

WorldTrade by Mark Sonnenblick

Cost	Principals	Project/Nature of Deal	Financing	Comment
NEW DEALS				
Over \$1 bn.	Saudi Arabia from U.S.	Bechtel will build petrochemical complex in Yanbu, Saudi Arabia for Saudi gov.-Mobil joint venture. Plant will be brought in as large prefabricated modules. It will produce 540,000 tpy polyethylene resins and glycol using processes licensed from Halcon of New York.		Bechtel and Halcon announced contracts.
\$966 mn.	South Korea from France	Korea Electric Co. signed contracts with Framatome of France for nuclear steam supply systems including PWR reactors for 2 nuclear stations already under construction. Total cost \$2.2 bn. Cogema of France signed for 10-year supply of natural and enriched uranium. Framatome committed itself to supply Korea with enrichment technology, to be contracted later.	4.1 mn. francs at 7.6% for 15 yrs. with 7 yrs. grace	Korean gov. noted advantages of "diversifying sources of nuclear technology" now mostly from Westinghouse.
\$890 mn.	East Germany from Austria	Voest has won contract for East German Greenfield steel plant. <i>Financial Times</i> says Voest beat stiff competition thanks to political goodwill and commitments to buy E. German products.	Austrian state export credit line.	
\$105 mn.	Nigeria from West Germany/Sweden	Expansion of Sokoto cement plant in northern Nigeria to 600,000 tpy to be performed by Orenstein Koppel and Michael Thomas of Germany. Cementa of Malmo, Sweden, will manage plant operations.		Contract awarded.
UPDATE				
\$5.3 bn. of \$10 bn. project	U.S.S.R. from West Germany	Siberian-Western Europe natural gas pipeline project. <i>Der Spiegel</i> reports Deutsche Bank is leading consortium of 20 German banks for loan of German portion of the project. To be repaid with gas deliveries.	\$5.3 bn. in deutschemarks for 10 yrs. at 7.5%	Terms on biggest East-West deal not confirmed.
\$79 mn.	U.S.S.R. from U.S.A.	200 Caterpillar pipelayers designed to lay 1,000 ton pipe sections of the Siberian-Western Europe natural gas pipeline.		Carter admin. cleared deal; to be signed soon.
\$325 mn.	Egypt from West Germany/Austria/France	Full material for 120,000 telephone lines. This is first part of \$1.8 bn. contract signed in 1979, which had been delayed pending Austrian Siemens and French Thomson-CSF providing the same soft credit terms as the consortium leader, Siemens of Germany.	Averages 5.5% on deutschemarks.	