

World Trade by Mark Sonnenblick

Cost	Principals	Project/Nature of Deal	Financing	Comment
NEW DEALS				
\$1.5 bn.	Iraq from West Germany/Italy	Dam on Tigris River to be built by consortium of German Hochtief, Züblin, and Trapp and Italian Impreglio, Italstrade and Cofegar. Dam, near Mosul, will provide hydroelectricity, irrigation, and flood control.	Hochtief seeking Hermes-backed export credits.	Construction will begin immediately.
\$160 mn.	Iraq from West Germany	German contractor Züblin has won contract to build 16 agricultural colleges in Iraq in joint venture with Iraqi builder.	Credits guaranteed by state-backed Hermes.	Hermes has resumed cover for Iraq, suspended during war.
	Morocco from France	French Prime Minister Barre signed for French nuclear company Framatome to study feasibility for building a nuclear power station. Morocco's nuclear industry would be based on extracting uranium from its vast phosphates deposits, and French state-owned Cogema is building a plant to do that. This forms part of Morocco's \$5.7 bn. phosphate industry 5-year plan. French also building million-kilowatt shale-burning electric plant.		Parts of phosphate plan still up for grabs. U.S. opportunities may be linked to arms sales policies.
U.S. \$6.7 bn.	Japan from Canada	Denison Mines has reportedly secured 15-year contract to sell Japan 5 mn. tpy metallurgical coal at reported price of \$63/ton and 1 mn. tpy thermal coal. Teck Corp. close to similar deal for 1.7 mn. tpy metallurgical coal. British Columbian and Canadian govts. will put more than \$600 mn. into infrastructure of loading at mines and transshipment at Prince Rupert port.		Buyers are Nippon Kokan, Nippon Steel, and Kawasaki Steel; terms not formally announced.
UPDATE				
\$5 bn. of \$11 bn.	U.S.S.R. from West Germany/Europe	Soviet Deputy Trade Minister Ivanow and 25 German banks have reached agreement on German portion of deal for Western European countries to build a 5,000 km. pipeline to bring them natural gas from Siberia. British and German sources report the deal was made at low interest, in return for German industrialists charging more for equipment and materials they will provide on the \$11 bn. construction project. Estimated value of 43 bn. cubic meters per year of gas supplied from 1985-2005 is \$500 bn., about 25% of European consumption.	Bank loans at 7.75% on Deutschemarks.	Britain and Carter have tried to thwart negotiations; deal may be signed in February.
\$250 mn.	China from World Bank	World Bank is studying loan to China of \$250 mn. for "education development" and additional funds for other projects.		Approval expected by July.