

## World Trade by Mark Sonnenblick

Cost	Principals	Project/Nature of Deal	Financing	Comment
<b>NEW DEALS</b>				
\$1.1 bn.	Nigeria from U.S./Japan	Plant which will produce 700,000 tpy fertilizer from local natural gas and imported phosphoric acid and potash will be built in Nigeria. Consortium led by W. M. Kellogg and including Jacobs and Kawasaki will build the plant. First contract with this group had been hotly debated since signed two years ago. Foreign component financed by U.S. and Japanese Exim banks and World Bank.		Nigerian govt. seeks ten-fold fertilizer use increase in agro modernization drive.
\$6 mn.	Nigeria from U.S.A.	Nigeria bought tactical police armored cars from Federal Signal Corp. of Chicago.		
\$70 mn.	Egypt from Italy	Snamprogetti will build 40,000 tpy linear alcohol benzol plant for EGPC Egyptian oil company.		Will make detergents from kerosene.
\$25-\$40 mn.	South Korea from Japan	The Orient's highest, and Seoul's first, skyscraper will be built with help of Japan's Nippon Steel and Kanematsu-Gosho.		60-story building is for Daehan Insurance.
	France from Japan/U.S.A.	Elf Aquitaine will build carbon fiber plant in France in joint venture with Japan's Toray, the world's largest producer. Carbon fibers lighten military aircraft, and some of product will go to U.S.A. by way of junior partner, Union Carbide.		Toray's initial plans for European plant in Britain frustrated by obsolescence plant they bought into.
	Saudia Arabia from U.S.A.	McDermott has order for marine construction at Aramco's Berri desalination plant. Contract includes building and installing offshore platforms, undersea pipelines and electric cables.		
	Algeria/Japan	Algeria has offered to buy 15,000 Hondas in exchange for oil deliveries instead of cash payment. Japanese Nichimen trading company says Algeria asked \$40 per barrel price in barter deal, but will have to come down.		Barter is way of hiding real price of oil.
\$49mn.	Zaire from U.K.	GKN Contractors will re-equip tin and wolfram mines, which have fallen apart over last few years.		
<b>UPDATE</b>				
\$440 mn. more work	Iran from Italy	Iran signed new contract with Condotte d'Acqua, owned by Italian govt., for scaled-down completion of Bandar Abbas port, at Strait of Hormuz, far from Iraq. Port was 40% complete when Shah overthrown.		Iran govt. has acknowledged damage claims by Italian contractors and will free \$220 mn. blocked payments.
\$400 mn.	Brazil from U.S.A.	Ford is offering to invest \$400 mn. in added production capacity for Escort model, <i>if</i> Brazilian govt. agrees to renew generous export subsidies due to expire at end of 1982. Befiex export incentives not only exempt exports from sales and VAT taxes for companies meeting 3 export quotas, but allows same amount of taxes to be deducted from domestic market tax bill.		Auto production halved this year by tight credit; Brazil desperate for investments and for tax revenues.
\$100 mn.	Poland from U.S.A.	Armand Hammer, pres. of Occidental Petroleum, offered Poland joint-venture project for sulfur mine.		