

World Trade by Mark Sonnenblick

Cost	Principals	Project/Nature of Deal	Comment
NEW DEALS			
\$71 mn.	U.S.A. from Japan	Nippon Electric has sold Burroughs 8-year rights to use Japanese optical scanner technology. This will allow Burroughs to meet postal service specifications for its automatic mail sorter contract. Terms are 6% royalties, plus purchase of key high-technology parts from Nippon Electric.	Partners hoping to get more of \$500 mn. USPS spending on automation.
\$150 mn.	U.S.A. from South Korea	Bechtel has given Daewoo a contract for an \$84 mn. part of the 2 mn. bpd desalination plant Bechtel has designed for Prudhoe Bay, Alaska, oil fields.	Daewoo providing labor, supervision, and materials.
\$4-\$7 mn.	U.S.A. from South Korea	Sun Eel Shipping Co. is building a coal export facility in Anchorage to handle up to 2 mn. tpy in coal from Usibelli mine to Korea Electric and Sang Yong cement.	Usibelli is doubling production to meet export demand.
	Norway from Italy/U.S.A.	Norway has committed itself to \$5.2 bn. more North Sea oil and gas investments. Italian Snamprogetti, an ENI subsidiary, will control planning of 843 km. underwater pipeline system to carry out 13 bn. cu. meters gas per year. American N. W. Kellogg planning onshore gas terminals. Sea platform design and all construction contracts up for bidding.	Norway's Statoil will sell its 60% share to Ruhrgas.
	Peru and others from U.S.S.R./Brazil	Soviets have subcontracted Brazil's Norberto Odebrecht for engineering on a small hydroelectric project Soviets are building in Peru. Many more such triangular projects in which Soviets will supply equipment and Brazilian private companies the construction are expected.	Odebrecht doing most Brazilian nuclear plant construction.
\$26 mn.	Vietnam from Belgium	Belgian companies have sold Vietnam locomotives and other railroad materials.	Financed by state loan and private banks.
\$106 mn.	Libya from West Germany	German subsidiary of Swiss Brown Boverie will build oil-fired electrical generators in Libya.	
	Israel/U.S.A.	Pratt & Whitney beat out GE for engine to be used in approx. 450 Lavie fighters in late 1980s. GE had supplied engines for Kfir jet fighters.	P&W 1120 engine is derived from one used in F-16 jets.
\$14 mn.	Taiwan from U.S.A.	Rockwell and Easton each building plants in Taiwan to produce previously imported parts for the 10,000 heavy-duty trucks per year made by GM/Taiwan govt. joint venture.	Involves rear axles, brake systems, steering mechanisms.
\$54 mn.	East Germany from Japan	C. Itoh and Daikin will deliver plant producing 2 mn. automobile clutches per year, plus production knowhow and training. Barter deal for E. German metal products.	Export-Import Bank supplier credit.
	Venezuela from U.S.A.	C. F. Braun of Alhambra, Calif. will advise Meneven state-owned oil company on modernization of oil refinery and new natural gas extraction plant.	Contractor bidding for projects next year.
\$250 mn.	U.K. from U.S.A.	Pacific Express airlines has contracted to buy 6 British Aerospace 146 short-range airliners, with option for 8 more. Cost for 14 is \$250 mn.	For use in bargain shuttle flights.
\$145 mn.	U.S.A. from Holland	Fokker sold 4 each of its F 28 planes to Altair of Philadelphia and Empire Airlines of upstate N.Y.	