

## Trade Review by Mark Sonnenblick

Cost	Principals	Project/Nature of Deal	Comment
<b>NEW DEALS</b>			
	U.S.A. from Japan	General Motors will import 150,000-200,000 Chevettized front-wheel drive compacts made in Japan by Isuzu Motors. GM is increasing its stake in Isuzu to 40% to help it gear up production of new model. GM also talking with Toyota about a joint venture to make Toyotas in a greenfield plant in the U.S.	Technological decline of U.S. has forced auto makers to go Japanese to compete.
\$17 mn.	Japan from U.S.A.	Baker International of California building plant in Japan which will produce specialized tools for oil and mining industry.	Joint venture with Nippon Steel and Nippon Steel Metal Products.
\$157 mn.	U.S.A. from West Germany	Pennsylvania Dept. of Transportation has ordered 1,000 city buses from a German manufacturer, Neoplan. The buses will be built in Lamar, Colorado, using suspension units and some other components made and pre-assembled in Germany. But engines, transmissions, axles and many other parts will be made in U.S.A.	
\$70 mn.	U.S.A. from Sweden	A new coal-fired electric plant being built by Grand River Dam Authority at Pryor, Oklahoma, is having flue gas cleaning system made and installed by Fläkt of Sweden.	
\$350 mn.	Indonesia from U.K./Sweden	Indonesia's state electric company awarded contract for Mreca hydro-electric project to British/Swedish combine after fierce foreign competition. Project is for 180 MW dam and power facilities in central Java. Winners are Balfour Beatty, Skanska Cementgjuket, Asea and Sweco. Will be financed at 7.75% by Swedish govt. and Barclay's.	Japanese and French angry at losing contract in which everyone dealt under the table with their local assets.
\$204 mn.	India from Nauru	India and Nauru, a western Pacific island covered with phosphates, have agreed to set up fertilizer plant using Nauru phosphates in Orissa state of India. Plant will make 130,000 tpy nitrogen and 330,000 tpy diammonium phosphate.	
\$400 mn.	Saudi Arabia from Turkey	The Turkish consortium of Kutlutas-Enka is building 2,000 houses in Medina. Amex Bank is financing \$96 mn. advanced payment and performance bond.	Turkey has \$12 bn. in overseas contracts, 70% in Libya.
\$46 mn.	China from France	Minequip of France has sold China coal-mining equipment for Yanzhou field in Shandong province. Equipment financed by Société Générale at 7.5% buyer credit.	Mine will yield 4.4 mn. tpy coal.
<b>UPDATE</b>			
\$780 mn.	India	Indian Govt. has approved construction of new port at Nhava Sheva, near Bombay. Port, including ample container facilities, is designed to ease Bombay congestion, which has caused \$104 mn. revenue losses by official calculations.	Financing includes \$330 mn. from World Bank; \$220 mn. in rupees from Bombay Port Authority; suppliers credits.
	Poland from U.S.A.	U.S. Corn Growers Association delegation in Warsaw seeking way to get around freeze on bank credits to Poland to permit Poland to import up to 1 mn. tons of corn.	Poland is offering to barter sulphur, cement, and coal.
	Venezuela/Spain	Spanish state oil company, Instituto Nacional de Hidrocarburos, is negotiating deal with its Venezuela counterpart, Petroven, for exchange of crude oil from Latin America for Spanish refined products.	In similar deal signed August 1981, Spain receives 500,000 tpy Mexican crude and sends back annually \$130 mn. refined products.