

World Trade by Mark Sonnenblick

Cost	Principals	Project/Nature of Deal	Financing	Comment
NEW DEALS				
\$2 bn.	Brazil from France	Brazilian President Figueiredo signed a package deal in Paris contracting \$1.490 bn. in French financing for various projects in 1981 and a further \$500 mn. in letters of intent for projects in 1982.	On 1981 orders, \$395 mn. from French treasury for 20-45 years at 3.5%; \$268 mn. export credits at low rates; \$775 private bank loans. Most projects get mixed financing from 2 or 3 of above sources.	More than expected. Some financing and many component orders will go to Brazilian suppliers. Deals here as claimed by Brazilian finance minister; French and British sources claim fewer projects finalized.
	Orders signed:			
\$566 mn.	Thomson-CSF	Dacta 2 airport radar systems		
\$187 mn.	France-Dunkerque	2 petrochemical-carrying ships plus other ships from Brazilian yards		
\$307 mn.	Althom-Atlantique	Thermoelectric plant for coal pit mouth at Candiota		
\$260 mn.		Railroad equipment for Belo Horizonte system		
\$134 mn.		Corumba, Balbina, and Samuel dam powerhouses		
\$26 mn.	Creusot Loire	Coal gasification pilot plant		
	Letters of intent:			
\$268 mn.	CFEM/UIE	Two additional semisubmersible oil platforms		
\$292 mn.	CGE Alstom	Samuel Tres Irmaos and Nilo Pecanha dam powerhouses		
CANCELLED DEALS				
\$5 bn.	China from Japan/others	China has abandoned the \$5 bn. Baoshan steel complex, for which over \$1 bn. in contracts have been signed. Big losers are prime contractor Nippon Steel and Mitsubishi Heavy Industries which was in the midst of building \$420 mn. machinery for a hot strip steel mill for its first phase.	Japan's MITI will not give insurance on future Chinese export deals until China compensates damages.	Japanese companies will lose heavily on already produced components of cancelled orders.
	China from U.S.A.	Wean United of Pittsburgh lost \$80.5 mn. order for steelmaking equipment when China announced cancellation of second phase of Baoshan steel complex, as reported in <i>EIR</i> , Dec. 10.	Eximbank cancelled its \$60 mn. credit, its only firm deal with China.	Exim now seeking new U.S.-China deals.