

## Trade Review by Mark Sonnenblick

Cost	Principals	Project/Nature of Deal	Financing	Comment
<b>NEW DEALS</b>				
	Brazil from U.S.S.R.	Xingu and Ilha Grande dams. Soviets are expected to provide the portion of the turbines, copper cables, and cement which cannot be made in Brazil. The Soviets have offered Brazil 300,000 tons of oil for delivery this year.	Soviets expected to give soft terms.	Will be negotiated during reported visit of Brazilian planning minister to Moscow.
\$300 mn.	Colombia from U.S.S.R.	Trolley-bus systems for 19 Colombian cities. Cost includes overhead wiring, terminals, and 2,000 cars. This is part of Colombia's effort to use hydroelectricity to replace imported oil.	Payment will be largely in Colombian coffee.	Contract will be signed soon with Colombian Coffee Federation and Colombian government.
\$560 mn.	Iraq from France	Dumez has signed an agreement with Iraq for construction of 4,000 housing units.		
\$310 mn.	Czechoslovakia from France/Austria	200,000 ton per year paper pulp plant in Moravia. Contract won by consortium led by subsidiaries of Kreditanstalt and Creusot-Loire.		
<b>UPDATE</b>				
\$500 mn.	Brazil from France	Petroleum equipment deal reported last week. Banks are linked to major suppliers, Schneider and Usinor.	\$410 mn. at 8.5 percent for 10 years; \$90 mn. at 3 percent for 20 years.	
<b>CANCELLED DEALS</b>				
	Germany and Netherlands from Algeria	20-year liquefied natural gas export deal signed in March 1979 and due to begin in 1983 canceled by Sonatrach, Algerian gas company.	Difficulty financing LNG plant part of problem.	Germany will make up shortfall with Soviet gas.
\$250 mn.	China from U.S.A. and others	China has canceled plans to construct foreign trade center in Peking. Construction consortium of Turner, Gerald D. Hines and Raymond International notified.	Future tenants refused to invest \$500,000 each. Chase Manhattan could not make up difference.	<i>Wall Street Journal</i> warns that Chinese may cancel many projects.
\$350 mn.	Egypt from Italy	Egypt has dropped plans for Montedison to build a polyethylene plant. It will instead open bidding on a simpler \$220 mn. PVC facility.	Montedison and Italian government were unable to provide expected soft credits.	