

# WORLD TRADE REVIEW

## New trade deals

PRINCIPALS	PROJECT / NATURE OF DEAL	COST	FINANCING	STATUS
France/German Dem. Republic	Bilateral trade agreement. France and GDR will jointly produce machine tools in France for sale in both markets and to third countries.	\$1.47 bn over 1980-1985	France will arrange	Pact signed
Libya from Italy	Pirelli and three other Italian groups (Ceat, Telettra of Fiat, and Sirti) will build a 6,000-km-long communications network (telephone, telegraph, and television)	\$500 mn		Contract awarded
Netherlands from U.S.	KLM-Royal Dutch Airlines has ordered three Boeing 747s as part of \$2 bn investment program	\$208 mn		order announced by KLM chairman
Greece/Libya	New expansion of bilateral trade agreement. Libya is supplying Greece with one-third its oil, Greece has launched construction projects in Libya. Furthermore, an investment company has been set up to plan joint ventures, including possibly an ammonia and fertilizer plant	\$170-200 mn p.a.		Government agreement
Zaire from OPEC	Railway modernization project receives further credit issuance	\$157 mn	\$7 mn in credit (already committed: IDA, Saudi Fund, et al.)	Loan announced
U.K., Sweden, and Hong Kong from S. Korea	Hyundai Shipbuilding and Heavy Industries has won orders for building 5 bulk carriers: two for Shell International Marine (U.K.), two for the Salen group (Sweden), one for Tehu Cargocean Management (H.K.)	\$150 mn		Contracts received
Mexico from U.S.	Mexicana Airlines has purchased two DC-10 jumbo jets for 1981 delivery	\$85 mn		Contract signed
Saudi Arabia from France	Renault will build a network of 23 truck service stations for the Saudi government	\$51.8 mn		Winning contract announced
Republic of Ireland from U.S.	Union Camp Corp. will build a highly automated corrugated container plant in a joint venture with Kerry Cooperative Creameries Ltd.	\$15 mn		

**Abbreviations:**

U = Undetermined  
 NAp = Not applicable  
 NAv = Not available

**\*Status:**

I = signed, work in progress  
 II = signed, contracts issued  
 III = deal signed  
 IV = in negotiation  
 V = preliminary talks

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