

Trade Review by Mark Sonnenblich

Cost	Principals	Project/Nature of Deal	Financing	Comment
NEW DEALS				
\$1 bn. is cost of project.	Costa Rica from Israel	Costa Rican govt. has chosen Tahal owned by the Israeli govt. as technical advisers for \$1 bn. agro-industrial project. Other Israeli companies will build a cotton gin as part of the project.		
\$1.5 bn. is cost of complex.	India from France	Pechiney Ugine Kuhlmann will provide technical assistance to bauxite and aluminum complex in Orissa, India. State-owned complex was agreed on during Giscard's India visit in January.		India govt. has given go-ahead but not revealed if PUK will also construct plant.
\$520 mn.	Egypt from Japan/ World Bank	360,000 ton/year steel plant to be built by three Japanese companies.	\$160 mn. capital, 86% owned by Egypt.	
\$500 mn.	Kuwait from Japan	Petroleum refinery modernization, including building 11 pumping stations on crude-oil pipeline to be performed by JGC Corp. of Japan.		Contract signed.
\$440 mn.	Mexico from Japan	Sumitomo Kobe Steel and Sumitomo will form joint subsidiaries with Mexico's Sidermex state steel company and Nafinsa development bank to build a plant producing 290,000 tons per year of seamless piping for Mexico's oil program. The Japanese will also join in building a 64,000 ton per year steel smelting works. Ownership will be 33% Japanese consortium, 33.5% Nafinsa, and 33.5% Sidermex.	Partly from Japan's Eximbank.	Part of Mexico's \$20 bn. 10-year steel program.
\$50 mn.	India from Italy	Coal-fired 600 megawatt electricity station to be built by Ansaldo, a part of the Italian government controlled IRI group. Deal marks first Italian entry into India, which will install 18,000 megawatts of generating power during the next three years. IRI is also competing with British, Canadian and Soviet suppliers for a \$500 mn. transport plane contract.	Largely by World Bank.	Contract signed.
\$90,000 reported.	Saudi Arabia from Japan/South Korea	Two desalination plants to be built by Mitsui Engineering of Japan and Shinhan Engineering of Korea.		First Japanese-Korean consortium in third country.
	Japan and France	A joint venture to produce electronic milling machinery was formed by France's H.E.S. and Japan's Toyoda Machine Works which is 30% owned by Toyota.		Partnership with French firm helps Toyoda get through EEC barriers.