

Trade Review by Mark Sonnenblick

Cost	Principals	Project/Nature of Deal	Comment
NEW DEALS			
\$59 mn.	Nigeria from Japan	Nigeria has contracted Taisei Corp and C. Itoh to develop 5,000 hectares of rice paddies in Lower Anambra region. Taisei, the first Japanese construction firm to move into the West African market, has also won contract worth \$37 mn. to build 246-room hotel in Nigeria's new capital of Suleja.	Despite oil price drop, Nigeria giving priority to food and to finishing capital.
	Nigeria from Holland/Japan	Unilever and Matsushita have tentatively agreed with Nigeria to set up large electrical manufacturing company. Deal conditional on Shagari govt. easing rules on foreign ownership.	Such changes expected.
\$300 mn.	Saudi Arabia from Italy	Oto Melara, the Italian weapons manufacturer, has sold the Saudis 200 missile-carrying armored personnel carriers armed with Emerson retractable anti-tank missiles and heavy machine guns.	
\$100 mn.	Italy/Libya	Calabrese Veicoli Industriali of Bari and the Libyan government will build a plant near Tripoli to turn out 10,000 parts per year for heavy industrial vehicles.	May help keep Qaddafi's tanks rolling.
\$239 mn.	Saudi Arabia from Japan/U.S.	Arab American Oil Co. ordered a natural gas separation and sweetening plant from Nippon Kokan. Stone and Webster Engineering is major subcontractor. The plant at Tanajib, 120 miles north of Al Jubail, will process 470,000 bpd of crude oil from the offshore Marjan field.	Includes gas-oil separators and units to remove salts, hydrogen sulfide, and carbonic acid gas, plus storage tanks.
\$81 mn.	Egypt from U.S.A.	AT&T International is supplying electronic switching exchanges for 173,000 new phone lines in Cairo and Alexandria. System has capacity to expand to 320,000 lines and includes operations and maintenance centers and training center.	U.S. State Department's AID helping with financing.
UPDATE			
	Guatemala/Ecuador from Mexico/Brazil/Venezuela	The state oil companies of Mexico, Brazil, and Venezuela are combining their skills to aid the less-developed countries of Latin America to find and exploit their oil and gas potentials. Formal structure of the trinational company being worked out, while surplus technological capabilities of Pemex, Petrobras, and Petroven beyond needs of their countries' domestic programs are being surveyed. It has been agreed that Guatemala and Ecuador will be first recipients of services of new joint venture, a rare example of South-South technological cooperation.	Headquarters will be in Jamaica, Brazilian officials report. Jamaica's "free-enterprise" narcotics oriented economic model clashes with role played by state oil companies in home countries. World Bank may have influenced HQ site selection.
	Singapore from Japan/Holland	Mitsui Petrochemical will withdraw from Singapore's planned ethylene oxide and ethylene glycol plant in which it had been partners with Singapore govt., Shell, Sumitomo Chemical, and others. Mitsui flaked off because it calculated Singapore's oil-based process out-competed by cheaper natural gas-based petrochemical production in U.S.A. and Canada. The Singapore project will be completed on schedule, without Mitsui.	The Mitsui group got badly burned in earlier Iranian and Chinese projects which collapsed; is instituting financial retrenchment.
CANCELED DEALS			
\$107 mn.	Poland from Japan	Polyester filament and staple fiber spinning factory with 40,000 tpy capacity, ordered by Poland in 1979 from Teijin and C. Itoh. Poland asked Japanese to postpone construction at end of 1980.	Japanese shipped and received payment for 1/3 of equipment.