

## Trade Review by Mark Sonnenblick

Cost	Principals	Project/Nature of Deal	Financing	Comment
<b>NEW DEALS</b>				
\$1.5 bn.	Nigeria from West Germany/France/U.S.S.R.	Steel-producing city to be built in Central-Western Nigeria. French Fourgerolles and German Julius Berger will build the \$1.15 bn. plant structure. The Soviet Union is providing steel-making machinery on a turnkey basis. And Dumez (France) has received a \$320 mn. contract for administrative buildings and housing for plant workers. The entire project will cost \$5.4 bn.		Contracts worth \$1.5 bn. on signed-for plant and urban structures.
\$1 bn. per year	China from U.S.	Chinese agreement to purchase 6-9 mn. tons per year of American wheat and corn over next three years. Chinese have been buying 4-6 mn. tons. Deal is modeled on Soviet-American 8 mn. ton per year grain agreement.	Being negotiated.	Signing expected soon.
\$500 mn.	Argentina from France	Petrochemical plant to be built by French Technip on turnkey basis. Plant will produce ethylene and propylene.		
\$47 mn.	China from U.K./Singapore	20,000 acre palm oil plantation to be set up in China by a company 40% owned by the British Guthrie plantation group and 60% owned by Singapore-based overseas Chinese. The People's Republic is granting the consortium 25-year tenure over the plantation and providing all necessary infrastructure in return for 25% of the profits. The plantation is on Hainan Island.		
	Brazil from U.S.	Ralph Parsons has been awarded contract for engineering, procurement, and construction services for a \$300 mn. copper sulfide project, including a 30,000 ton per day concentrator in Goias, Brazil.		Ore includes substantial gold component.
\$378 mn.	Libya from Korea	Hyundai Construction Co. has signed contracts to build harbor facilities at Ras Lanuf and Benghazi.		
<b>UPDATE</b>				
\$3.35 bn.	Saudi Arabia from France	Agreement for French companies to sell Saudi Arabia "a turnkey navy" as reported in <i>EIR</i> , Sept. 30. France is also giving training and logistical support.		Contract signed.
\$1 bn. of \$10 bn. project	U.S.S.R. from Western Europe	Siberian-Western Europe gas pipeline project, to be built by companies from West Germany, France, Holland, Austria and Belgium. Contractors will be paid in full credits issued by banks of their nation to the U.S.S.R. in proportion to the final gas allocation to each country.	Belgian syndicate headed by Société Générale is negotiating with Soviets terms for loan of Belgian share (10%) of project.	Final deal not yet signed.