

Trade Review by Mark Sonnenblick

Cost	Principals	Project/Nature of Deal	Comment
NEW DEALS			
\$600 mn.	Libya from U.S.A.	Boeing has asked Commerce Dept. for export licenses for 12 large passenger jets sought by Libyan Air. State Dept. blocked similar request in 1980, but this one is now under "inter-agency review."	Libya promises it won't use these planes for transporting its troops or international terrorists.
\$5 bn.	Libya from U.K./others	Libya has begun a project to integrate water sources along its coast. First phase includes 1,200-mile pipe connecting cases wells. Brown & Root (U.K.) is surveying and managing project.	Will be source of 40 to 50 big construction contracts during next two years.
	Iraq from West Germany	Dorsch Consult of Munich won contract for detailed design and construction management of first stage of Baghdad subway system. Dorsch and partners will design \$465 mn. 5.5 km. segment including main downtown station; construction begins Jan. 1984.	Basic 32 km. system of two intersecting lines will cost \$2.5 bn. by 1990 completion.
\$220 mn.	Iran from Italy	Gruppo Industrie Elettromeccaniche of Milan won contract for 320 MW electric plant fired by oil or gas.	First big new contract since Khomeini coup.
Approx. \$660 mn.	U.S.S.R. from France	Compagnie Française d'Etudes et de Construcion Technip signed contract to provide Soviet Gas Ministry with a plant to sweeten the 106 bn. cu. ft. per yr. of natural gas the Soviets will be pumping from new fields on the Caspian Sea. Technip says that 100% French technology developed by Elf-Aquitaine will be used and that much of the equipment will be made by Creusot-Loire. Technip will provide everything from detailed studies to start-up assistance with the exception of civil construction.	Gas in Astrakhan fields is very sour and requires complex treatment. Plant will extract up to 9,000 tons per day of sulfur when completed in 1986. France applied economic pressure to win project.
\$178 mn.	Thailand from U.S.A./Japan	Consortium of U.S. and Japanese companies signed contract for building a 350 mn. cu. ft./day natural gas separation plant at Mabtapud and storage depot and docks at Khao Bo Yang, 60 km. away.	
\$172 mn.	Algeria from Japan	Sonatrach awarded contract for building a 317 km. natural gas pipeline in central Algeria for JGC Corpation and C. Itoh. Completion expected in 1984.	Export-Import Bank of Japan providing buyers credit.
	South Korea/ U.S.A.	Baldwin pianos will be made in Korea by the Korean-American Musical Instruments Corp., a joint new 50-50 venture between Baldwin and Samick Musical Instruments Manufacturing Co.	Will make 5,000 Baldwin label pianos and organs/year for export to Europe, U.S.A., Australia.
\$640mn.	Brazil from West Germany	Brazil signed contracts with Siemens, Voith, and other German and Brazilian firms for equipment for the 3,200 MW Xingo Dam south of the Amazon's mouth. Contract includes 20 transformer stations.	

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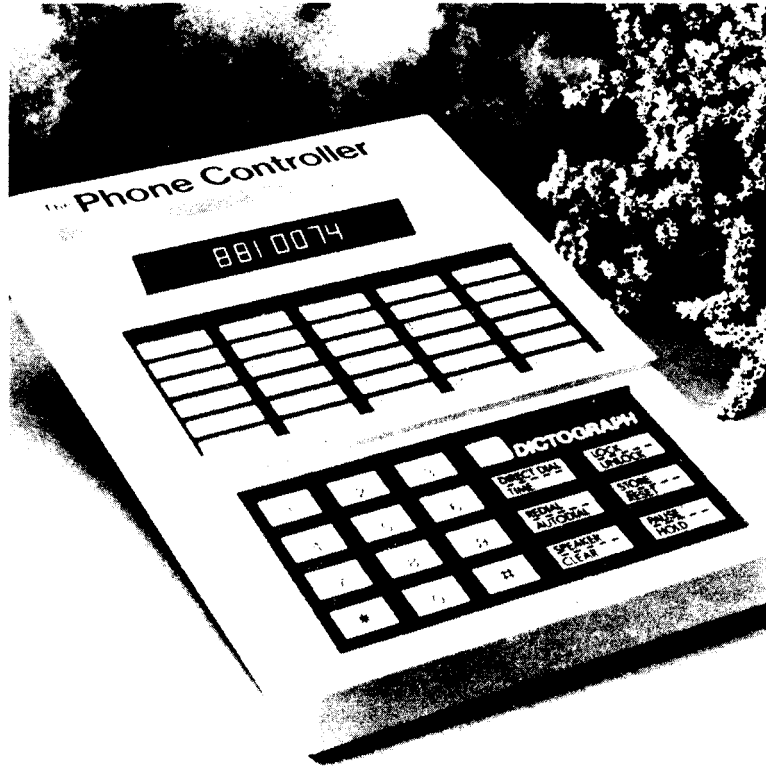
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