

## Trade Review by Mark Sonnenblick

Cost	Principals	Project/Nature of Deal	Comment
<b>NEW DEALS</b>			
\$125 mn.	Indonesia from West Germany/Japan	Coal mining and carrying equipment have been ordered by Indonesian state-owned mining co. Tambang Batubara Bukit Assam for Air Laya lignite pit in South Sumatra. O. K. Orenstein is supplying five compact bucket wheel dredgers; Marubeni is making a 27-km. mine-port conveyor belt system.	Delivery and assembly.
\$97 mn.	Saudi Arabia from U.S.A.	Saudis have ordered 160 high-density microwave relay stations from Rockwell Intl. for its internal system to be completed by Dec. 1985.	Deal is for engineering, producing, installation, and testing.
	Saudi Arabia/Hungary	Saudis and Hungary have set up jointly owned trading company, Skala-Arab Trade Promotion Ltd., which will run bilateral trade. Equally owned by Saudi Caravan Transport Establishment, Skala Cooperative (Hungary's largest department store chain), and Hungarian International Bank. First sale is \$4 mn.	Hungarian lighting equipment, but potential runs in hundreds of millions of dollars.
\$405 mn.	Indonesia from U.S./Japan	Plant to produce 180,000 tpy kraft paper in Northern Sumatra contracted by Indonesian govt., which will own 50%. Georgia Pacific will hold 25% and provide management. P. T. Alas Helau, a local private lumber company, will own remaining 25%.	Plant will be built by Hitachi Zosen and Nichimen of Japan, with \$214 mn. Japanese Ex-Im Bank financing. Will replace imported paper.
\$13 mn.	Egypt from U.S.A.	Egyptian Ministry of Industry and Mineral Wealth has contracted RCA Service Co. for 4 yrs. of job training for Egyptian industry.	Funded by U.S. AID grant.
\$5 mn.	U.S.S.R. from Japan	Two highly automated marine container repair systems were bought for the Soviet docks in Nakhodka and Odessa regions from Kawasaki Heavy Industries.	Each will repair 8,000 containers/yr.
	U.S.A. from Venezuela	Petroleos de Venezuela will supply Union Carbide's Ponce, P.R., petrochemicals complex with petroleum gas and naphtha through the 1980s under recently signed contract.	
\$100 mn.	Iran/Pakistan	Iran will import 130,000 tons of wheat from Pakistan at 20% discount from world price and 50,000 tons of sugar, as well as rice and fertilizers under new barter agreement.	Pakistan will get oil and "Afghan freedom fighters" from Iran.
\$120 mn.	Bahrain from Japan	Gulf Aluminum Rolling Mill Company, sponsored by the govts. of Saudi Arabia, Iraq, Bahrain, Kuwait, Qatar, and Oman, has sent a letter of intent for an integrated aluminum rolling plant to Ishikawajima-Harima Heavy Industries, which will do everything from start to finish on the 40,000-tpy plant, except for employee training, which will come from Nippon Light Metal Company.	The Gulf region is going for energy-intensive materials processing.