

## World Trade by Mark Sonnenblick

Cost	Principals	Project/Nature of Deal	Comment
<b>NEW DEALS</b>			
\$1.7 bn.	Colombia from U.S.A.	Morrison-Knudsen won contract for 16.5 mn. tpy Cerrejón open pit coal mine. Job includes 100-mile railroad, unloading facilities and a new port, plus airport and city for 3,100 people.	Mine jointly owned by Exxon and Colombian govt.
\$300 mn.	Bahrain	Arab Iron and Steel Co. iron pelletizing plant has awarded \$50 mn. dredging contract to local firms. Plant will utilize local natural gas and employ otherwise empty returning oil carriers to bring in iron ore. Plant construction will go to Kobe Steel or Lurgi-Hitachi.	Will shun commercial loans by using Japan's Ex-Im Bank and bank guarantees.
\$100 mn.	Iraq from U.S.A.	International Harvester won order for 1,800 F-5070 Paystar heavy-duty dump trucks from Iraqi govt. Deal includes service, parts, and training. IH beat out 6 competitors for a contract representing half its total 1981 truck exports.	U.S. relations with Iraq suspended since 1967.
\$50 mn.	Iraq from West Germany	Salzgitter subsidiary Karl Walter was given order for 160 mn. brick per year automated brick plant. This is 14th brick plant built by Walter in Iraq in recent years.	Construction of 6 similar plants not interrupted by war.
\$100 mn.	Libya from Italy	Foster Wheeler Italiana will build a plant to produce coke from heavy crude oil as part of a huge aluminum complex near Tripoli. Most of the 170,000 tpy calcinated coke will be used in aluminum refining and the rest exported. Value includes a second contract for engineering management of a new 220,000 bpd oil refinery.	Contracts awarded on a turkey basis.
\$50 mn.	Spain from U.S.A.	Combustion Engineering has won contracts for engineering and components for 2 coal-fired electrical plants to be built in Spain.	
<b>UPDATE</b>			
\$22 mn.	U.K. from Hong Kong	Hong Kong's Yangtsekiang Garment Manufacturing planning a big move into Britain's ragged textile industry with a denim plant in the depressed northeast followed by jeans-making shops for U.K. and export trade.	YGM expects grants from U.K. regional development agencies. Attracted by cheap, unemployed, labor.
\$342 mn.	Ivory Coast from U.K.	Plessey was told by Ivory Coast officials it would get \$342 mn. Abidjan airport expansion contract. Project has been delayed by collapsing coffee and cocoa prices, but will go ahead if oil found offshore. British firms expecting another \$100 mn. in Ivory Coast project orders.	<i>Financial Times</i> celebrates first big British penetration of French sphere of influence.
<b>CANCELLED DEALS</b>			
	China from West Germany	China has ordered suspension of 3 petrochemical projects under construction by Lurgi of Germany. Lurgi, however, says it is continuing work, since all components are being fabricated and it would require 100% compensation. Zimmer, a subsidiary of Davy Int. of U.K. also expects cancellation of its 80% complete polyester plant, worth \$200 mn.	Cancelled suppliers hope China acting from oil, rather than money, shortages.