

## World Trade by Mark Sonnenblick

Cost	Principals	Project/Nature of Deal	Comment
<b>NEW DEALS</b>			
\$600 mn.	Bahrain/Saudi Arabia from Holland/Japan/Saudia Arabia	A Dutch, Japanese, and Saudi consortium beat out 42 competitors for building the 38-mile Bahrain-Saudi causeway.	
\$100 mn.	Mexico from U.S.A.	GM's Detroit Diesel Allison division is building a diesel engine plant in Aguascalientes. It will build 230-460 hp. heavy-duty diesels for Mexico.	Mexican partner Somex will put up 60% of capital and manage plant.
\$6 mn	Holland/U.K. from Zaire	Zaire's state marketing agency Sozacom has sold 600,000 carats of rough diamonds to independent dealers in Antwerp and London. Deal is significant in that it breaks De Beers' 14-year Central Selling Organization monopoly on Zaire's diamonds. De Beers head Sir Phillip Oppenheimer is blackmailing Zaire with threats of getting IMF lending cut off if breaks diamond monopoly.	Other black African producers may break De Beers monopoly.
	U.S.A. from Japan	Kokusan will export 80,000 car door handles and locks per month for use by Ford in "U.S.-made" cars.	KKK has steadily increased handle exports to Ford since 1971, except for suspension during last year.
\$200 mn.	East Germany from Japan	Marubeni won contract for 45,000 ton capacity iron foundry for East German truck industry. It will be paid with plant's production—engine blocks, iron castings and brake drums—plus machine tools and electric machinery.	Marubeni beat out West German and British competition.
\$219 mn.	Jamaica from World Bank	World Bank is providing \$219 mn. of \$656 mn. cost of doubling Alcoa's 550,000 tpy alumina refinery. Jamaica will finance \$269 mn. and Alcoa and 3 Norwegian partners the remainder.	Will use coal boiler to cut costs in fuel-short Jamaica.
\$70 mn.	Canada from Japan	Idemitsu Kosan signed contract to dig steam coal in Alberta as 20% partner with a Canadian Pacific subsidiary. Mine will produce 1 mn. tpy from 100 mn. ton reserves. All production will go to Japan.	First Japanese steam coal project in Canada.
<b>UPDATE</b>			
	East Germany from Japan	East Germans are interested in 20-30 industrial robots from Fujitsu Fanuc "robot-producing robot-operated factory" in Japan. East Germans plan to import 45,000 robots for handling, welding, and painting by 1985.	
	Brazil from France	Thomson-CSF announced it has won Brazilian air traffic control systems, as reported in <i>EIR</i> .	
<b>CANCELED DEALS</b>			
	U.S.S.R., Algeria, Iraq from Jamaica	Jamaica has canceled plans to build a state-owned 600,000 tpy alumina refinery which would have supplied alumina to the Soviet Union, Algeria, and Iraq. Deal signed by ex-President Manley involved Arab funding. Soviets and Jamaica agreed to cancel contract for 1.7 mn. tpy alumina over 7 years. Iraq and Algeria supply deals under review.	Seaga will instead focus on doubling Alcoa's 550,000 tpy refinery. (see New Deals.)