

## Trade Review by Mark Sonnenblick

Cost	Principals	Project/Nature of Deal	Comment
<b>NEW DEALS</b>			
\$35 mn./yr.	Spain from Colombia	Colombia has signed its first export contracts for coal from the El Cerrejón pit, which goes on stream the week of July 19-24. First contract is for 350,000 tons by December to Spain's Carboex. Second contract, also with Carboex, is for 600,000 tpy for 10 yrs., starting 1986 when 2nd phase of pit is completed. El Cerrejón is joint venture of Exxon and Colombian state-owned Carbolcol.	Carbolcol is engaged in big coal exploration program; it plans to supply 10% of world's 600 mn. tpy coal trade expected in year 2000.
\$47 mn.	Australia from Japan	Coal-handling system for new coal port at Newcastle, New South Wales, ordered from IHH and Mitsui & Co. Consists of two 8,000 ton per hour reclaimers and four 6,600 ton per hour stackers.	Broken Hill Property's port will ship 15 mn. tpy coal, starting 1984.
	China from Japan	Shanghai University has ordered a sophisticated robot with a microprocessor for a brain from Dainichi Kiko of Japan. Shanghai University is zealous to use robots to relieve human beings of dangerous jobs.	
\$45 mn.	Jamaica from U.S.A.	Cable Belt Conveyors won contract for nine-mile single-drive conveyor system to carry bauxite from the Manchester plateau to refinery.	Kaiser-Reynolds-Anaconda partnership developing new bauxite pit.
\$3 mn.	Nigeria from U.K.	Nigerian Agricultural Ministry has ordered 250 rotary drilling rigs from Duke and Ockenden.	For irrigation wells in dry northern Nigeria.
\$66 mn.	Egypt from Spain	Buildings and other installations at Shoubrah-El Kheima thermal electric plant were contracted to Dragados and Entrecanales y Tavora, two Spanish construction companies.	Egyptian market is returning to normal, after disruption by Sadat murder.
\$1.2 bn	Bahrain from U.S.A.	A consortium of Bahrain and Kuwait govts. plan a \$1.2 bn. plant to convert 80,000 bpd of heavy oil into fuel.	Lummus Co. is making feasibility study.
	West Germany/Japan/Mexico/Brazil	Volkswagen and Nissan are beginning integrated operations with Nissan's producing and marketing VW's "Santana" compact car in Japan in late 1983.	Also considering joint ops. in Mexico and Brazil.
<b>UPDATE</b>			
	Venezuela from U.K.	Venezuelan Air Force has reaffirmed its order for 24 British Skyhawk jets. Order had been suspended to protest British aggression against Argentina.	
\$30 mn.	Nicaragua from France	French Socialist govt. reaffirmed contracts to sell Sandinista regime \$15 mn. in arms. French made new \$15 mn. credit offer for paper plant and cocoa coop. machinery.	Part of Socialist International political offensive to "take over" Ibero-America after Haig scuttled U.S. influence in region.