

World Trade by Mark Sonnenblick

Cost	Principals	Project/Nature of Deal	Comment
NEW DEALS			
\$5 bn.	Brazil/ U.S.S.R.	Brazilian Planning Minister Delfim Netto signed 6 agreements during his mid-July visit to Moscow that provide for massive increase in bilateral trade during next 5 years and for eventual 3-way projects in countries such as Peru, Ethiopia, and Angola.	Negotiations continuing at new Brazilian trade center in Moscow on long lists of products appended to accord. Specific sales include:
\$300 mn.	Brazil from U.S.S.R.	Brazil will immediately double its take of Soviet crude to 20,000 bpd through end of 1982.	Price: \$35/barrel
\$120 mn. each way	Brazil/ U.S.S.R.	Soviets get to provide 5 of 20 generators for Ilha Grande Dam, but 75% of each unit reserved for Brazilian capital goods sector. For this order, Soviets agreed to buy Brazilian manufactures worth 100% of order.	Previous agreement was only 30% counterpart manufactures.
	U.S.S.R. from Brazil	1 mn. pairs of jeans from private Alpargatas textile giant; for September delivery.	One of many private sector orders.
	U.S.S.R. from Brazil	Grains: 900,000 tpy soy and soy meal from 1982 to 1986; 40,000 tpy oils; 500,000 tpy corn from 1983 to 1987; rice also possible.	Brazil, which imported corn for last 3 years, is upping plantings by 10% for Soviet demand.
	U.S.S.R. from Brazil	100,000 tpy bauxite	
	Brazil from U.S.S.R.	Technology and financing for up to 15 wood alcohol plants using Soviet acid hydrolysis process.	Brazil shifting alcohol focus from sugar cane to wood.
	Brazil from U.S.S.R.	Technoexport will aid São Paulo state Paulipetro in oil prospecting.	Soviets helping break Petrobras onshore drilling monopoly.
	China/Japan	Seiko watches will be assembled in People's Republic by Hangzhou Municipal Wristwatch Manufacturing Factory under new deal with Daini Seikosha Co. Chinese will assemble automatic winding parts for 30,000 watches per month.	Seiko watches will continue to be marked, "Made in Japan."
\$48 mn.	Saudi Arabia from Japan	Jameel Shipping ordered two 40,000-ton bulk carriers from Tsuneishi Shipbuilding.	
\$30 mn.	Chile from U.S.A.	Foote Mineral Co. of Exton, Pa. is building a lithium carbonate plant in Chile in joint venture with state-owned CORFO.	Engineering, procurement, construction by Fluor Mining (Pittsburgh).
\$20 mn.	Mexico from U.S.A.	Intel Corp. building assembly plant in Chihuahua.	
\$130mn./ capital	Thailand/ Belgium	60,000 tpy zinc refinery will be built in Thailand. Ownership of Pha-Daeng Industry Co. is 30% Belgian; 20% Thai govt.; 50% Thai private.	45% of zinc to be exported to Southeast Asia.
UPDATE			
	Spain/ Portugal	Portugal is negotiating to become junior partner in Spain's nuclear program. Deal includes 30% stake in Sayago plant near border and training of technicians.	Spain will have first option on future Portuguese nuclear projects.