

Trade Review by Mark Sonnenblick

Cost	Principals	Project/Nature of Deal	Comment
NEW DEALS			
\$39 mn.	U.S.A. from Israel	Tadiran Israel Electronic was granted a U.S. Army contract for radios used in tanks and armored cars.	
\$2 mn.	Argentina from Japan	Casio Computer will assemble 150,000 calculators per year in Argentina from parts made in Japan. Half will be general calculators, 20% scientific, and 30% wristwatch calculators. Local electronics firm will do assembly.	Casio starting similar assembly operations in China at 400,000/yr. and Mexico at 40,000/yr.
\$14 mn.	Qatar from Holland	HVA International is building an 8-acre greenhouse complex near the Persian Gulf. The dozen greenhouses have computerized irrigation and climate controls. Contract includes treatment plant to recycle waste water for the project and air conditioning for the lucky plants.	
\$75 mn.	Paraguay from Spain	Spain's Entrecanales y Tavora won contract for 1.3 km. bridge across Paraguay River at Concepción. Banco Exterior de España providing financing.	Bridge is part of road across flood plain which had recently been rumored to have been cancelled.
	Saudi Arabia from U.S.A./Austria	A 40 mn gallon/day desalination plant and a power plant to run it will be built to supply water to city of Tabuk, near the northern end of the Red Sea. Kuljian Corp. of Philadelphia is designing and supervising plant construction; an Austrian firm the pumping stations and pipeline, and a Saudi partner the working housing.	
UPDATE			
\$101 mn.	Burma from Japan	Japan's Overseas Economic Cooperation Fund gave concessionary loan to finance parts of projects in Burma, including Baluchaung hydroelectric dam, integrated LPG recovery project and cement expansion.	Soft loan—not tied to purchase from Japan—is at 2.25% (on yen) for 30 yrs., with 10 yrs.' grace.
	Brazil from Japan	Mitsubishi Chemical Industries studying feasibility of 150,000 tpy vinyl chloride monomer and 100,000 tpy vinyl chloride polymer plant.	To be located in Alagoas, an impoverished state in Brazilian Northeast.
	U.S.S.R. from France	French govt. ordered Dresser-France to ship 3 gas compressors and finish making 18 more for Siberian-Western European gas pipeline. Dresser-France is first European firm ordered to break "Polish" embargo on U.S. equipment to pipeline.	Pipeline is going ahead.
\$1.7 bn.	Spain/Morocco	New study for 15-mile tunnel under Strait of Gibraltar commissioned from INTECSA of Madrid and Mott, Hay and Anderson of Britain. Tunnel will run up to 1,200 ft. deep and will carry 1 or 2 railroad tracks.	