

World Trade by Mark Sonnenblick

Cost	Principals	Project/Nature of Deal	Financing	Comment
NEW DEALS				
\$333 mn.	Mexico from Japan	Nissan will boost its auto engine-building capacity in Mexico from 100,000 to 360,000 engines per year for Mexican internal market.		Nissan says will not export to U.S.
\$297 mn.	Korea from U.S.	Western Electric will provide \$297 mn. in U.S. goods and services for Phase II of Korea's \$2 bn. telecommunications expansion program.	Eximbank approval announced for \$252 mn. at 8.375%.	
\$65 mn.	Portugal from Italy	Italimpianti won tough international bidding for designing and partially equipping Portuguese state steel company's new blast furnace and revamping old one at Seixal. As part of deal, Italy agreed to absorb part of Portugal's future steel surplus, while immediately selling many manufactured steel products to Portugal.	Supplier's credit by Italian banks at lowest rates tolerated by EC.	Italy will use Portuguese steel components for steel plant projects abroad.
	Argentina from U.S.S.R.	Argentine National Atomic Energy Commission bought 5 tons of heavy water from the Soviets for use as moderator and coolant in Atucha I, only operating nuclear plant in Latin America. Normal replenishment needs are 1.5 tons per year.		Under IAEA safeguards; big step for Soviets, displacing "unreliable" U.S.
\$86 mn.	U.S.S.R. from Italy	Fiat-Allis has won order for 300 heavy track loaders, weighing an average of 63 tons.		Italian govt. has approved; deal signed.
\$200 mn.	U.K. from France	Bristow Helicopters has ordered 35 Super Puma helicopters from French govt.'s Aerospatiale for use with North Sea oil platforms.		Aerospatiale makes 78% of sales for export.
\$59 mn.	Mexico from U.S.	Kimberly-Clark will buy U.S. paper manufacturing equipment for its new Mexican plants.	Exim providing \$25 mn. at 8.75%; private banks \$25 mn.	
	China from West Germany	Busch KG of Baden-Württemberg, Germany is entering a 50-50 joint venture with the Chinese for a vacuum pump plant in Shanghai. Dr. Karl Busch, a small manufacturer, aims at Chinese and Third World market.	Probably German-Chinese credit program for small deals.	Being promoted by Baden-Württemberg state.
UPDATE				
\$740 mn.	Mexico from Japan	Japan's Trade Minister R. Tanaka offered loans and credits which can be used only to cover equipment from Japan and developing countries. They are not tied to specific projects.	\$148 mn. in yen credits at 4.25%; plus \$592 mn. in Ex-Im yen loans at 8%.	Gives Japan best track on rail electrification, steel, and other projects.