

Trade Review by Mark Sonnenblick

Cost	Principals	Project/Nature of Deal	Financing	Comment
NEW DEALS				
more than \$3 bn.	Saudi Arabia from France	France will build coastal defenses and supply naval vessels for Saudi Arabia. The contract reportedly includes missile-launching destroyers, anti-submarine patrol boats, and sophisticated electronic equipment. Thomson-CSF is reportedly the principal contractor, but a large consortium of French industry will get shares in the huge project.		AFP sources report deal signed. London <i>Times</i> says will be signed in late Sept.
\$3 bn.	Colombia from U.S.	Development of Cerrejón coal fields to produce 15 million tons per year by the late 1980s, most for export. Project includes mining, processing, railroad and port. Exxon and Colombian government's Carbocol are equal partners in the venture.	Primarily supplier credits.	Contract signed; construction bidding next year.
\$500 mn.	Brazil/Poland	Brazil is working out major trade deal package with Poland. In return for Poland's providing Brazil with 4 million tons of sulphur during the next 12 years, Brazil is committed to loan Poland \$120 mn., some of which will go to expanding sulphur production. Brazil is negotiating purchase of 200-300,000 tons of cement and 8 specialized ships from Poland. Poland has signed a contract to buy \$200 mn. of Brazilian textiles during the next 4 years. Brazil has opened a credit line for financing \$30 mn. of Brazilian manufacture exports to Poland.	Brazil won right to discount Polish promissory notes.	Despite major Brazilian coal purchases, trade balance heavily favors Brazil.
\$310 mn.	U.S.S.R. from West Germany and France	500,000 ton per year aluminum smelting project in Sayansk, Siberia. A consortium of Kloeckner, its French subsidiary and KHD Humboldt Wedag have signed a contract to provide the Soviets with plant and machinery for the huge smelter and a separate contract covering purchase of the aluminum.	German-Soviet govt. deal for German machinery; Société Générale-led consortium for French.	Alcoa, initially Kloeckner partner, was forced out by Carter's Afghan trade embargo.
UPDATE				
\$1 bn.	France from Saudi Arabia	Saudi Arabia is reported by Agence France Presse to have agreed to finance the development and manufacture of Dassault's Mirage 4000 twin-engine fighter-bomber which otherwise would have been cancelled.	Saudis would loan \$1 bn.	Dassault, French govt. and London <i>Times</i> deny report.
\$844 mn. total	Indonesia from U.S.	Doubling of liquefied natural gas plant owned by Indonesian government's Pertamina to 6.4 mn. tons per year. Bechtel of U.S. has reportedly been given the job as a key contractor, despite a Japanese firm's far lower bid in rough competition.		