

World Trade by Mark Sonnenblick

Cost	Principals	Project/Nature of Deal	Comment
NEW DEALS			
\$1.2 bn.	Indonesia from West Germany/U.S.A.	Aromatics petrochemical complex has been contracted from Thyssen Reheinstahl and Pullman Kellogg by Pertamina, Indonesia's State Oil Company. Plant will make Indonesia self-sufficient in polyesters, with 60% of production exported. Located in southern Sumatra.	Pertamina has granted \$7.5 bn. contracts since last June in an impetus to industrialize undaunted by declining oil prices.
\$1.6 mn.	Venezuela from U.S.A.	Venezuela's national horseracing institute has ordered complete system for validating and sorting lottery tickets. Turnkey system includes OCR document readers, software programs, installation, and training for Venezuelan personnel. Supplied by Lundy Electronics of Glen Head, N.Y.	Venezuela again applies high technology to its "post-industrial" society.
\$233 mn.	Saudi Arabia from U.S.A.	Browning-Ferris Industries of Houston signed 5-yr. contract for garbage collection and street sweeping in Riyadh. Contract includes \$30 mn. U.S.-made equipment to be shipped from Wilmington, Del., later this year. Contractor also has deals in Kuwait, Venezuela, and Canada.	Seeking contracts in Peru, Chile, and Argentina, where city workers fired and unemployed hired for lower wages.
\$466 mn.	Qatar from Japan	A high-density polyethylene plant is being built by Mitsui Engineering in Qatar General Petroleum Corp.'s \$7.67 bn. complex. CDF-Chemie of France is minority partner in venture.	Mitsui has abandoned similar plants in Iran and Singapore.
\$100 mn.	Norway from U.S.A./U.K.	Norwegian state oil company, Statoil, awarded Fluor Ocean Services, a British subsidiary of Fluor Corp., \$100 mn. project manager services contract for part of Norway's \$3 bn. Statfjord gas field pipeline project. Fluor will join in design and engineering, platform building, pipelaying, and procurement. Project includes 840 km. pipelines and an offshore gas treatment plant.	
\$60 mn.	Philippines from West Germany	Plant to process 69,400 tpy of coconut oil into 30,000 tpy fatty alcohol for use in detergents, 29,000 tpy fatty acid for export, and 8,000 tpy glycerine for export will be put up in Philippines. Lurgi will supply technology and \$60 mn. plant equipment and receive 30% ownership in \$130 mn. project.	United Coconut Chemicals is majority partner.
\$2 mn.	U.S.S.R. from Japan	Soviets have bought another 800 tons of polyacrylamide chemicals for use in tertiary recovery of crude oil. In secondary recovery, water or gas is pumped into oil deposits.	Exporters are Nitto Chemical Industry and Mitsubishi.
	China from West Germany	China is moving an entire bankrupt German worsted spinning mill to Shanghai. Package deal, arranged through Swiss bank which controls bankrupt Kammgarnspinnerei Kaserslautern, includes the mill, dye works, labs, and technology.	German workers worsted by the bank.
UPDATE			
\$1.4 bn.	Papau New Guinea from various	Financing for Ok Tedi gold and copper mine comes mostly from subsidized official credit of countries expecting to be suppliers: Australia, \$242 mn.; U.K., \$100 mn.; West Germany, \$100 mn.; Canada, \$88 mn.; U.S.A., \$50 mn.; Austria, \$50 mn. Citibank syndicate coming up with \$150 mn. and stockholders including Amoco with only \$70 mn.	Details in last week's <i>EIR</i> . Bechtel and Morrison Knudsen are prime contractors.