

World Trade by Mark Sonnenblick

Cost	Principals	Project/Nature of Deal	Comment
NEW DEALS			
\$870 mn.	East Africa	Egypt's Roads Authority announced plans for a 9,150 km. asphalt road link stretching down through East Africa to connect Egypt with Sudan, Ethiopia, Kenya, Tanzania, Zambia, and Botswana.	Biggest thing since Britain's Cape-to-Cairo railroad.
\$19 mn.	Mexico from U.S.A.	Mexico has leased an integrated transportation system to move grain from U.S. Gulf ports into Mexico without going through Mexico's clogged and overburdened railroad system. Maritime Akallia, S.A. has leased 2 grain barges, 127 tractor trailers, a warehouse kit, two silos, and docking facilities through Manufacturers Hanover Leasing Corp.	80% of Mexico's grain imports come from U.S.A.
\$50 mn.	China from U.S.A.	AMF has installed the first 6 automated bowling alleys in China, as part of a \$50 mn. package of sporting equipment, clothing machinery, and tire-retreading equipment.	China has few strikes, but will have many spares.
\$85 mn.	Bangladesh from Saudi Arabia	Saudi Fund for Development is giving \$85 mn. aid for Chittagong urea fertilizer plant. Aid is part of \$300 mn. pledged by Saudis in 1977-78.	Bangladesh also building super-phosphate fertilizer mixing plant.
\$92 mn.	Spain from U.S.A.	Guardian Industries Corp. of U.S.A. will build new kiln for the Vidrieras de Llodio glass company it purchased last year.	Alvava province govt. giving major tax breaks to help modernization.
\$270 mn.	Spain from Kuwait/West Germany	A consortium of 18 Spanish steel companies is building a 750,000 tpy pre-reducing steel plant in Huelva, Spain. Spanish private and public companies will have 52% ownership; Kuwait Foreign Trading Contracting will have 25% with \$14 mn. capital; and West Germany's Lurgi, 13% with \$10 mn. capital.	Plant will use local iron ore and natural gas; will reduce Spain's scrap iron imports.
\$215 mn.	Peru from Canada	One of Canada's 3 large engineering firms, SNC of Montreal, won \$215 mn. contract for procurement and construction management for Tintaya copper mine from Peruvian govt. Mine plan calls for 160,000 tpy copper concentrate from rich 2.5% copper ore.	\$100 mn. soft financing from Canadian Export Development Corp.; remainder from banks led by Toronto-Dominion. Tintaya site is over 13,000 ft.
\$100 mn.	Egypt from Italy	Ansaldo of Genoa won contract for supplying and building thermal power station near Cairo. Will run on oil or gas.	World Bank financing.
\$113 mn.	India from U.K.	Northern Engineering Industries will build 120 mw coal-fired electric plant to power electric furnaces used to produce high quality alloys for Indian Metals and Ferro Alloys in Orissa. Letter of intent signed; financing to be arranged will include U.K. ECGD soft terms, since most of equipment will be from NEI companies in U.K.	Turnkey basis. Controlled by Birla group.
\$400 mn.	Brazil from Europe	Brazil is expected to obtain \$400 mn. on soft terms from the European Coal and Steel Community to finance the \$3.3 bn. Carajas iron ore project in return for long-term ore supply contracts under favorable conditions for European steel-makers. As happened in Japan, where Brazil obtained only half the \$1 bn. they were seeking for project, the Europeans are expected to trim the \$600 mn. Brazil wants from them. The World Bank is providing \$300 mn.	Carajas has world's richest iron ore lode; plan is for 25 mn. tpy ore exports by 1985.