

## World Trade by Mark Sonnenblick

Cost	Principals	Project/Nature of Deal	Comment
<b>NEW DEALS</b>			
\$835 mn.	Egypt from Japan	An integrated steel complex near Alexandria is to be built by National Iron & Steel Co., a consortium of the Egyptian govt. with Nippon Kokan, Kobe Steel, Toyo Menka Kaisha, and the World Bank. Plans are for 600,000 tpy direct reduction plant, four 200,000 tpy electric arc furnaces, continuous casting units, bar and rod rolling mills.	Japanese will supply engineering and all equipment except rolling mills; open to all bidders. Announced before Sadat murder.
\$400 mn.	Brazil from U.K./France/Portugal/Belgium	Brazil's purchasing pattern has become determined by its financial problems. Planning Minister Delfim Netto will sign package of shipbuilding deals with European yards because financing terms are excellent. Orders include roll-on/roll-off vessels, chemical ships, and other equipment not built in Brazil. Total is 15 ships.	Deal is conditional on European banks providing added \$300 mn. loan package to Brazil's cash-strapped maritime agency, Sunaman, which must pay \$400 mn. debt service this year. Europeans will buy Brazilian exports, such as planes.
	Belgium from Brazil	Armed steel company is signing contract with Brazil's CVRD for 3 mn. tpy iron ore at market prices. Ore will come starting 1984 from Carajas, Brazil's mountain of minerals estimated by Chase Manhattan to be worth over \$333 billion.	Brazil plans \$10 bn. annual exports from \$60 bn. investment in Carajas.
\$65 mn.	East Germany from Japan	Industrieanlagen-Import has contracted Hitachi, Nippon Steel and Mitsui and Co. to build a cold rolling mill for production of steel sheets for appliances and autos. Mill has 400,000 ton capacity. First Hitachi six-role mill to go up in Europe. Japanese underbid Western European competitors, thanks to its Export-Import Bank financing and letting East Germany repay with machinery exports, much of which will be re-exported.	Japan expects another \$550 mn. in East German plant contracts next year.
	South Yeman from India	International Airports Authority of India will design a modern airport at Al Ghaidha in eastern South Yemen. IAAI is completing another airport project in Aden and expects to use equipment already there.	IAAI will probably also win construction contract.
\$70 mn.	U.S.A. from Japan	Penrod Drilling Co. has ordered from Hitachi Shipbuilding a semi-submersible offshore rig capable of drilling to 7,600 meters.	Sixth such rig ordered by Hunt group.
	Algeria from East Germany	Two 500,000 tpy cement plants in eastern Algeria will be built by Industrieanlagen-Import for SNMC by end of 1982.	Algeria boosting cement output by 6 mn. tpy by end of 1982.
\$350 mn.	Spain from U.S.A.	Spain is building 5 fluid catalytic crackers over next four years. A 40,000 bpd unit for Petronor's Bilbao refinery will be engineered and built by Foster Wheeler Ibérica, Técnicas Reunidas, and SENER.	Contract signed.
\$316 mn.	Saudi Arabia from South Korea	Namkwang Construction received orders from the Saudi govt. for a \$206 mn. cement plant at Jubail and a \$110 mn. housing complex in Yanbu.	
\$58 mn.	Algeria from Japan	Algeria buying equipment to raise efficiency of Zarzaitine oil field from Japan.	Financing from Exim and 7 private banks.
\$370 mn.	Algeria from U.K.	Algeria signed memorandum of understanding with U.K. govt. for 20,000 housing units to be built by British contractors.	Algeria prefers state-to-state deals before commercial side set.