

## World Trade by Mark Sonnenblick

Cost	Principals	Project/Nature of Deal	Comment
<b>NEW DEALS</b>			
	U.S.A. from Japan	GE will market 500-600 Hitachi industrial robots in U.S.A. over next 3 years; Hitachi selling GE its technology for painting and welding robots over next 7 yrs. for new GE robot-building division.	GE says plans to compete with Hitachi in future.
	U.S.A. from Japan/West Germany	Hitachi and Mannesmann-Demag will act in concert in exporting steel-making plants to U.S. market. Hitachi will give part of \$100 mn. order it won from Wheeling-Pittsburgh Steel for continuous casting machines to its German partner.	Deal helps the partners' competitiveness in winning U.S. steel modernization orders.
over \$10 mn.	U.S.A. from Japan	A plant to make MSB resin and styrene foam will be built in Texas or Louisiana by Kanegafuchi Chemical Industry. MSB gives PVC more impact resistance. Kanegafuchi 10,000 tpy MSB exports from Japan currently give it 40% of U.S. market. New plant will also export to Latin America.	First step in big Kanegafuchi plans for U.S. production plants.
	Hong Kong from U.S.A.	International Totalizator of San Diego won contract from Royal Hong Kong Jockey Club for 1,500-2,000 OTB and 180 administrative terminals.	
	India from U.S.S.R.	Soviets will aid in onshore oil exploration and improved recuperation from onshore wells in states of Gujarat and Assam. India is going for oil self-sufficiency in 1985, meaning more than doubling current production.	India needs the advanced Western methods for its offshore and onshore production; U.S. has been slow in entering this \$6 bn. market.
\$1 mn.	Ecuador from Spain	Ecuadorian Center for Nuclear Studies signed contract with Spain for 3 megawatt study reactor and a medium-activity isotope facility.	
\$160 mn.	Paraguay from France	Equipments Ourtre-Mer won order for 600,000 tpy cement plant for northern Paraguay.	French govt. long-term credits, as well as Banque Worms-led group.
\$150 mn.	Saudi Arabia from U.S.A.	American Medical of Beverly Hills signed 3 yr. contract to manage and operate new hospital in Al Baha.	
\$100 mn.	U.S./Japan	Bechtel, Westinghouse, and Mitsubishi are joining \$100 mn. R&D project to develop an advanced <i>pressurized</i> water nuclear reactor. This APWR project competes with a similar one on the advanced <i>boiling</i> water reactor between GE and 3 Japanese firms.	Start of construction on new generation APWR planned for 1985.
<b>CANCELED DEALS</b>			
	U.S.S.R. from Japan	Soviets have scrapped a tentative order for 300,000 tons of steel plates from the big 5 Japanese steel firms made in July. <i>Japan Economic Journal</i> says Soviets playing hardball in demanding interest-rate cut from agreed 7.75% to 7.25%, over 5 years. Plates were to have been delivered from Oct. to next July.	Japanese steel-makers are blaming the recession-struck European competitors for encouraging Soviets on lower rates.
\$350 mn.	Lebanon from Europe	Middle East Airlines announced that its order for 5 Airbus A-310 wide-body jets would be canceled, should security conditions not improve by September.	Beirut is a tough place to run an airline.