per year of coking and steaming coal from China by 1985. China presently lacks transport ability to provide Japan with more than 1.6 mn. tons this year. Tokyo's Overseas Economic Cooperation is offering loans of up to \$1.5 bn. for Japanese to improve Chinese coal railroads and ports.	3 percent on yen credits; very long terms	
70 m	Panama from Japan	Various projects in Colon province.	0.5% over LIBOR; 6 years grace; 15 year term	signed
35 mn.	Spain from Japan	Nissan will produce 250,000 light commercial vehicles and 20,000 jeeps per year with new Spanish investments.		
<b>UPDATE</b>				
3.2 bn.	Iran from Japan	Mitsui announced it would resume building petrochemical complex at Bandar Khomeini.		Construction stopped last year.
900 mn.	Brazil from U.S.	Alcoa will go ahead with bauxite refining plant and aluminum smelter in Maranhão state of northern Brazil.	Being worked out	
180-200 mn.	Iraq from U.S.	2 Boeing 747s and 3 Boeing 727s and spare parts.		State Dept. has recommended granting delayed export license.
166 mn.	Chile from Austria	Premier Bruno Kreisky announced approval of delayed Chilean order for 100 light tanks and 300 machine guns to General Pinochet's government. Order is to Steyr Daimler Puch.		Followed British ending arms embargo.
<b>CANDELLED DEALS</b>				
	U.S. from Japan	Nissan is believed to be shelving plans to build Datsun small commercial vehicle assembly plant in U.S., largely because of opposition from U.S. producers.		Datsun will continue importing from Japan.